

Smartcuts Shane Snow Pdf

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Only Joking - Jimmy Carr 2006-09-21

Britain's hottest young comedian presents a seriously funny, up-close look at joking matters—from the social origins of laughter, to the art and craft of humor, to why we can never remember the punch line—featuring over 300 jokes. As the host of the hit game show *Distraction* (now in its third season on Comedy Central) and one of the premier stand-up acts working today, award-winning comedian Jimmy Carr has won over millions of fans around the world with his trademark rapier wit, laced with "exquisitely economical and perfectly timed one-liners" (*The Guardian*). For this book he teams up with friend and fellow comedy writer Lucy Greeves to take an in-depth look at where humor comes from and how it works, through exploring its purest form: the joke. *Only Joking* begins with the mechanism of laughter—how it happens and why even infants do it—then delves into the power of the punch line, exploring the basics of all jokes, from the use of shock and surprise to advanced stand-up techniques such as the "pull-back/reveal." Carr and Greeves go on to explore taboo humor, jokes that bomb, and the psychology of finding something funny. They look into the long-standing connection between politics and humor, and discuss the survival prospects for contentious jokes in the current political climate. Throughout the book they conjure up a supporting cast of colorful joke enthusiasts, from Sigmund Freud to Lenny Bruce, and discuss their influence on the jokes we tell today. Surveying across national, ethnic, and gender divides, this rollicking analysis of why joking will always be

close to the human heart is an irresistible exploration of humor that makes clear why we need a good laugh now more than ever.

Framers - Kenneth Cukier 2021-05-11

"Cukier and his co-authors have a more ambitious project than Kahneman and Harari. They don't want to just point out how powerfully we are influenced by our perspectives and prejudices—our frames. They want to show us that these frames are tools, and that we can optimise their use." —*Forbes* From pandemics to populism, AI to ISIS, wealth inequity to climate change, humanity faces unprecedented challenges that threaten our very existence. The essential tool that will enable humanity to find the best way forward is defined in *Framers* by internationally renowned authors Kenneth Cukier, Viktor Mayer-Schönberger, and Francis de Véricourt. To frame is to make a mental model that enables us to make sense of new situations. Frames guide the decisions we make and the results we attain. People have long focused on traits like memory and reasoning, leaving framing all but ignored. But with computers becoming better at some of those cognitive tasks, framing stands out as a critical function—and only humans can do it. This book is the first guide to mastering this human ability. Illustrating their case with compelling examples and the latest research, authors Cukier, Mayer-Schönberger, and de Véricourt examine: · Why advice to "think outside the box" is useless · How Spotify beat Apple by reframing music as an experience · How the #MeToo twitter hashtag reframed the perception of sexual

assault · The disaster of framing Covid-19 as equivalent to seasonal flu, and how framing it akin to SARS delivered New Zealand from the pandemic Framers shows how framing is not just a way to improve how we make decisions in the era of algorithms—but why it will be a matter of survival for humanity in a time of societal upheaval and machine prosperity.

The Art of People - Dave Kerpen 2016-03-15

What does it take to win success and influence? Some people think that in today's hyper-competitive world, it's the tough, take-no-prisoners type who comes out on top. But in reality, argues New York Times bestselling author Dave Kerpen, it's actually those with the best people skills who win the day. Those who build the right relationships. Those who truly understand and connect with their colleagues, their customers, their partners. Those who can teach, lead, and inspire. In a world where we are constantly connected, and social media has become the primary way we communicate, the key to getting ahead is being the person others like, respect, and trust. Because no matter who you are or what profession you're in, success is contingent less on what you can do for yourself, but on what other people are willing to do for you. Here, through 53 bite-sized, easy-to-execute, and often counterintuitive tips, you'll learn to master the 11 People Skills that will get you more of what you want at work, at home, and in life. For example, you'll learn: · The single most important question you can ever ask to win attention in a meeting · The one simple key to networking that nobody talks about · How to remain top of mind for thousands of people, everyday · Why it usually pays to be the one to give the bad news · How to blow off the right people · And why, when in doubt, buy him a Bonsai A book best described as "How to Win Friends and Influence People for today's world," The Art of People shows how to charm and win over anyone to be more successful at work and outside of it.

Feminist Fight Club - Jessica Bennett 2016-09-13

Part manual, part manifesto, a humorous yet incisive guide to navigating subtle sexism at work—a pocketbook Lean In for the BuzzFeed generation that provides real-life career advice and humorous reinforcement for a

new generation of professional women. It was a fight club—but without the fighting and without the men. Every month, the women would huddle in a friend's apartment to share sexist job frustrations and trade tips for how best to tackle them. Once upon a time, you might have called them a consciousness-raising group. But the problems of today's working world are more subtle, less pronounced, harder to identify—and, if Ellen Pao is any indication, harder to prove—than those of their foremothers. These women weren't just there to vent. They needed battle tactics. And so the fight club was born. Hard-hitting and entertaining, *Feminist Fight Club* blends personal stories with research, statistics, infographics, and no-bullsh*t expert advice. Bennett offers a new vocabulary for the sexist workplace archetypes women encounter everyday—such as the Manterrupter who talks over female colleagues in meetings or the Himitator who appropriates their ideas—and provides practical hacks for navigating other gender landmines in today's working world. With original illustrations, *Feminist Mad Libs*, a *Negotiation Cheat Sheet*, as well as fascinating historical research and a kit for "How to Start Your Own Club," *Feminist Fight Club* tackles both the external (sexist) and internal (self-sabotaging) behaviors that plague today's women—as well as the system that perpetuates them.

