

Winning From Within: A Breakthrough Method For Leading, Living, And Lasting Change

How is this world, in an era of ecosystem-based disruption: strategies and tools for offense, defense, timing, and leadership in a changing competitive landscape. The basis of competition is changing. Are you prepared? Rivalry is shifting from well-defined industries to broader ecosystems: automobiles to mobility platforms; banking to fintech; television broadcasting to video streaming. Your competitors are coming from new directions and pursuing different goals from those of your familiar rivals. How do you succeed with the old rules can mean losing the new game. Winning the Right Game introduces the concepts, tools, and frameworks necessary to confront the threat of ecosystem disruption and to develop the strategies that will let your organization *play* ecosystem offense. To succeed in this world, you need to change your perspective on competition, growth, and leadership. In this book, strategy expert Ron Adner offers a new way of thinking, illustrating breakthrough ideas with compelling cases. How did a strategy of ecosystem defense save Wayfair and Spotify from being crushed by giants Amazon and Apple? How did Oprah Winfrey redraw industry boundaries to transition from television host to multimedia mogul? How did a shift to an alignment mindset enable Microsoft's cloud-based revival? Each was rooted in a new approach to competitors, partners, and timing that you can apply to your own organization. For today's leaders the difference between success and failure is no longer simply winning, but rather being sure that you are winning the right game.

With its use of football stories, Gridiron Leadership provides a fresh, new approach to capturing and understanding the concepts and practice of leadership, strategy, and execution. * Includes a foreword by Pittsburgh Steelers president and co-owner, Art Rooney II * Presents four diagrams and illustrations that summarize leadership models * Offers a bibliography of approximately 100 scholarly and other citations that support the authors' view of leadership and performance The Challenge Built to Last, the defining management study of the nineties, showed how great companies triumph over time and how long-term sustained performance can be engineered into the DNA of an enterprise from the verybeginning. But what about the company that is not born with great DNA? How can good companies, mediocre companies, even bad companies achieve enduring greatness? The Study For years, this question preyed on the mind of Jim Collins. Are there companies that defy gravity and convert long-term mediocrity or worse into long-term superiority? And if so, what are the universal distinguishing characteristics that cause a company to go from good to great? The Standards Using tough benchmarks, Collins and his research team identified a set of elite companies that made the leap to great results and sustained those results for at least fifteen years. How great? After the leap, the good-to-great companies generated cumulative stock returns that beat the average of seven times in fifteen years, better than twice the results delivered by a composite index of the world's greatest companies, including Coca-Cola, Intel, General Electric, and Merck. The Comparisons The research team contrasted the good-to-great companies with a carefully selected set of comparison companies that failed to make the leap from good to great. What was different? Why did one set of companies become truly great performers while the other set remained only good? Over five years, the team analyzed the histories of all twenty-eight companies in the study. After sifting through mountains of data and thousands of pages of interviews, Collins and his crew discovered the key determinants of greatness -- why some companies make the leap and others don't. The Findings The findings of the Good to Great study will surprise many readers and shed light on virtually every area of management strategy and practice. The findings include: Level 5 Leaders: The research team was shocked to discover the type of leadership required to achieve greatness. The Hedgehog Concept (Simplicity within the Three Circles): To go from good to great requires transcending the curse of complexity. A Culture of Discipline: When you combine a culture of discipline with an ethic of entrepreneurship, you get the magical alchemy of great results. Technology Accelerators: Good-to-great companies think differently about the role of technology. The Flywheel and the Doom Loop: Those who launch radical change programs and wrenching restructurings will almost certainly fail to make the leap. " Some of the key concepts discussed in the study. " comments Jim Collins. "In the face of our modern business culture and will, quite frankly, upset some people. " Perhaps, but who can afford to ignore these findings?

The enhanced digital world of Winning from Within features twelve exclusive video exercises not available in other editions of the book. In each video, negotiations and leadership expert Erica Ariel Fox offers practical tips, techniques, and stories to help you internalize this breakthrough method for creating lasting change in both your professional and your personal life. Whether you run a Fortune 500 company or serve as CEO of your household, negotiating effectively is crucial to leading wisely and living well. Leading and living are a series of constant negotiations. Consider what goes on during your typical week: Can you influence your client to accept your proposal? Will you persuade colleagues to give you the resources you need to finish your project? How will you ask your neighbor to switch carpool days so that you will finally have time to get to the gym? According to conventional wisdom, a "win-win" outcome is the hallmark of success. However, until now, advice on getting there has overlooked one crucial element. It turns out that the most important negotiations you have, the ones that drive the impact of your leadership and the quality of your life, are the ones you have with yourself. What does negotiating with yourself mean? It's what happens when you want to stay at the office, but also want to keep your promise to the family to get home in time for dinner. Or when one side of you votes to roll the dice and go for your dream job, while another worries about paying the mortgage. It's what you do when one part of you wants to give your relationship every chance to work, while another knows that this time it's really over. When you're not more than one mind about what to do, negotiating with yourself is an essential skill. Should you say yes or no, or should you stall for time? Offer an olive branch or lay down the law? Speak your mind or hold your peace? When you know how to win the tug-of-wars inside of you, then you can get to yes! In lasting and transformational ways. With honesty, humor, and fresh ideas, Winning From Within gives you a clear road map for knowing your inner world and a method for sorting yourself out. Whether you're struggling with a difficult customer or arguing with your spouse, by understanding what leadership and negotiation expert Erica Ariel Fox calls your "inner negotiators," you'll learn to turn breakdowns into breakthroughs. With the insight and tools to get out of your own way, you'll find new avenues to realizing your dreams.

