

Compelling People The Hidden Qualities That Make Us Influential John Neffinger

A bold new theory of leadership drawn from elite captains throughout sports—named one of the best business books of the year by CNBC, The New York Times, Forbes, strategy+business, The Globe and Mail, and Sports Illustrated “The book taught me that there’s no cookie-cutter way to lead. Leading is not just what Hollywood tells you. It’s not the big pregame speech. It’s how you carry yourself every day, how you treat the people around you, who you are as a person.”—Mitchell Trubisky, quarterback, Chicago Bears Now featuring analysis of the five-time Super Bowl champion New England Patriots and their captain, Tom Brady The seventeen most dominant teams in sports history had one thing in common: Each employed the same type of captain—a singular leader with an unconventional set of skills and tendencies. Drawing on original interviews with athletes, general managers, coaches, and team-building experts, Sam Walker identifies the seven core qualities of the Captain Class—from extreme doggedness and emotional control to tactical aggression and the courage to stand apart. Told through riveting accounts of pressure-soaked moments in sports history, The Captain Class will challenge your assumptions of what inspired leadership looks like. Praise for The Captain Class “Wildly entertaining and thought-provoking . . . makes you reexamine long-held beliefs about leadership and the glue that binds winning teams together.”—Theo Epstein, president of baseball operations, Chicago Cubs “If you care about leadership, talent development, or the art of competition, you need to read this immediately.”—Daniel Coyle, author of The Culture Code “The insights in this book are tremendous.”—Bob Myers, general manager, Golden State Warriors “An awesome book . . . I find myself relating a lot to its portrayal of the out-of-the-norm leader.”—Carli Lloyd, co-captain, U.S. Soccer Women’s National Team “A great read . . . Sam Walker used data and a systems approach to reach some original and unconventional conclusions about the kinds of leaders that foster enduring success. Most business and leadership books lapse into clichés. This one is fresh.”—Jeff Immelt, chairman and former CEO, General Electric “I can’t tell you how much I loved The Captain Class. It identifies something many people who’ve been around successful teams have felt but were never able to articulate. It has deeply affected my thoughts around how we build our culture.”—Derek Falvey, chief baseball officer, Minnesota Twins

#1 NEW YORK TIMES BESTSELLER • ONE OF TIME MAGAZINE’S 100 BEST YA BOOKS OF ALL TIME The extraordinary, beloved novel about the ability of books to feed the soul even in the darkest of times. When Death has a story to tell, you listen. It is 1939. Nazi Germany. The country is holding its breath. Death has never been busier, and will become busier still. Liesel Meminger is a foster girl living outside of Munich, who scratches out a meager existence for herself by stealing when she encounters something she can’t resist—books. With the help of her accordion-playing foster father, she learns to read and shares her stolen books with her neighbors during bombing raids as well as with the Jewish man hidden in her basement. In superbly crafted writing that burns with intensity, award-winning author Markus Zusak, author of I Am the Messenger, has given us one of the most enduring stories of our time. “The kind of book that can be life-changing.” —The New York Times “Deserves a place on the same shelf with The Diary of a Young Girl by Anne Frank.” —USA Today DON’T MISS BRIDGE OF CLAY, MARKUS ZUSAK’S FIRST NOVEL SINCE THE BOOK THIEF.

The bestselling, beloved classic on how to go into the dark side of yourself to bring out the light -- now with new material. Debbie Ford believes that we each hold within us a trace of every human characteristic that exists, the capacity for every human emotion. We are born with the ability to express this entire spectrum of characteristics. But, Ford points out, our families and our society send us strong messages about which ones are good and bad. So when certain impulses arise, we deny them instead of confronting them, giving them a healthy voice, then letting them go. It is to these feelings that Ford turns our attention, these parts of our selves that don't fit the personae we have created for the rest of the world. She shows us the effects of living in the dark, of keeping all our supposedly unsavory impulses under wraps. We find ourselves disproportionately frustrated and angry at the selfishness of friends, the laziness of colleagues, the arrogance of siblings. When we are unable to reconcile similar impulses in ourselves, Ford explains, we waste our own energy judging others instead of empathizing. But most important, we deny ourselves the power and freedom of living authentically. Through the stories and exercises in The Dark Side of the Light Chasers, Debbie Ford shows us not only how to recognize our hidden emotions, but also how to find the gifts they offer us. This is for fans of Marianne Williamson, Neale Donald Walsch, and Deepak Chopra. The very impulses we most fear may be the key to what is lacking in our lives.