Product Mastery - Geoff Watts 2021-09

Scrum is the most successful framework for agile product development and much has been written about how to follow the Scrum process but the key to success is in the leadership skills of the product owner. *Product Mastery* explores the traits of the best product owners offering an insight into the difference between good and great product ownership and explaining how the best product owners are DRIVEN to be successful. In a follow up to the hugely successful *Scrum Mastery*, Geoff Watts shares more enlightening case studies on how to be: Decisive with incomplete information. Ruthless about maximizing value and minimizing risk. Informed about your product's domain. Versatile in your leadership style. Empowering of project stakeholders. Negotiable while you pursue your vision. This is essential reading for anyone involved in an agile product development effort. Geoff Watts has been a thought leader in the

agile development space for many years and his books, training and coaching have helped thousands of teams across the world deliver better products more effectively. Geoff is the author of *Scrum Mastery: From Good to Great* *Servant-Leadership* and *The Coach's Casebook: Mastering The Twelve Traits That Trap Us*, a winner of the 2016 International Book Awards. "Product Mastery is a great book to read if you want to understand how a great Product Owner works. Whether you are hiring a Product Owner or want to be a great Product Owner, the insights that Geoff Watts shares in this book should be your guide."--Jeff Sutherland, Co-Creator of Scrum and author of *Scrum: The Art of Doing Twice The Work in Half the Time* "Geoff has done a great job at distilling the soft skills product owners need to succeed. His new book is packed with practical advice to advance your skills and become a truly great product owner."- Roman Pichler, Author of *Strategize and Agile Product Management with Scrum*.

Smartcuts - Shane Snow 2016-09-06

Serial entrepreneur and journalist Shane Snow delves into the reasons why some people and organizations are able to achieve incredible things in implausibly short time frames, showing how each of us can use these "smartcuts" to rethink convention and accelerate success. In every era, innovators from art to science to business have used what psychologists call "lateral thinking" to find better routes to stunning accomplishments. *Smartcuts* shows how they bucked the norm—and how the rest of us can too. Snow shatters common wisdom about success, revealing how conventions like "paying dues" prevent progress, why kids shouldn't learn multiplication tables, and how, paradoxically, it's easier to build a huge business than a small one. *Smartcuts* tells the stories of people who dared to work differently and lays out practical takeaways for the rest of us. It's about applying entrepreneurial and technological concepts to success in life and work, and how, by emulation, we too can leapfrog competitors, grow businesses, and fix society's problems faster than we think.

Primed to Perform - Neel Doshi 2015-10-06

The revolutionary book that teaches you how to use the cutting edge of human psychology to build high performing workplace cultures. Too often,

great cultures feel like magic. While most leaders believe culture is critical to success, few know how to build one, or sustain it over time. What if you knew the science behind the magic—a science so predictive and powerful that you could transform your organization? What if you could use cutting edge psychology to unlock people's innate desire to innovate, experiment, and adapt? In *Primed to Perform*, Neel Doshi and Lindsay McGregor show you how to do just that. The result: higher sales, more loyal customers, and more passionate employees. *Primed to Perform* explains the counter-intuitive science behind great cultures, building on over a century of academic thinking. It shares the simple, highly predictive new measurement tool—the Total Motivation (ToMo) Factor—that enables you to measure the strength of your culture, and track improvements over time. It explores the authors' original research into how Total Motivation leads to higher performance in iconic companies, from Apple to Starbucks to Southwest Airlines. Most importantly, it teaches you to build great cultures, using a systematic and sustainable approach. High performing cultures can't be left to chance. Organizations must create systems that shape and maintain them. Whether you're a five-person team or a startup, a school, a nonprofit or a mega-institution, *Primed to Perform* shows you how.

Summary of Blitzscaling by Reid Hoffman - QuickRead

How to build a valuable company at warp-speed. Have you ever looked at a wildly successful company and wondered, "How did that take off so fast?" or, "I could have thought of that!" We're often baffled by the success of global sensations like Google, Apple, Amazon, and Uber, and we wonder how they did it. Reid Hoffman's critical analysis is here to tackle that question. *Blitzscaling* (2018) exists to examine a concept as unique as the word which describes it. By analyzing a revolutionary practice known as blitzscaling, Hoffman examines the success secrets that drive the world's most powerful start-ups. Do you want more free book summaries like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. **DISCLAIMER:** This book summary is meant as a preview and not a replacement for the original work. If you like this

summary please consider purchasing the original book to get the full experience as the original author intended it to be. If you are the original author of any book on QuickRead and want us to remove it, please contact us at hello@quickread.com.

Outer Order, Inner Calm - Gretchen Rubin 2019-03-05

NEW YORK TIMES BESTSELLER • In this lovely, easy-to-use illustrated guide to decluttering, the beloved author of *The Happiness Project* shows us how to take control of our stuff—and, by extension, our lives. Gretchen Rubin knows firsthand that creating order can make our lives happier, healthier, more productive, and more creative. But for most of us, a rigid, one-size-fits-all solution doesn't work. When we tailor our approach to suit our own particular challenges and habits, we can find inner calm. With a sense of fun, and a clear idea of what's realistic for most people, Rubin suggests dozens of manageable tips and tricks for creating a more serene, orderly environment, including:

- Never label anything "miscellaneous."
- Ask yourself, "Do I need more than one?"
- Don't aim for minimalism.
- Remember: If you can't retrieve it, you won't use it.
- Stay current with a child's interests.
- Beware the urge to "procrastinate."

By getting rid of things we don't use, don't need, or don't love, we free our minds (and our shelves) for what we truly value.

Effortless - Greg McKeown 2021-04-27

NEW YORK TIMES BESTSELLER • A Times (UK) Best Book of the Year • From the author of the million-copy-selling *Essentialism* comes an empowering guide to achieving your goals. It all starts with a simple principle: Not everything has to be so hard. "In a world beset by burnout, Greg McKeown's work is essential."—Daniel H. Pink, author of *When, Drive, and To Sell Is Human* "At a time when fear, uncertainty, and our ever-growing list of responsibilities have come to feel like much too much to handle, *Effortless* couldn't be timelier, or more necessary."—Eve Rodsky, author of *Fair Play* Do you ever feel like:

- You're teetering right on the edge of burnout?
- You want to make a higher contribution, but lack the energy?
- You're running faster but not moving closer to your goals?
- Everything is so much harder than it used to be?

