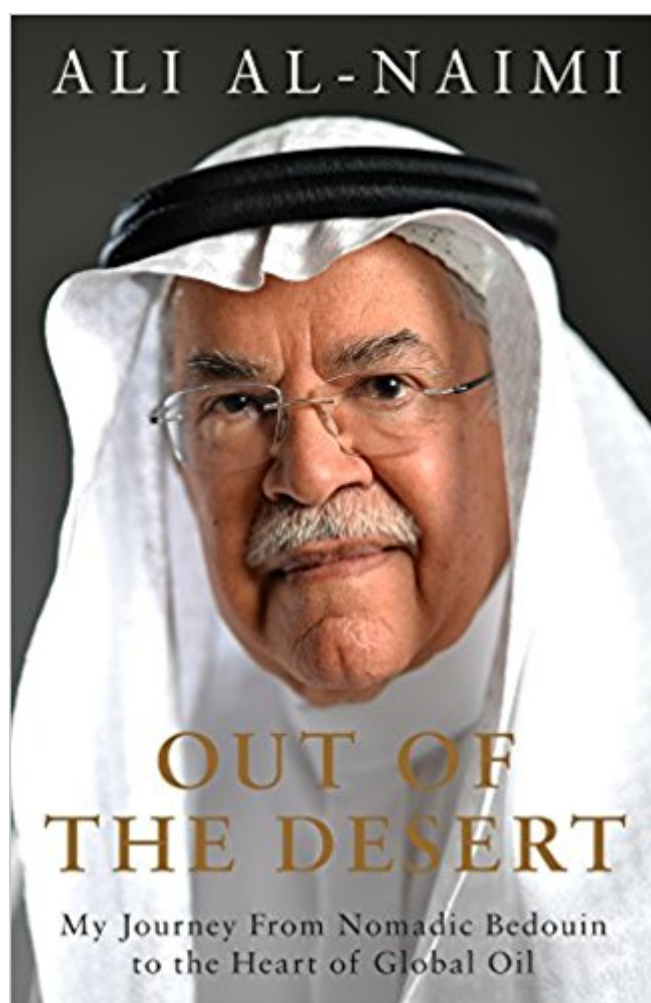


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# Out Of The Desert: My Journey From Nomadic Bedouin To The Heart Of Global Oil



## Synopsis

The extraordinary memoir of global oil's central banker – Until 7 May 2016, Ali Al-Naimi was Saudi oil minister - and OPEC kingpin - a position he has held for 20 years. As global oil's central banker, Al-Naimi moved markets with the briefest of utterances. But it wasn't always that way. – Al-Naimi was born into abject poverty as a nomadic Bedouin in the 1930s, just as US companies were discovering vast quantities of oil under the baking Arabian deserts. From his first job as a shepherd boy, aged four, to his appointment to one of the most powerful political and economic jobs in the world, *Out of the Desert* charts Al-Naimi's extraordinary rise to power. – Described by Alan Greenspan as 'the most powerful man you've never heard of', Al-Naimi's incredible journey proves that anyone can make it - even a poor Bedouin shepherd boy. This is his exclusive inside story of power, politics and oil.

## Book Information

Hardcover: 320 pages

Publisher: Penguin UK; UK ed. edition (November 3, 2016)

Language: English

ISBN-10: 0241279259

ISBN-13: 978-0241279250

Product Dimensions: 6 x 1.3 x 9.2 inches

Shipping Weight: 1.3 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars 30 customer reviews

Best Sellers Rank: #366,356 in Books (See Top 100 in Books) #104 in – Books > Engineering & Transportation > Engineering > Energy Production & Extraction > Fossil Fuels #160 in – Books > Business & Money > Industries > Energy & Mining > Oil & Energy #1045 in – Books > Biographies & Memoirs > Professionals & Academics > Business

## Customer Reviews

He's a wise man. And there are not a whole lot of wise men about -- Daniel Yergin, Pulitzer Prize-winning author of *THE PRIZE* He's the most important man you've never heard of -- Alan Greenspan, former US Federal Reserve chairman You hear about people who walk with kings and who walk with the common man. That's a perfect description of minister Al-Naimi -- James C. Oberwetter, former US ambassador to Saudi Arabia When I think of Ali Al-Naimi I think knowledge. Knowledge of the industry, knowledge of the political scene, understanding the way the world economic markets work -- Sam Bodman, former US energy secretary

His Excellency Ali Ibrahim Al-Naimi was Minister of Petroleum and Mineral Resources for the Kingdom of Saudi Arabia, from 1995 to May 2016. He is a member of the Cabinet of the Council of Ministers and the Supreme Economic Council. From 1995 until 2015, he was Chairman of the Kingdom's national oil company, Saudi Aramco. He is also Chairman of the Saudi Geological Society and of the King Abdullah University of Science and Technology. He is routinely named on international power lists, including the Time World's 100 Most Influential People and The Times's GulfPower25.