Required reading at Harvard Business School and Columbia Business School. Everyone wants to be more appealing and effective, but few believe we can manage the personal magnetism of a Bill Clinton or an Oprah Winfrey. John Neffinger and Matthew Kohut trace the path to influence through a balance of strength (the root of respect) and warmth (the root of affection). Each seems simple, but only a few of us figure out the tricky task of projecting both at once. Drawing on cutting-edge social science research as well as their own work with Fortune 500 executives, members of Congress, TED speakers, and Nobel Prize winners, Neffinger and Kohut reveal how we size each other up—and how we can learn to win the admiration, respect, and affection we desire.

"Messiness adds benefits to our lives, so why do we resist the concept so? [The author] uses research from neuroscience, psychology and social science to explain why disorder, confusion, and disarray are actually lies at the core of how we innovate, how we achieve, how we reach each other. [The author] shows that the human inclination for tidiness can mask a deep and debilitating fragility that keep us from innovation."--

From the bestselling author of Blink and The Tipping Point, Malcolm Gladwell's Outliers: The Story of Success overturns conventional wisdom about genius to show us what makes an ordinary person an extreme overachiever. Why do some people achieve so much more than others? Can they lie so far out of the ordinary? In this provocative and inspiring book, Malcolm Gladwell looks at everyone from rock stars to professional athletes, software billionaires to scientific geniuses, to show that the story of success is far more surprising, and far more fascinating, than we could ever have imagined. He reveals that it's as much about where we're from and what we do, as who we are - and that no one, not even a genius, ever makes it alone. Outliers will change the way you think about your own life story, and about what makes us all unique. 'Gladwell is not only a brilliant storyteller; he can see what those stories tell us, the lessons they contain' Guardian 'Malcolm Gladwell is a global phenomenon ... he has a genius for making everything he writes seem like an impossible adventure' Observer 'He is the best kind of writer - the kind who makes you feel like you're a genius, rather than he's a genius' The Times

Commit to excellence and celebrate your natural gifts by embracing eight principles for professional and spiritual success from #1 New York Times bestselling author Joel Osteen. In You Can, You Will, these eight undeniable qualities of winners can help you reach your potential and achieve new levels of success in your life: Keep Your Vision in Front of You Run Your Race Expect Good Things Have a Positive Mindset Commit to Excellence Keep Growing Serve Others Stay Passionate You are created to be a winner. Live by Joel Osteen's eight principles and boldly go in the direction of your destiny.

Have you ever felt you're not getting through to the person you're talking to, or not coming across the way you intend? You're not alone. That's the bad news. But there is something we can do about it.

Heidi Grant Halvorson, social psychologist and bestselling author, explains why we're often misunderstood and how we can fix that. Most of us assume that other people see us as we see ourselves, and that they see us as we truly are. But neither is true. Our everyday interactions are colored by subtle biases that distort how others see us—and also shape our perceptions of them. You can learn to clarify the message you're sending once you understand the lenses that shape perception: • Trust. Are you friend or foe? • Power. How much influence do you have over me? • Ego. Do you make me feel insecure?

Based on decades of research in psychology and social science, Halvorson explains how these lenses affect our interactions—and how to manage them. Once you understand the science of perception, you'll

communicate more clearly, send the messages you intend to send, and improve your personal relationships. You'll also become a fairer and more accurate judge of others. Halvorson even offers an evidence-based action plan for repairing a damaged reputation. This book is not about making a good impression, although it will certainly help you do that. It's about coming across as you intend. It's about the authenticity we all strive for.

"A truly enlightening work filled with fundamental strategies that have worked for others. Martin Fridson documents the essential principles inherent in every billionaire's success." -Gordon Bethune Chairman of the Board and CEO Continental Airlines Self-made billionaires all have one thing in common: they excel at making money. But hard work, thrift, and focus are only part of the story-you hold the rest of it in your hands. How to Be a Billionaire is the first comprehensive picture of the real strategies and tactics that built the great business fortunes of modern times. Packed with engaging accounts of titans like Ross Perot, Richard Branson, Phil Anschutz, John D. Rockefeller, Wayne Huizenga, Bill Gates, J. Paul Getty, and Kirk Kerkorian, How to Be a Billionaire will show you principles that can increase your wealth and business acumen to the mogul level. How to Be a Billionaire looks at the careers, the methods, and the minds of self-made billionaires to distill the common keys to titanic accumulations of wealth. Each chapter explores a specific strategy and brings it to life through extended profiles of past and present masters of the art of making money. Do you think innovation is the best way to prosper in business? Sam Walton, founder of the Wal-Mart retail chain, would tell you otherwise. The key to Walton's success was supreme devotion to copying the methods of other successful discounters. What could be less complicated than buying low and selling high? But the ascent of Warren Buffett, John Kluge, and Laurence Tisch to billionaire status depended on much more than an eye for good bargains. And if you're looking to thrive by outmanaging the competition, look no further than Richard Branson. When the founder of Virgin Atlantic needed to reduce his staff by 400 people, 600 volunteered to take off a few months on sabbatical. How to Be a Billionaire identifies the methods, beliefs, and behaviors every businessperson must understand and emulate to reach the pinnacle of riches. A manual for success that can benefit every aspiring tycoon, it is a fascinating read for anyone intrigued by wealth and how it's gotten. Praise for HOW TO BE A BILLIONAIRE "How to Be a Billionaire offers fascinating insight into the subject of building wealth. As a result of his exhaustive research, Martin Fridson is able to explain the wealth-creation process from a unique perspective. As the reader will discover, there is no single formula for success, but there are certain categories into which these concepts can be placed. My personal advice is to remember the words of Winston Churchill who said, 'Success is the ability to go from one failure to another with no loss of enthusiasm.'" -Ross Perot "Martin Fridson has created the ultimate roadmap to the American Dream. He comes as close to extracting a formula for the acquisition of wealth as any book I have ever read." -Jeff Sagansky CEO, Paxson Communications "Martin Fridson's book has a number of very insightful and thoughtful analyses, something you don't pick up in many business schools." -Philip F. Anschutz Chairman and CEO, The Anschutz Corporation "How to Be a Billionaire is a powerful arsenal of dead-on strategies for increasing your personal wealth and business acumen. Marty Fridson details the tactics of self-made billionaires with great intelligence and insight. I wish this book had been available when I was starting my career." -Spencer Hays Founder, Tom James Company Executive Chairman, Southwestern/Great American, Inc. Chairman, Athlon Publications