As high achievers, we've been conditioned to believe that the path to success is

paved with relentless work. That if we want to overachieve, we have to overexert, overthink, and overdo. That if we aren't perpetually exhausted, we're not doing enough. But lately, working hard is more exhausting than ever. And the more depleted we get, the more effort it takes to make progress. Stuck in an endless loop of "Zoom, eat, sleep, repeat," we're often working twice as hard to achieve half as much. Getting ahead doesn't have to be as hard as we make it. No matter what challenges or obstacles we face, there is a better way: instead of pushing ourselves harder, we can find an easier path. *Effortless* offers actionable advice for making the most essential activities the easiest ones, so you can achieve the results you want, without burning out. *Effortless* teaches you how to:

- Turn tedious tasks into enjoyable rituals
- Prevent frustration by solving problems before they arise
- Set a sustainable pace instead of powering through
- Make one-time choices that eliminate many future decisions
- Simplify your processes by removing unnecessary steps
- Make relationships easier to maintain and manage
- And much more

The effortless way isn't the lazy way. It's the smart way. It may even be the only way. Not every hard thing in life can be made easy. But we can make it easier to do more of what matters most.

Indistractable - Nir Eyal 2019-09-10

"*Indistractable* provides a framework that will deliver the focus you need to get results." —James Clear, author of *Atomic Habits* "If you value your time, your focus, or your relationships, this book is essential reading. I'm putting these ideas into practice." —Jonathan Haidt, author of *The Righteous Mind* National Bestseller Winner of the Outstanding Works of Literature (OWL) Award Included in the Top 5 Best Personal Development Books of the Year by Audible Included in the Top 20 Best Business and Leadership Books of the Year by Amazon Featured in The Amazon Book Review Newsletter, January 2020 Goodreads Best Science & Technology of 2019 Finalist You sit down at your desk to work on an important project, but a notification on your phone interrupts your morning. Later, as you're about to get back to work, a colleague taps you on the shoulder to chat. At home, screens get in the way of quality time with your family. Another day goes by, and once again, your most important personal and

professional goals are put on hold. What would be possible if you followed through on your best intentions? What could you accomplish if you could stay focused? What if you had the power to become "indistractable?" International bestselling author, former Stanford lecturer, and behavioral design expert, Nir Eyal, wrote Silicon Valley's handbook for making technology habit-forming. Five years after publishing *Hooked*, Eyal reveals distraction's Achilles' heel in his groundbreaking new book. In *Indistractable*, Eyal reveals the hidden psychology driving us to distraction. He describes why solving the problem is not as simple as swearing off our devices: Abstinence is impractical and often makes us want more. Eyal lays bare the secret of finally doing what you say you will do with a four-step, research-backed model. *Indistractable* reveals the key to getting the best out of technology, without letting it get the best of us. Inside, Eyal overturns conventional wisdom and reveals:

- Why distraction at work is a symptom of a dysfunctional company culture—and how to fix it
- What really drives human behavior and why "time management is pain management"
- Why your relationships (and your sex life) depend on you becoming indistractable
- How to raise indistractable children in an increasingly distracting world

Empowering and optimistic, *Indistractable* provides practical, novel techniques to control your time and attention—helping you live the life you really want.

Rework - Jason Fried 2010-03-09

Rework shows you a better, faster, easier way to succeed in business. Most business books give you the same old advice: Write a business plan, study the competition, seek investors, yadda yadda. If you're looking for a book like that, put this one back on the shelf. Read it and you'll know why plans are actually harmful, why you don't need outside investors, and why you're better off ignoring the competition. The truth is, you need less than you think. You don't need to be a workaholic. You don't need to staff up. You don't need to waste time on paperwork or meetings. You don't even need an office. Those are all just excuses. What you really need to do is stop talking and start working. This book shows you the way. You'll learn how to be more productive, how to get exposure without breaking the bank, and tons more counterintuitive ideas that will inspire and provoke

you. With its straightforward language and easy-is-better approach, *Rework* is the perfect playbook for anyone who's ever dreamed of doing it on their own. Hardcore entrepreneurs, small-business owners, people stuck in day jobs they hate, victims of "downsizing," and artists who don't want to starve anymore will all find valuable guidance in these pages.

PIMPOLOGY - PIMPIN' KEN 2012-12-11

The pimp has reached nearly mythical status. We are fascinated by the question of how a guy from the ghetto with no startup capital and no credit -- nothing but the words out of his mouth -- comes not only to have a stable of sexy women who consider him "their man," but to drive a Rolls, sport diamonds, and wear custom suits and alligator shoes from Italy. His secret is to follow the "unwritten rules of the game" -- a set of regulations handed down orally from older, wiser macks -- which give him superhuman powers of charm, psychological manipulation, and persuasion. In *Pimpology*, star of the documentaries *Pimps Up*, *Ho's Down* and *American Pimp* and Annual Players Ball Mack of the Year winner Ken Ivy pulls a square's coat on the unwritten rules that took him from the ghetto streets to the executive suites. Ken's lessons will serve any person in any interaction: Whether at work, in relationships, or among friends, somebody's got to be on top. To be the one with the upper hand, you've got to have good game, and good game starts with knowing the rules. If you want the money, power, and respect you dream of, you can't just "pimp your ride," you need to pimp your whole life. And unless you've seen Ray Charles leading Stevie Wonder somewhere, you need Ken's guidelines to do it. They'll reach out and touch you like AT&T and bring good things to life like GE. Then you can be the boss with the hot sauce who gets it all like Monty Hall

The Humor Code - Peter McGraw 2014-04

Part road-trip comedy and part social science experiment, a scientist and a journalist travel the globe to discover the secret behind what makes things funny, questioning countless experts, including Louis C.K., along the way.