I was fortunate to have worked with and for Ali. This is a great book, a tribute to the life of a great man. He was smart, astute, and most of all always greeted you with a warm infectious smile and a twinkle in his eye. Never saw him once lose his temper under some stressful situations. You will read about a great leader in a modern society that began his life as a proud Desert Nomad. Frank Fugate, former Aramco Senior Vice-President and Board Member

This is an excellent book, written by a man who knows every aspect of the oil business from first hand experience as an engineer, manager, executive and oil minister. It takes the reader to the desert, the processing plants, the boardrooms and the global venues. It provides a remarkable combination of detail and global considerations. I have read many books about oil and this is the best and most informative.

This book has special interest to me because I was in the World Oil Business myself and had met his predecessor in Cairo several years ago. His story reminded me of a story of a young man in the early 20th of century who made it much like Ali Al-Naimi did. This is one of the books I will be discussing with a special reading group I belong to whose focus is mainly on world economic issues. One of the comments I made to my friends in this group made me want to get out into the World Oil Business again, this time, with a much better understanding of how to be more successful at meeting the needs of the company I worked for and the needs of the government agents I was talking to. What surprised me the most is how Ali Al-Naimi used the resources available to him to make it possible for the people of his country and others to advance their education. This man is an extra special man and I feel honored by having a chance to read his book

I, like many Saudis and members of oil industry, have huge respect for Mr. Al Naimi and I was eager

to read this book. That said and without dismissing the value of this work, I found this book reflects many negative sentiments about how he progressed throughout his career and the selection criteria for leading oil men he chose such as the one he promoted based on single encounter in a presentation session. Above all, I was looking forward for shedding light on the controversies around major events he was part of such as the rise and fall of international gas initiative (despite what the author tried to avoid, he sounded against it from the initial talks). It is also evident that he deliberately overlooked the events that led to the selection of KAF as a CEO and later as minister since he talked adequately about Juma'ah's story. In addition, the KAUST chapter includes many negative connotations that are evident throughout the story. For instance, the story attempts to emphasize the effective use of time, but at the same time, it reflects a state of emergency!. Shortcutting and rushing everything against the opinions of world's experts regarding the reasonable time to build an institution with such agenda can equally reflect what could be perceived as ego and/or major misjudgment. In addition and notwithstanding the surprising \$10 billion endowment that may be attributable to poor planning, making 75% error in estimating the endowment and resorting again to the king for additional fund is enough to understate the whole KAUST story, it questions the quality and basis for estimating the first \$10 billion and the qualifications of the highly paid consultants and experts. Furthermore, it unintentionally reflects another negative connotation against king Abdullah as if he was naive and unaware of what a university budget should involve. While Mr. Al Naimi is renowned for his career in oil business, he was equally responsible for the mineral resources sector. However, he did not cover the challenges he faced in this sector leaving many interesting stories unattended. Moreover, I don't believe that the author really wanted to say that the policymakers in Saudi Arabia became aware of the runaway energy demand only after the paper presented by Chatham House. I truly hope that these points to be considered in future editions.

I enjoyed Mr Al Naimi's book and found it extremely interesting. I met him several times while working at ARAMCO aviation, as their special flights coordinator. He was always a perfect gentleman and worked very hard to get to be the oil minister. I wish him the best of happiness and good health in his long overdo retirement.

An excellent reference book on what was the background for the rise of oil prices and how important Saudi Arabia and the impact of Ali Naimi in this. I worked in Saudi Arabia for 8 years and on some of the important projects that influenced economic development within Saudi and the world.

Wonderfully written book about a man's journey from Bedouin to the most powerful non-royal on the Kingdom of Saudi Arabia.

Excellent book to motivate young people. Thank you very much

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