Two Burmese boys, one a Karenni refugee and the other the son of an imprisoned Burmese doctor, meet in the jungle and in order to survive they must learn to trust each other.

Explores how evolutionary psychology has begun to identify the prehistoric origins of human behavior and discusses how those discoveries have influenced the way consumer spending is viewed and controlled by companies, retailers, and marketers.

Discover the three types of love--and the key to finding the one you're truly meant to be with. We love and we love again -- sometimes our hearts get broken but, somehow, we find the courage to dive back in. In this soul-searching book, relationship expert Kate Rose guides readers down the path to a deeper understanding of who they are, what they want, and finally, to the discovery of their Twin Flame. According to Rose, love is a journey of self-discovery and every relationship we have in our lives teaches us something that we need to learn about ourselves and what will make us truly happy. She introduces readers to the three types of love we will all experience: • The Soulmate introduces us to the dream of love, but somehow what seemed like it would be "happily ever after" wasn't meant to last forever. • We are so consumed with making The Karmic Love work that we often fail to question whether it should work. As painful as it is to accept, this love that felt so right in the beginning is actually all wrong. • The Twin Flame comes into our lives and often we don't even know it's love because . . . it's too easy. This is the love who helps us to accept ourselves just as we are because this is precisely what they do. In You Only Fall in Love Three Times, Kate Rose shows us that happy endings may not happen quite the way they do in fairytales-- but they happen nonetheless.

Presents a controversial history of violence which argues that today's world is the most peaceful time in human existence, drawing on psychological insights into intrinsic values that are causing people to condemn violence as an acceptable measure.

With the intrigue of a psychological thriller, Camus's masterpiece gives us the story of an ordinary man unwittingly drawn into a senseless murder on an Algerian beach. Behind the intrigue, Camus explores what he termed "the nakedness of man faced with the absurd" and describes the condition of reckless alienation and spiritual exhaustion that characterized so much of twentieth-century life. First published in 1946; now in translation by Matthew Ward.

Developing Your Influencing Skills How to influence people by increasing your credibility, trustworthiness and communication skills What are the characteristics that make some people more influential than others? This book will give you the keys to successfully increase your influence at work and at home. It explains how becoming more influential is not about using manipulative techniques to get your own way but is about developing a set of beliefs and behaviors that make you a more influential force. We have identified 7 traits that influential people share and, the good news is, they can be developed. In this book you will discover how to: Decide what your influencing goals are and state them in a compelling way. Find ways to increase your credibility rating with other people. Avoid manipulative practice and become more authentic. Develop stronger and more trusting relationships. Inspire others to follow your lead. Become a more influential communicator. This book is packed with case studies, exercises and practical tips to help you to develop the traits required to become a more influential person. All the exercises that are in the book are also in a free downloadable workbook available from <http://www.UoLearn.com> What do people say about influencing skills? "Interesting, readable and practical - everything I want from this type of book." "A brand new take on influencing." "Thought provoking and extremely helpful." "This book was a revelation." "Completely changed the way I see