Smartcuts - Shane Snow 2014-09-09

Serial entrepreneur and journalist Shane Snow delves into the reasons

why some people and some organizations are able to achieve incredible things in implausibly short time frames, showing how each of us can use these "smartcuts" to rethink convention and accelerate success. Why do some companies attract millions of customers in mere months while others flop? How did Alexander the Great, YouTube phenom Michelle Phan, and Tonight Show host Jimmy Fallon dash to the top in less time than it takes most of us to get a midlevel promotion? How do high-growth businesses, world-class heart surgeons, and underdog marketers beat the norm? Like computer hackers, a handful of innovators in every era use lateral thinking to find better routes to stunning accomplishments. Throughout history, the world's biggest successes have been achieved by those who refuse to follow the expected course and buck the norm. Smartcuts is about bucking the norm. In it, Snow shatters common wisdom about success, revealing how conventions like "paying dues" prevent progress, why kids shouldn't learn multiplication tables, and how, paradoxically, it's easier to build a huge business than a small one. Smartcuts tells the stories of innovators who dared to work differently and lays out practical takeaways for the rest of us. It's about applying entrepreneurial and technological concepts to success, and how, by emulation, we too can leapfrog competitors, grow businesses, and fix society's problems faster than we think.

The Storytelling Edge - Shane Snow 2018-01-15

"A terrific and timely book that makes a compelling case for fundamentally rethinking how your business communicates. Recommended!" —Jay Baer, founder of Convince & Convert and author of Hug Your Haters "Once upon a time, storytelling was confused with talking at people. Not anymore. Shane and Joe are your narrators in a journey that will transform how you talk to other human beings to be more believable, relevant, compelling and unforgettable." —Brian Solis, experience architect, digital anthropologist, best-selling author "Shane Snow and Joe Lazauskas spend the overwhelming majority of their time thinking, writing, and theorizing about brand storytelling - so you don't have to. They're smart and they know this topic inside out (and sideways). Read their book. While I can't guarantee you'll rise to Shane and Joe's

ridiculously obsessive level, you will be infinitely better prepared to tell your own brand's story. Promise!" —Rebecca Lieb, Analyst, Author & Advisor "The Contently team understands the power of story, and how to craft and spread a great narrative, like no other. In an era where brand, design, and mission are a competitive advantage for every business, Contently underscores the importance of stories and how they transform companies and industries." —Scott Belsky, Entrepreneur, Investor, & Author (Founder of Behance, bestselling author of Making Ideas Happen) "I can't think of a better way to illustrate the power of story telling than by telling great stories. This book should be required reading not just by those with content in their titles, but by anyone in Marketing AND Sales. Then, when you're done, give it to your CEO to read... but make sure you get it back, because I guarantee you'll refer to it more than once." —Shawna Dennis, Senior Marketing Leader "Neuroscience, algorithms, illustrations, personal anecdotes and good, old-fashioned empathy: This entertaining and informative tome journeys to the core of how we communicate and pushes us, as marketers and humans, to do it better, "speeding the reader through and leaving us wanting more." —Ann Hynek, VP of global content marketing at Morgan Stanley Transform your business through the power of storytelling. Content strategists Joe Lazauskas and Shane Snow offer an insider's guide to transforming your business—and all the relationships that matter to it—through the art and science of telling great stories. Smart businesses today understand the need to use stories to better connect with the people they care about. But few know how to do it well. In The Storytelling Edge, the strategy minds behind Contently, the world renowned content marketing technology company, reveal their secrets that have helped award-winning brands to build relationships with millions of advocates and customers. Join as they dive into the neuroscience of storytelling, the elements of powerful stories, and methodologies to grow businesses through engaging and accountable content. With The Storytelling Edge you will discover how leaders and workers can craft the powerful stories that not only build brands and engage customers, but also build relationships and make people care—in work and in life.

The Art of Learning - Josh Waitzkin 2008-05-27

An eight-time national chess champion and world champion martial artist shares the lessons he has learned from two very different competitive arenas, identifying key principles about learning and performance that readers can apply to their life goals. Reprint. 35,000 first printing.

Little Bets - Peter Sims 2011-04-19

"An enthusiastic, example-rich argument for innovating in a particular way—by deliberately experimenting and taking small exploratory steps in novel directions. Light, bright, and packed with tidy anecdotes" (The Wall Street Journal). What do Apple CEO Steve Jobs, comedian Chris Rock, prize-winning architect Frank Gehry, and the story developers at Pixar films all have in common? Bestselling author Peter Sims found that rather than start with a big idea or plan a whole project in advance, they make a methodical series of little bets, learning critical information from lots of little failures and from small but significant wins. Reporting on a fascinating range of research, from the psychology of creative blocks to the influential field of design thinking, Sims offers engaging and illuminating accounts of breakthrough innovators at work, and a whole new way of thinking about how to navigate uncertain situations and unleash our untapped creative powers.