influencing - I now believe that I can grow and develop my ability to influence by concentrating on these seven traits." "Very readable book which has changed my perspective on influencing. I always thought of it as a set of tools and techniques but the idea of becoming more influential is much more interesting. This book makes that idea feel possible". "I liked the whole concept of developing the traits of influential people and really liked the way they were presented. I enjoyed the exercises and have started to influence people in different ways as a result. Thank you for the ideas." It has made me realize that perhaps I have put too much effort into influencing external clients and stakeholders and not enough time trying to be influential with my own staff!!" "I quickly realised that, influencing is a much broader topic than I had imagined. I gained from it an understanding that I stand a better chance of maximizing my effectiveness if I play to my own strengths, rather than trying to meet other's expectations of me." "Most importantly, I learnt that some of the influencing I see employed by others is really manipulations and not only is it not necessary but it can in fact be counterproductive to subscribe to this method. It was very reassuring to hear that I don't have to become someone I'm not in order to extend my influence!" About the authors: Lois Burton and Deborah Dalley Deborah Dalley and Lois Burton both have their roots in the field of learning and development in which they have worked for over 20 years. Both run successful consultancy and coaching businesses and work on many collaborative projects as colleagues and friends. With backgrounds that span work in the public, private and voluntary sectors Lois and Deborah share many professional interests and values and bring complementary experience to their work. Deborah and Lois run many workshops and programs which include the development of influencing skills and together have developed the popular Beyond series of workshops which provide a unique forum for leaders to receive individual, in depth feedback on their impact, presence and ability to influence in a variety of settings.

'This is not just another pop-psych book: it's the first book to capture and share the insights from all the recent groundbreaking research on how we judge and persuade each other. And it translates that into simple, practical terms anyone can use to build more effective relationships at the office or home' Amy Cuddy HOW PEOPLE JUDGE YOU - AND HOW TO COME OUT LOOKING GOOD Everyone wants to know how to be more influential. But most of us don't really think we can have the kind of magnetism or charisma that we associate with someone like Bill Clinton or Oprah Winfrey unless it comes naturally. In *Compelling People* - now required reading at Harvard Business School - John Neffinger and Matthew Kohut show that this isn't something we have to be born with, it's something we can learn. They trace the path to influence through a balance of strength and warmth. Each seems simple, but only a few of us figure out the tricky task of projecting both at once. Drawing on cutting-edge social science research as well as their own work with Fortune 500 executives, members of Congress, TED speakers and Nobel Prize winners, *Compelling People* explains how we size each other up - and how we can learn to win the admiration, respect, and affection we desire.

Mindshift reveals how we can overcome stereotypes and preconceived ideas about what is possible for us to learn and become. At a time when we are constantly being asked to retrain and reinvent ourselves to adapt to new technologies and changing industries, this book shows us how we can uncover and develop talents we didn't realize we had—no matter what our age or background. We're often told to "follow our passions." But in *Mindshift*, Dr. Barbara Oakley shows us how we can broaden our passions. Drawing on the latest neuroscientific insights, Dr. Oakley shepherds us past simplistic ideas of "aptitude" and "ability," which provide only a snapshot of who we are now—with little consideration about how we can change. Even seemingly "bad" traits, such as a poor memory, come with hidden advantages—like increased creativity. Profiling people from around the world who have overcome learning limitations of all kinds, Dr. Oakley shows us how we can turn perceived weaknesses, such as impostor syndrome and advancing age, into strengths. People may feel like they're at a disadvantage if they pursue a new field later in life; yet those who change careers can be fertile cross-pollinators: They bring valuable insights from one discipline to another. Dr. Oakley teaches us strategies for learning that are backed by neuroscience so that we can realize the joy and benefits of a learning lifestyle. *Mindshift* takes us deep inside the world of how people change and grow. Our biggest stumbling blocks can be our own preconceptions, but with the right mental insights, we can tap into hidden potential and create new opportunities.

In *Working Together*, a fascinating and invaluable look at why great partnerships succeed, former Disney CEO Michael Eisner discusses how professional partnerships have contributed to his success. In addition, Eisner tells the stories of nine other highly successful business collaborations, including Warren Buffett and Charlie Munger, Valentino and Giancarlo Giammetti, Bill and Melinda Gates, Joe Torre and Don Zimmer, and Brian Grazer and Ron Howard.

More technical skills aren't what you need. If you're like most people, your formula for career success is to be an expert and work hard. It's a great strategy when starting your career, but are you as influential as you would like to be? If the answer is no, then it might be time to change your strategy. *Hard Work Is Not Enough* reveals the essential soft skills required to be more believable at work. It's the skills your manager wishes you had but doesn't have the guts to tell you to your face. Inside this book, you will learn: How to go further upstream if you want people to trust you How to avoid the behaviors that hurt your believability How to be more strategic in how you think and act *Hard Work Is Not Enough* is a straight-talk career conversation about the skills that will make you believable, strategic, and influential. It isn't for everyone, but it is for those who aspire to make a meaningful impact on people, teams, and organizations.