The Mental Edge - Kenneth Baum 1999-03-01

No matter what sport you enjoy or what level you play, you have the potential for a peak performance--and realizing that potential is the goal of everyone who makes athletics part of their lives. And while you can benefit from the advice of tennis and golf pros, marathon runners, and skiing instructors, the edge you seek to maximize your performance isn't in your stroke, your pace, or your posture--it's in your mind. Kenneth Baum describes the program he uses to sharpen and maximize the sports performances of thousands of professional and amateur athletes across the country: * Power Talk * Proper Visualization and Perception Stretchers * Performance Cues * Identifying and Conquering Obstacles * A Commitment to Consistent and Resilient Action Your mind is your most valuable piece of equipment, your strongest muscle--and your best shot at peak performance for life

Beyond the Label - Maureen Chiquet 2017-04-18

The former global CEO of Chanel charts her unlikely path from literature major to global chief executive, guiding readers to move beyond the confines of staid expectations and discover their own true paths, strengths, and leadership values. Driven. Shy. Leader. Wife. Mother. We live in a world of categories — labels designed to tell the world, and ourselves, who we are and ought to be. Some we may covet, others we may fear or disdain; but creating a life that's truly your own, means learning to define yourself on your own terms. In *Beyond the Label*, Maureen Chiquet charts her unlikely path from literature major to global chief executive. Sharing the inklings, risks and (re)defining moments that have shaped her exemplary career, Chiquet seeks to inspire a new generation of women, liberal arts grads, and unconventional thinkers to cultivate a way of living and leading that is all their own. Through vivid storytelling and provocative insights, Chiquet guides readers to consider the pressing questions and inherent paradoxes of creating a successful, fulfilling life in today's increasingly complex and competitive world. "Why should we separate art from business, feelings from logic, intuition from judgment?" Chiquet poses. "Who decided you can't be determined and flexible, introspective and attuned, mother and top executive? And where does it state standing unflinchingly in your vulnerability, embracing your femininity, won't make you stronger?" Wise, inspiring, and deeply felt, *Beyond the Label* is for anyone who longs for a life without limits on who she is or who she will become.

How to Decide - Annie Duke 2020-10-13

Through a blend of compelling exercises, illustrations, and stories, the bestselling author of *Thinking in Bets* will train you to combat your own biases, address your weaknesses, and help you become a better and more confident decision-maker. What do you do when you're faced with a big decision? If you're like most people, you probably make a pro and con list, spend a lot of time obsessing about decisions that didn't work out, get caught in analysis paralysis, endlessly seek other people's opinions to find just that little bit of extra information that might make you sure, and finally go with your gut. What if there was a better way to make quality

decisions so you can think clearly, feel more confident, second-guess yourself less, and ultimately be more decisive and be more productive? Making good decisions doesn't have to be a series of endless guesswork. Rather, it's a teachable skill that anyone can sharpen. In *How to Decide*, bestselling author Annie Duke and former professional poker player lays out a series of tools anyone can use to make better decisions. You'll learn:

- To identify and dismantle hidden biases.
- To extract the highest quality feedback from those whose advice you seek.
- To more accurately identify the influence of luck in the outcome of your decisions.
- When to decide fast, when to decide slow, and when to decide in advance.
- To make decisions that more effectively help you to realize your goals and live your values.

Through interactive exercises and engaging thought experiments, this book helps you analyze key decisions you've made in the past and troubleshoot those you're making in the future. Whether you're picking investments, evaluating a job offer, or trying to figure out your romantic life, *How to Decide* is the key to happier outcomes and fewer regrets.

Empower - David Passiak 2016-11-22

The first comprehensive look at the collaborative economy and autonomous world. Featuring visionary entrepreneurs and bestselling authors such as Adam Grant, Brad Feld, Shane Snow, Alex Bogusky, Douglas Rushkoff, Rita McGrath, and Martin Ford; as well as leaders of the collaborative economy movement including Robin Chase, Chelsea Rustrum, Neal Gorenflo, Antonin Leonard, and Arun Sundararajan

Coach Wooden's Pyramid of Success - John Wooden 2010-10

Legendary college basketball coach John Wooden and Jay Carty know that when it comes down to it, success is an equal opportunity player. Anyone can create it in his or her career, family and beyond. Based on John Wooden's own method to victory, *Coach Wooden's Pyramid of Success* reveals that success is built block by block, where each block is a crucial principle contributing to life-long achievement in every area of life. Each of these 32 daily readings takes an in-depth look at a single block of the pyramid. When these blocks are combined they form the structure of the pyramid of success. Discover the building blocks and key values, from

confidence to faith, that brought Coach to the pinnacle of success as a leader, a teacher and a follower of God.

Dying for a Paycheck - Jeffrey Pfeffer 2018

"In this timely, provocative book, Jeffrey Pfeffer contends that many modern management commonalities such as long hours, work-family conflict, and economic insecurity are toxic to employees--hurting engagement, increasing turnover, and destroying people's physical and emotional health--while also being inimical to company performance. He argues that human sustainability should be as important as environmental stewardship. You don't have to do a physically dangerous job to confront a health-destroying, possibly life-threatening workplace....In "Dying for a Paycheck", Jeffrey Pfeffer marshals a vast trove of evidence and numerous examples from all over the world to expose the infuriating truth about modern work life: even as organizations allow management practices that actually sicken and kill their employees, those policies do not enhance productivity or the bottom line, thereby creating a lose-lose situation. Exploring a range of important topics, including layoffs, health insurance, work-family conflict, work hours, job autonomy, and why people remain in toxic environments, Pfeffer offers guidance and practical solutions that all of us--employees, employers, and the government--can use to enhance workplace well-being. We must wake up to the dangers and enormous costs to today's workplace, Pfeffer argues. "Dying for a Paycheck" is a clarion call for a social movement focused on human sustainability. Pfeffer makes clear that the environment we work in is just as important as the one we live in, and with this urgent book he opens our eyes and shows how we can make our workplaces healthier and better."-- jacket flaps

Positively Unstoppable - Diamond Dallas Page 2019-01-15

World-renowned WWE Hall of Famer turned fitness guru Diamond Dallas Page wants to transform your life. After decades of helping others make radical transformations in health and fitness, Diamond Dallas knows what is really holding you back from profound life change. He has watched countless people take ownership of their lives, physically, mentally, and emotionally—and he has witnessed, time and again, the precise instant

when a real and massive shift occurs in a person's attitude. In *Positively Unstoppable*, he brings his understanding of what really moves people to change and own their lives. It begins when we discover what we really want, and then commit to follow the steps that will turn that goal into a reality. Regardless of where we are at in our lives, it's possible to have a breakthrough. Filled with lessons from Page's life that share his own struggle to find his calling, overcoming one obstacle after another, *Positively Unstoppable* is a bible for anyone who needs to be re-inspired to follow their dreams and take real action towards the things that matter most to them. Page's gift of authenticity has helped him motivate those who may have lost hope, because he truly understands the incredible power of self-belief. Page includes powerful transformation stories, goal-setting guides, as well as a sample workout, eating plans and delicious gluten-free, non-GMO recipes from his wildly popular fitness program, DDPY. *Positively Unstoppable* is your roadmap to getting "unstuck" and taking the steps needed to create a healthy, magnificent life.