"Clever, surprisingly fast-paced, and enlightening." —Forbes Most new products fail. So do most businesses. And most of us, if we are honest, have experienced a major setback in our personal or professional lives. So what determines who will bounce back and follow up with a home run? What separates those who keep treading water from those who harness the lessons from their mistakes? One of our most popular business bloggers, Megan McArdle takes insights from emergency room doctors, kindergarten teachers, bankruptcy judges, and venture capitalists to teach us how to reinvent ourselves in the face of failure. *The Up Side of Down* is a book that just might change the way you lead your life.

"This book sets to identify the qualities and abilities of a certain kind of leader, which I refer to as the "Natural Born Leader (NBL)." The NBL possesses innate traits, refined and

perfected over time with education, training, and experience. I will attempt to illustrate these traits by drawing from my 50 years of personal experiences and hope readers will look at this as an opportunity to introspect."--Back cover.

"This is going to be big." -Entertainment Weekly "Juicy, clever, and beguiling." -Cecily von Ziegsar, author of the Gossip Girl novels A young woman haunted by a family tragedy is caught up in a dangerous web of lies and deception involving a secret society in this highly charged, addictive psychological thriller that combines the dishy gamesmanship of Gossip Girl with the murky atmosphere of The Secret History. One summer day, Grace Fairchild, the beautiful young wife of real estate mogul Alistair Calloway, vanished from the family's lake house without a trace, leaving behind her seven-year old daughter, Charlie, and a slew of unanswered questions. Years later, seventeen-year-old Charlie still struggles with the dark legacy of her family name and the mystery surrounding her mother. Determined to finally let go of the past, she throws herself into life at Knollwood, the prestigious New England school she attends. Charlie quickly becomes friends with Knollwood's "it" crowd. Charlie has also been tapped by the A's—the school's elite secret society well known for terrorizing the faculty, administration, and their enemies. To become a member of the A's, Charlie must play The Game, a semester-long, diabolical high-stakes scavenger hunt that will jeopardize her friendships, her reputation, even her place at Knollwood. As the dark events of past and present converge, Charlie begins to fear that she may not survive the terrible truth about her family, her school, and her own life.

Some of the smartest, most successful people in the country didn't finish college. None of them learned their most critical skills at an institution of higher education. And like them, most of what you'll need to learn to be successful you'll have to learn on your own, outside of school. Michael Ellsberg set out to fill in the missing pieces by interviewing a wide range of millionaires and billionaires who don't have college degrees, including fashion magnate Russell Simmons and Facebook founding president Sean Parker. This book is your guide to developing practical success skills in the real world: how to find great mentors, build a world-class network, make your work meaningful (and your meaning work), build the brand of you, and more. Learning these skills is a necessary addition to any education, whether you're a high school dropout or graduate of Harvard Law School. #1 NEW YORK TIMES BESTSELLER • More than one million copies sold! A "brilliant" (Lupita Nyong'o, Time), "poignant" (Entertainment Weekly), "soul-nourishing" (USA Today) memoir about coming of age during the twilight of apartheid "Noah's childhood stories are told with all the hilarity and intellect that characterizes his comedy, while illuminating a dark and brutal period in South Africa's history that must never be forgotten."—Esquire Winner of the Thurber Prize for American Humor and an NAACP Image Award • Named one of the best books of the year by The New York Time, USA Today, San Francisco Chronicle, NPR, Esquire, Newsday, and Booklist Trevor Noah's unlikely path from apartheid South Africa to the desk of The Daily Show began with a criminal act: his birth. Trevor was born to a white Swiss father and a black Xhosa mother at a time when such a union was punishable by five years in prison. Living proof of his parents' indiscretion, Trevor was kept mostly indoors for the earliest years of his life, bound by the extreme and often absurd measures his mother took to hide him from a government that could, at any moment, steal him away. Finally liberated by the end of South Africa's tyrannical white rule, Trevor and his mother set forth on a grand adventure, living openly and freely and embracing the opportunities won by a centuries-long struggle. Born a Crime is the story of a mischievous young boy who grows into a restless young man as he struggles to find himself in a world where he was never supposed to exist. It is also the story of that young man's relationship with his fearless, rebellious, and fervently religious mother—his teammate, a woman determined to save her son from the cycle of poverty, violence, and abuse that would ultimately threaten her own life. The stories collected here are by turns hilarious, dramatic, and deeply affecting. Whether subsisting on caterpillars for dinner during hard times, being thrown from a moving car during an attempted kidnapping, or just trying to survive the life-and-death pitfalls of dating in high school, Trevor illuminates his curious world with an incisive wit and unflinching honesty. His stories weave together to form a moving and searingly funny portrait of a boy making his way through a damaged world in a dangerous time, armed only with a keen sense of humor and a mother's unconventional, unconditional love.