[The Creative Curve](#) - Allen Gannett 2018-06-12

Big data entrepreneur Allen Gannett overturns the mythology around creative genius, and reveals the science and secrets behind achieving breakout commercial success in any field. We have been spoon-fed the notion that creativity is the province of genius -- of those favored, brilliant few whose moments of insight arrive in unpredictable flashes of divine inspiration. And if we are not a genius, we might as well pack it in and give up. Either we have that gift, or we don't. But Allen shows that simply isn't true. Recent research has shown that there is a predictable science behind achieving commercial success in any creative endeavor, from writing a popular novel to starting up a successful company to creating an effective marketing campaign. As the world's most creative people have discovered, we are enticed by the novel and the familiar. By understanding the mechanics of what Gannett calls "the creative curve" - the point of optimal tension between the novel and the familiar - everyone can better engineer mainstream success. In a thoroughly entertaining book that describes the stories and insights of everyone from the Broadway team behind *Dear Evan Hansen*, to the founder of Reddit,

from the Chief Content Officer of Netflix to Michelin star chefs, Gannett reveals the four laws of creative success and identifies the common patterns behind their achievement.

Mastery - Robert Greene 2013-10-29

From the bestselling author of *The 48 Laws of Power* and *The Laws of Human Nature*, a vital work revealing that the secret to mastery is already within you. Each one of us has within us the potential to be a Master. Learn the secrets of the field you have chosen, submit to a rigorous apprenticeship, absorb the hidden knowledge possessed by those with years of experience, surge past competitors to surpass them in brilliance, and explode established patterns from within. Study the behaviors of Albert Einstein, Charles Darwin, Leonardo da Vinci and the nine contemporary Masters interviewed for this book. The bestseller author of *The 48 Laws of Power*, *The Art of Seduction*, and *The 33 Strategies of War*, Robert Greene has spent a lifetime studying the laws of power. Now, he shares the secret path to greatness. With this seminal text as a guide, readers will learn how to unlock the passion within and become masters.

Make Change Work for You - Scott Steinberg 2015-01-06

Finding the courage to embrace change and take chances is the only way to succeed. Business, culture, and competitive landscapes have fundamentally changed, but basic principles and best practices for succeeding and future-proofing both yourself and your organization haven't. With a mix of compelling stories, research from the social sciences and psychology, and real-world insights, *Make Change Work for You* shows readers how to reignite their career, rekindle their creativity, and fearlessly innovate their way to success by providing the tools needed to master uncertainty and conquer every challenge they'll face in life or business. *Make Change Work for You* opens with an overview of the most common factors that lead to self-defeating behaviors, including fear of failure, embarrassment, underperformance, rejection, confrontation, isolation, and change itself. Using a simple four-part model, Steinberg guides readers to understand and better respond to the challenges that change can bring: Focus: Define the problem and come to understand it objectively. Engage: Interact with the challenge and try a range of

solutions. Assess: Review the response(s) generated by your tactics. React: Adjust your strategy accordingly. And, finally, the book shows readers how to develop the vital personal and professional skills required to triumph in the “new normal” by understanding and engaging in the 10 new habits that highly successful people share: 1. Play the Odds 2. Embrace Tomorrow Today 3. Seek Constant Motion 4. Lead, Don’t Follow 5. Never Stop Learning 6. Create Competitive Advantage 7. Connect the Dots 8. Pick Your Battles 9. Set and Align Your Priorities 10. Always Create Value

A Minute to Think - Juliet Funt 2021-08-03

“You’re going to want to share copies of this book with your overbooked friends and colleagues, but before you do, take some time to read it yourself. Funt’s wisdom around making space is priceless.” —Seth Godin, author of *The Practice* Do you wish you could stop the mayhem of work and life and just take a minute? Do you sense you could contribute more if there were a little more room in the day? Does busyness deprive you and your burnt-out team of the oxygen your talents need to catch fire? Many have felt that way, yet taking a pause has seemed impossible—until now. In *A Minute to Think*, Juliet Funt, a globally recognized warrior in the battle against busyness, provides a powerful guide that will give you the permission, framework, and specific direction you need to do the following: Regain control of your overloaded, caffeinated, inbox-worshipping workday Liberate yourself and your teams from burnout and busywork Reclaim creativity and focus despite the chaos around you Bring thoughtfulness into designing your next work norms Tame the beast of email and escape the mire of meetings Find your precious minute to think You’re not alone in your yearning for freedom from constant reactivity. The global workforce today is so fried that it belongs in the food court of a county fair. We’re relentlessly behind the curve, dousing fires everywhere, and our 3 a.m. insomnia provides the only unscheduled thinking time of the day. What we need reinserted in our lives is the missing element of white space—short periods of open, unscheduled time that, when recaptured, change the very nature of work. White space is the stepping back, the strategic pause, the oxygen that allows the sparks of our efforts

to catch fire. White space has the power to radically—and simply—reinvent the way we approach work in this maxed-out, post-COVID 21st-century world. With Juliet’s memorable stories, easy-to-use tools, and razor-sharp instruction, she carves for us an escape route from the overwhelming amount of low-value tasks and the daily avalanche of e-mails, meetings, decks, and reports. Using research, client stories, and a relatable voice, Juliet shows all of us how to reclaim time for thinking and make room for what truly matters. Whether you are an individual trying to build a more sane and humane flow of daily work, a team that wants new levels of efficiency and effectiveness, or an entire organization changing your culture toward thoughtfulness, this book will lead you there.