Say hello to new friends, new business opportunities, new love, and new confidence Okay, so you're shy. Here are 85 proven techniques to help you conquer your shyness and change your life for good. No psychobabble. No nonsense. These tested "ShyBusters" prepare you for that upcoming party, work function, interview, date, and the rest of your life. As someone who overcame debilitating shyness herself, professional speaker Leil Lowndes used this method to become a confident woman who has been interviewed on hundreds of TV and radio shows and has spoken to crowds of 10,000. You'll soon be making "fearless conversation" with people who used to intimidate you. You'll learn how to win the love you deserve and ask for whatever you want. You will overcome embarrassing stammering, sweating, clamming up, and wishing you were invisible. Good-Bye to Shy will show you how to: Make a stronger impression at work, at parties, in any situation Feel more relaxed around people, make eye contact, and spark conversations Boost your career, jump-start your social life, and open your heart to new possibilities Say Good-Bye to Shy--and hello to the happy, loving, confident person who's been hiding inside you.

Take control of your communications—before someone else does What if someone told you that your behavior was controlled by a powerful, invisible force? Most of us would be skeptical of such a claim—but it's largely true. Our brains are constantly transmitting and receiving signals of which we are unaware. Studies show that these constant inputs drive the great majority of our decisions about what to do next—and we become conscious of the decisions only after we start acting on them. Many may find that disturbing. But the implications for leadership are profound. In this provocative yet practical book, renowned speaking coach and communication expert Nick Morgan highlights recent research that shows how humans are programmed to respond to the nonverbal cues of others—subtle gestures, sounds, and signals—that elicit emotion. He then provides a clear, useful framework of seven "power cues" that will be essential for any leader in business, the public sector, or almost any context. You'll learn crucial skills, from measuring nonverbal signs of confidence, to the art and practice of gestures and vocal tones, to figuring out what your gut is really telling you. This concise and engaging guide will help leaders and aspiring leaders of all stripes to connect powerfully, communicate more effectively, and command

influence.

Amoral, cunning, ruthless, and instructive, this multi-million-copy New York Times bestseller is the definitive manual for anyone interested in gaining, observing, or defending against ultimate control – from the author of *The Laws of Human Nature*. In the book that *People* magazine proclaimed “beguiling” and “fascinating,” Robert Greene and Joost Elffers have distilled three thousand years of the history of power into 48 essential laws by drawing from the philosophies of Machiavelli, Sun Tzu, and Carl Von Clausewitz and also from the lives of figures ranging from Henry Kissinger to P.T. Barnum. Some laws teach the need for prudence (“Law 1: Never Outshine the Master”), others teach the value of confidence (“Law 28: Enter Action with Boldness”), and many recommend absolute self-preservation (“Law 15: Crush Your Enemy Totally”). Every law, though, has one thing in common: an interest in total domination. In a bold and arresting two-color package, *The 48 Laws of Power* is ideal whether your aim is conquest, self-defense, or simply to understand the rules of the game.

"A deeply curious and evenhanded report on our national appetites." --The New York Times In the tradition of *Fast Food Nation* and *The Omnivore's Dilemma*, an extraordinary investigation into the human lives at the heart of the American grocery store The miracle of the supermarket has never been more apparent. Like the doctors and nurses who care for the sick, suddenly the men and women who stock our shelves and operate our warehouses are understood as 'essential' workers, providing a quality of life we all too easily take for granted. But the sad truth is that the grocery industry has been failing these workers for decades. In this page-turning expose, author Benjamin Lorr pulls back the curtain on the highly secretive grocery industry. Combining deep sourcing, immersive reporting, and sharp, often laugh-out-loud prose, Lorr leads a wild investigation, asking what does it take to run a supermarket? How does our food get on the shelves? And who suffers for our increasing demands for convenience and efficiency? In this journey: • We learn the secrets of Trader Joe's success from Trader Joe himself • Drive with truckers caught in a job they call "sharecropping on wheels" • Break into industrial farms with activists to learn what it takes for a product to earn certification labels like "fair trade" and "free range" • Follow entrepreneurs as they fight for shelf space, learning essential tips, tricks, and traps for any new food business • Journey with migrants to examine shocking forced labor practices through their eyes The product of five years of research and hundreds of interviews across every level of the business, *The Secret Life of Groceries* is essential reading for those who want to understand our food system--delivering powerful social commentary on the inherently American quest for more and compassionate insight into the lives that provide it.

“Pfeffer [blends] academic rigor and practical genius into wonderfully readable text. The leading thinker on the topic of power, Pfeffer here distills his wisdom into an indispensable guide.”

—Jim Collins, author of New York Times bestselling author *Good to Great* and *How the Mighty Fall* Some people have it, and others don't—Jeffrey Pfeffer explores why in *Power*. One of the greatest minds in management theory and author or co-author of thirteen books, including the seminal business school text *Managing With Power*, Pfeffer shows readers how to succeed and wield power in the real world.

NEW YORK TIMES AND WALL STREET JOURNAL BESTSELLER • Winner of CMI Management Book of the Year 2019 Based on an in-depth analysis of over 2,600 leaders drawn from a database of more than 17,000 CEOs and C-suite executives, as well 13,000 hours of interviews, and two decades of experience advising CEOs and executive boards, Elena L. Botelho and Kim R. Powell overturn the myths about what it takes to get to the top and succeed. Their groundbreaking research was the featured cover story in the May-June 2017 issue of *Harvard Business Review*. It reveals the common attributes and counterintuitive choices that set apart successful CEOs—lessons that we can apply to our own careers. Much of what we hear about who gets to the top, and how, is wrong. Those who become chief executives set their sights on the C-suite at an early age. In fact, over 70 percent of the CEOs didn't have designs on the corner office until later in their careers. You must graduate from an elite college. In fact, only 7 percent of CEOs in the dataset are Ivy League graduates--and 8 percent didn't graduate from college at all. To become a CEO you need a flawless résumé. The reality: 45 percent of CEO candidates had at least one major career blowup. What those who reach the top do share are four key behaviors that anyone can master: they are decisive; they are reliable, delivering what they promised when the promise it, without exception; they adapt boldly, and they engage with stakeholders without shying away from conflict. Based on this breakthrough study of the most successful people in business, Botelho and Powell offer career advice for everyone who aspires to get ahead. Based on research insights illustrated by real life stories from CEOs and boardrooms, they tell us how to: - Fast-track our career by deploying the career catapults used by those who get to the top quickly - Overcome the hidden handicaps to getting the job we want. - Avoid the 5 hazards that most commonly derail those promoted into a new role. For everyone who aspires to rise up through the organization and achieve their full potential, *The CEO Next Door* is an essential guide.

What does it take to succeed? This question has fueled a long-running debate. Some have argued that humans are fundamentally competitive, and that pursuing self-interest is the best way to get ahead. Others claim that humans are born to cooperate and that we are most successful when we collaborate with others. In *FRIEND AND FOE*, researchers Galinsky and Schweitzer explain why this debate misses the mark. Rather than being hardwired to compete or cooperate, we have evolved to do both. In every relationship, from co-workers to friends to spouses to siblings we are both friends and foes. It is only by learning how to strike the right balance between these two forces that we can improve our long-term relationships and get more of what we want. Here, Galinsky and Schweitzer draw on original, cutting edge research from their own labs and from across the social sciences as well as vivid real-world examples to show how to maximize success in work and in life by deftly navigating the tension between cooperation and competition. They offer insights and advice ranging from: how to gain power and keep it, how to build trust and repair trust once it's broken, how to diffuse workplace conflict and bias, how to find the right comparisons to motivate us and make us happier, and how to succeed in negotiations – ensuring that we achieve our own goals and satisfy those of our counterparts. Along the way, they pose and offer surprising answers to a number of perplexing puzzles: when does too much talent undermine success; why can acting less competently gain you status and authority, where do many gender differences in the workplace really come from, how can you use deception to build trust, and why do you want to go last on *American Idol* and in many interview situations, but make the first offer when negotiating the sale of a new car. We perform at our very best when we hold cooperation and competition in the right balance. This book is a guide for navigating our social and professional worlds by learning when to cooperate as a friend and when to compete as a foe—and how to be better at both.

Draws on cutting-edge research and the authors' work with Fortune 500 executives, politicians and Nobel Prize winners to demystify the human process of social evaluation while explaining

how to build personal strength and kindness to win the admiration, respect and affection of others.

The first book in Chris Colfer's #1 New York Times bestselling series The Land of Stories about two siblings who fall into a fairy-tale world! Alex and Conner Bailey's world is about to change forever, in this fast-paced adventure that uniquely combines our modern day world with the enchanting realm of classic fairy tales. The Land of Stories tells the tale of twins Alex and Conner. Through the mysterious powers of a cherished book of stories, they leave their world behind and find themselves in a foreign land full of wonder and magic where they come face-to-face with fairy tale characters they grew up reading about. But after a series of encounters with witches, wolves, goblins, and trolls alike, getting back home is going to be harder than they thought.

From "America's nerviest journalist" (Newsweek)--a breath-taking epic, a magnificent adventure story, and an investigation into the true heroism and courage of the first Americans to conquer space. "Tom Wolfe at his very best" (The New York Times Book Review) Millions of words have poured forth about man's trip to the moon, but until now few people have had a sense of the most engrossing side of the adventure; namely, what went on in the minds of the astronauts themselves - in space, on the moon, and even during certain odysseys on earth. It is this, the inner life of the astronauts, that Tom Wolfe describes with his almost uncanny empathetic powers, that made The Right Stuff a classic.