Team Genius - Rich Karlgaard 2015-07-07

A groundbreaking book that sheds new light on the vital importance of teams as the fundamental unit of organization and competition in the global economy. Teams—we depend on them for both our professional success and our personal happiness. But isn’t it odd how little scrutiny we give them? The teams that make up our lives are created mostly by luck, happenstance, or circumstance—but rarely by design. In trivial matters—say, a bowling team, the leadership of a neighborhood group, or a holiday party committee—success by serendipity is already risky enough. But when it comes to actions by fast-moving start-ups, major corporations, nonprofit institutions, and governments, leaving things to chance can be downright dangerous. Offering vivid reports of the latest scientific research, compelling case studies, and great storytelling, *Team Genius* shows managers and executives that the planning, design, and management of great teams no longer have to be a black art. It explores solutions to essential questions that could spell the difference between success and obsolescence. Do you know how to reorganize your subpar teams to turn them into top performers? Can you identify which of the top-performing teams in your company are reaching the end of their life span? Do you have the courage to shut them down? Do you know how to create a replacement team that will be just as effective—without losing time or damaging morale? And, most important, are your teams the right size for the job? Throughout, Rich Karlgaard and Michael S. Malone share

insights and real-life examples gleaned from their careers as journalists, analysts, investors, and globetrotting entrepreneurs, meeting successful teams and team leaders to reveal some "new truths": The right team size is usually one fewer person than what managers think they need. The greatest question facing good teams is not how to succeed, but how to die. Good "chemistry" often makes for the least effective teams. Cognitive diversity yields the highest performance gains—but only if you understand what it is. How to find the "bliss point" in team intimacy—and become three times more productive. How to identify destructive team members before they do harm. Why small teams are 40 percent more likely to create a successful breakthrough than a solo genius is. Why groups of 7 (± 2), 150, and 1,500 are magic sizes for teams. Eye-opening, grounded, and essential, *Team Genius* is the next big idea to revolutionize business. [Dream Teams](#) - Shane Snow 2018-06-05

Award-winning entrepreneur and journalist Shane Snow reveals the counterintuitive reasons why so many partnerships and groups break down—and why some break through. The best teams are more than the sum of their parts, but why does collaboration so often fail to fulfill this promise? In *Dream Teams*, Snow takes us on an adventure through history, neuroscience, psychology, and business, exploring what separates groups that simply get by together from those that get better together. You'll learn: * How ragtag teams—from soccer clubs to startups to gangs of pirates—beat the odds throughout history. * Why DaimlerChrysler flopped while the Wu-Tang Clan succeeded, and the surprising factor behind most failed mergers, marriages, and partnerships. * What the Wright Brothers' daily arguments can teach us about group problem solving. * Pioneering women in law enforcement, unlikely civil rights collaborators, and underdog armies that did the incredible together. * The team players behind great social movements in history, and the science of becoming open-minded. Provocative and entertaining, *Dream Teams* is a landmark work that will change the way we think about people, progress, and collaboration.

[Radical Collaboration](#) - James W. Tamm 2019-12-24

The second edition of the essential guide, updated with new research and

observations to help twenty-first century organizations create models for effective collaboration. Collaborative skills have never been more important to a company's success and these skills are essential for every worker today. *Radical Collaboration* is a how-to manual for creating trusting, cooperative environments, and transforming groups into motivated and empowered teams. James W. Tamm and Ronald J. Luyet provide tools that will help you increase your ability to work successfully with others, learn to be more aware of colleagues, and better problem-solve and negotiate. *Radical Collaboration* is an eye-opener for leaders, managers, HR professionals, agents, trainers, and consultants who are seeking constructive ways of getting the results they want.

Pivot - Jenny Blake 2017-09-19

What's next? is a question we all have to ask and answer more frequently in an economy where the average job tenure is only four years, roles change constantly even within that time, and smart, motivated people find themselves hitting professional plateaus. But how do you evaluate options and move forward without getting stuck? Jenny Blake—a former training and career development specialist at Google who now runs her own company as a career and business consultant and speaker—has a solution: the pivot. Pivoting is a crucial strategy for Silicon Valley tech companies and startups but it can also be a successful strategy for individuals looking to make changes in their work lives. This book will introduce you to the Pivot Method and show you how to take small, smart steps to move in a new direction—now and throughout your entire career. No matter your age, industry, or bank account balance, Jenny's advice will help you move forward with confidence. *Pivot* also includes valuable insight for leaders who want to have more frequent career conversations with their teams to help talented people move and grow within their roles and the broader organization. If change is the only constant, let's get better at it. Your career success and satisfaction depends on your ability to navigate change well and this book can help you do so.

Getting Everything You Can Out of All You've Got - Jay Abraham 2001-10-12

A consultant to some of America's leading corporations shares key insights and ideas on how to supercharge one's business and career, explaining how to create and develop new opportunities for wealth in any business, enterprise, or venture. Reprint. 50,000 first printing.

How to Invest Your Time Like Money - Elizabeth Grace Saunders
2015-02-17

How to Invest Your Time Like Money is a concise, practical guide to get you out of time debt. Unlike others, who create the false hope that if only you worked harder, faster, longer, and smarter, you could do everything you want and make everyone happy, time coach Elizabeth Grace Saunders introduces a process to better manage your limited time so you can focus on what's important. Her method will help you avoid letting everyday pressures and demands get in the way. Using proven techniques and exercises based on the principles of personal finance, readers will learn to identify their time debt, create a balanced budget, build a base schedule, maximize their time ROI, and identify a process to get back on track—and stay there.