Why do some things pass under the radar of our attention, but other things capture our interest? Why do some religions catch on and others fade away? What makes a story, a movie, or a book riveting? Why do some people keep watching the news even though it makes them anxious? The past 20 years have seen a remarkable flourishing of scientific research into exactly these kinds of questions. Professor Jim Davies' fascinating and highly accessible book, Riveted, reveals the evolutionary underpinnings of why we find things compelling, from art to religion and from sports to superstition. Compelling things fit our minds like keys in the ignition, turning us on and keeping us running, and yet we are often unaware of what makes these "keys" fit. What we like and don't like is almost always determined by subconscious forces, and when we try to consciously predict our own preferences we're often wrong. In one study of speed dating, people were asked what kinds of partners they found attractive. When the results came back, the participants' answers before the exercise had no correlation with who they actually found attractive in person! We are beginning to understand just how much the brain makes our decisions for us: we are rewarded with a rush of pleasure when we detect patterns, as the brain thinks we've discovered something significant; the mind urges us to linger on the news channel or rubberneck an accident in case it might pick up important survival information; it even pushes us to pick up People magazine in order to find out about changes in the social structure. Drawing on work from philosophy, anthropology, religious studies, psychology, economics, computer science, and biology, Davies offers a comprehensive explanation to show that in spite of the differences between the many things that we find compelling, they have similar effects on our minds and brains.

"Drop the flashcards—grit, character, and curiosity matter even more than cognitive skills. A persuasive wake-up call."—People Why do some children succeed while others fail? The story we usually tell about childhood and success is the one about intelligence: success comes to those who score highest on tests, from preschool admissions to SATs. But in How Children Succeed, Paul Tough argues that the qualities that matter more have to do with character: skills like perseverance, curiosity, optimism, and self-control. How Children Succeed introduces us to a new generation of researchers and educators, who, for the first time, are using the tools of science to peel back the mysteries of character. Through their stories—and the stories of the children they are trying to help—Tough reveals how this new knowledge can transform young people's lives. He uncovers the surprising ways in which parents do—and do not—prepare their children for adulthood. And he provides us with new insights into how to improve the lives of children growing up in poverty. This provocative and profoundly hopeful book will not only inspire and engage readers, it will also change our understanding of childhood itself. "Illuminates the extremes of American childhood: for rich kids, a safety net drawn so tight it's a harness; for poor kids, almost nothing to break their fall."—New York Times "I learned so much reading this book and I came away full of hope about how we can make life better for all kinds of kids."—Slate

Here is the story of Jerry Weintraub: the self-made, Brooklyn-born, Bronx-raised impresario, Hollywood producer, legendary deal maker, and friend of politicians and stars. No matter where nature has placed him--the club rooms of Brooklyn, the Mafia dives of New York's Lower East Side, the wilds of Alaska, or the hills of Hollywood--he has found a way to put on a show and sell tickets at the door. "All life was a theater and I wanted to put it up on a stage," he writes. "I wanted to set the world under a marquee that read: 'Jerry Weintraub Presents.'" In WHEN I STOP TALKING, YOU'LL KNOW I'M DEAD, we follow Weintraub from his first great success at age twenty-six with Elvis Presley, whom he took on the road with the help of Colonel Tom Parker; to the immortal days with Sinatra and Rat Pack glory; to his crowning hits as a movie producer, starting with Robert Altman and Nashville, continuing with Oh, God!, The Karate Kid movies, and Diner, among others, and summing with Steven Soderbergh and Ocean's Eleven, Twelve, and Thirteen. Along the way, we'll watch as Jerry moves from the poker tables of Palm Springs (the games went on for days), to the power rooms of Hollywood, to the halls of the White House, to Red Square in Moscow and the Great Palace in Beijing--all the while counseling potentates, poets, and kings, with clients and confidants like George Clooney, Bruce Willis, George H. W. Bush, Armand Hammer, Brad Pitt, Matt Damon, Bob Dylan, Led Zeppelin, John Denver, Bobby Fischer . . . well, the list goes on forever. And of course, the story is not yet over . . . as the old-timers say, "The best is yet to come." As Weintraub says, "When I stop talking, you'll know I'm dead." With wit, wisdom, and the cool confidence that has colored his remarkable career, Jerry chronicles a quintessentially American journey, one marked by luck, love, and improvisation. The stories he tells and the lessons we learn are essential, not just for those who love movies and music, but for businessmen, entrepreneurs, artists . . . everyone.

Presents a groundbreaking investigation into the origins of morality at the core of religion and politics, offering scholarly insight into the motivations behind cultural clashes that are polarizing America.

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