The Prosperity Paradox - Clayton M. Christensen 2019-01-15

Clayton M. Christensen, the author of such business classics as *The Innovator's Dilemma* and the New York Times bestseller *How Will You Measure Your Life*, and co-authors Efosa Ojomo and Karen Dillon reveal why so many investments in economic development fail to generate sustainable prosperity, and offers a groundbreaking solution for true and lasting change. Global poverty is one of the world's most vexing problems. For decades, we've assumed smart, well-intentioned people will eventually be able to change the economic trajectory of poor countries. From education to healthcare, infrastructure to eradicating corruption, too many solutions rely on trial and error. Essentially, the plan is often to identify areas that need help, flood them with resources, and hope to see change over time. But hope is not an effective strategy. Clayton M. Christensen and his co-authors reveal a paradox at the heart of our approach to solving poverty. While noble, our current solutions are not producing consistent results, and in some cases, have exacerbated the problem. At least twenty countries that have received billions of dollars'

worth of aid are poorer now. Applying the rigorous and theory-driven analysis he is known for, Christensen suggests a better way. The right kind of innovation not only builds companies—but also builds countries. The Prosperity Paradox identifies the limits of common economic development models, which tend to be top-down efforts, and offers a new framework for economic growth based on entrepreneurship and market-creating innovation. Christensen, Ojomo, and Dillon use successful examples from America's own economic development, including Ford, Eastman Kodak, and Singer Sewing Machines, and shows how similar models have worked in other regions such as Japan, South Korea, Nigeria, Rwanda, India, Argentina, and Mexico. The ideas in this book will help companies desperate for real, long-term growth see actual, sustainable progress where they've failed before. But *The Prosperity Paradox* is more than a business book; it is a call to action for anyone who wants a fresh take for making the world a better and more prosperous place.

Think Like a Rocket Scientist - Ozan Varol 2020-04-14

* One of Inc.com's "6 Books You Need to Read in 2020 (According to Bill Gates, Satya Nadella, and Adam Grant)"* Adam Grant's # 1 pick of his top 20 books of 2020* One of 6 Groundbreaking Books of Spring 2020 (according to Malcolm Gladwell, Susan Cain, Dan Pink, and Adam Grant). A former rocket scientist reveals the habits, ideas, and strategies that will empower you to turn the seemingly impossible into the possible. Rocket science is often celebrated as the ultimate triumph of technology. But it's not. Rather, it's the apex of a certain thought process -- a way to imagine the unimaginable and solve the unsolvable. It's the same thought process that enabled Neil Armstrong to take his giant leap for mankind, that allows spacecraft to travel millions of miles through outer space and land on a precise spot, and that brings us closer to colonizing other planets. Fortunately, you don't have to be a rocket scientist to think like one. In this accessible and practical book, Ozan Varol reveals nine simple strategies from rocket science that you can use to make your own giant leaps in work and life -- whether it's landing your dream job, accelerating your business, learning a new skill, or creating the next breakthrough product. Today, thinking like a rocket scientist is a necessity. We all

encounter complex and unfamiliar problems in our lives. Those who can tackle these problems -- without clear guidelines and with the clock ticking -- enjoy an extraordinary advantage. Think Like a Rocket Scientist will inspire you to take your own moonshot and enable you to achieve liftoff.

Superconductors - Derek Loudermilk 2018-07-03

The steady career path is a thing of the past: disruption is here to stay. You need to be able to keep learning, growing and reinventing yourself to stay valuable in the midst of this change. Those who succeed in this new world will be the ones who have skills that are always in demand and cannot be replaced. Creativity, charisma, confidence, constant learning, storytelling, adaptability and tribe building are the keys to having a thriving professional life and turning ideas into reality. *Superconductors* is your treasure trove of exclusive interviews and hands-on self-development exercises to inspire you and push you into action. Derek Loudermilk brings together some of the best minds to coach you on every skill, including entrepreneurs, podcasters, venture capitalist experts, human behaviour hackers, journalists and digital storytellers. Michael Margolis, Vanessa Van Edwards, Derek Muller, Jason Zook, Linda Rottenburg are just some of the people giving you original insights and advice to help you form your own path. If you're ambitious and you want to carve your place in this chaotic, but exciting, new world of work then you need to be a superconductor: you need to have the creative energy, the ability to build great networks and the charisma to make big things happen. Whether you want to live as a digital nomad, an entrepreneur or

be a formidable force in your chosen industry, *Superconductors* gives you the unique insight and hands-on tools to be the best you can be.

Stick with It - Sean Young 2018

We all have bad habits - whether it's a weakness for junk food, a smartphone addiction or a lack of exercise. But change is hard. Forty percent of dieters quit within a week. Eighty percent of New Year's resolutions don't last beyond January. How can we kick bad habits - and stick with it? According to psychologist and behaviour researcher Dr Sean Young, the answer is to stop trying to change the person, and instead change the process. In *Stick With It*, Dr Young draws on his own research and that of other leading experts to explain how the mind often interferes with breaking bad habits, and how we can outsmart it, increasing the likelihood of lasting change by 300%. Packed with practical exercises and real-life case studies, *Stick With It* shows that it is possible to control spending, stick to a diet, exercise regularly and overcome problem behaviours - forever.

The Chasm Companion - Paul Wiefels 2009-10-13

In *The Chasm Companion*, The Chasm Group's Paul Wiefels presents readers with a new analysis of the ideas introduced in bestselling author Geoffrey Moore's classic books, *Crossing the Chasm* and *Inside the Tornado*, and focuses on how to translate these ideas into actionable strategy and implementation programs. This step-by-step fieldbook is organized around three major concepts: how high-tech markets develop, creating market development strategy, and executing go-to-market programs based on the strategy.