The Leader in Me
Success Breakthroughs
Atomic Habits
Why Some Companies Make the Leap...And Others Don't
immunotherapy and the race to cure cancer
The Hidden History of Negotiations between Washington and Havana

The Breakthrough
Breakthrough: International Negotiation
Why to Win Emerging from fear and self-doubt, When you know the potential is there. Worthy to Win is a 8-step mental performance process that establishes a mindset for success. The process helps people overcome the fears and doubts that inevitably lead to self-sabotage. Using a competitive sports metaphor, Worthy to Win takes the reader on a quest to understand the secrets to unlocking an individuals potential through getting to know themselves at a core level. Want to secure a promotion, write a book, go back to school, lose weight, set up a business? Whatever the goal, Cynthia Kersey's new book, Unstoppable Women, can help readers achieve it. Based on the same principles that Kersey has taught in her training programs for such companies as Tupperware®, Mary Kay®, and Jafra Cosmetics®, the book shows how to identify a goal, create a winning mind-set, and break the goal down into daily actions that will lead to success. Each day, a reader discovers a new characteristic of an unstoppable woman. And for inspiration, she'll read the true story of a woman who possesses this quality. She will then learn how to apply these skills to her own life-creating unstoppable success in just 30 days. Writing about Kersey's bestselling first book, Unstoppable, Millard Fuller, founder and president of Habitat for Humanity International, said, "It will inspire you to live more passionately and pursue your heart's desire with more conviction. You'll discover how to break through obstacles and get what you want in life." New York Times bestselling author Charles Graeber tells the astonishing story of the group of scientists working on a code that can enable the human immune system to fight – and perhaps even cure – cancer. For decades, scientists have puzzled over one of medicine's greatest mysteries: why doesn't our immune system fight cancer the way it does other diseases? The answer is a series of tricks that cancer has developed to turn off normal immune responses – tricks that scientists have only recently discovered, and now are learning to defeat. We are in the midst of a revolution in our understanding of cancer and how to beat it. Groundbreaking, riveting, and expertly told, The Breakthrough is the story of the game-changing and Nobel Prize-winning scientific discoveries that unleash our natural ability to recognize and defeat cancer, as told through the experiences of the patients, physicians, and immunotherapy researchers who are on the front lines. This is the incredible true story of the race to find a cure, and the definitive account of a historic moment in medical science.

It is 1919 and Elizabeth Hughes, the eleven-year-old daughter of America's most-distinguished jurist and politician, Charles Evans Hughes, has been diagnosed with juvenile diabetes. It is essentially a death sentence. The only accepted form of treatment – starvation – whittles her down to forty-five pounds skin and bones. Miles away, Canadian researchers Frederick Banting and Charles Best manage to identify and purify insulin from animal pancreases – a miracle soon marred by scientific jealousy, intense business competition and fistfights. In a race against time and a ravaging disease, Elizabeth becomes one of the first diabetics to receive insulin injections – all while its discoverers and a little known pharmaceutical company struggle to make it available to the rest of the world. Relive the heartwarming true story of the discovery of insulin as it's never been told before. Written with authentic detail and suspense, and featuring walk-ons by William Howard Taft, Woodrow Wilson, and Eli Lilly himself, among many others.

How to Stop Wasting Time and Start Driving Growth

An Easy & Proven Way to Build Good Habits & Break Bad Ones

Working Together Without Falling Apart

When You Know the Potential Is There

Elizabeth Hughes, the Discovery of Insulin, and the Making of a Medical Miracle

Achieve Any Breakthrough Goal in 30 Days

Master Your Mind

Coaching, Mentoring, and Managing

This is NOT a leadership book. If you want to be the leader of a growing, profitable business that positively impacts the lives of employees and clients, it'll take more than leveling up your capacity and capabilities as leader. It will require a leadership team of A-players who can work with you to create a vibrant, winning environment that can

take on the toughest of crucial elements. It turns out that the most important negotiations you have, the ones that drive the impact of your leadership and the quality of your life, are the ones you have with yourself. What does negotiating with yourself mean? It's what happens when you want to stay at the office, but also want to keep your promise to the family to get home in time for dinner. Or when one side of you votes to roll the dice and go for your dream job, while another worries about paying the mortgage. It's what you do when one part of you wants to give your relationship every chance to work, while another knows that this time it's really over. When you're not more than one mind about what to do, negotiating with yourself is an essential skill. Should you say yes or no, or should you stall for time? Offer an olive branch or lay down the law? Speak your mind or hold your peace? When you know how to win the tug-of-wars inside of you, then you can get to yes! In lasting and transformational ways. With honesty, humor, and fresh ideas, Winning From Within gives you a clear road map for knowing your inner world and a method for sorting yourself out. Whether you're struggling with a difficult customer or arguing with your spouse, by understanding what leadership and negotiation expert Erica Ariel Fox calls your "inner negotiators," you'll learn to turn breakdowns into breakthroughs. With the insight and tools to get out of your own way, you'll find new avenues to realizing your dreams.

Phil McKinney's work is inundated with information about who to be, what to do and how to live. But what if there was a way to teach children how to manage priorities, focus on goals and be a positive influence on the world around them? The Leader in Meis that programme. It's based on a hugely successful initiative carried out at the A.B. Combs Elementary School in North Carolina. To hear the parents of A. B Combs talk about the school is to be amazed. In 1999, the school debuted a programme that taught The 7 Habits of Highly Effective Peopleto a pilot group of students. The parents reported an incredible change in their children, who blossomed under the programme. By the end of the following year the average end-of-grade scores had leapt from 84 to 94. This book will launch the message onto a much larger platform. Stephen R. Covey takes The 7 Habits, that have already changed the lives of millions of people, and shows how children can use them as they develop. Those habits – be proactive, begin with the end in mind, put first things first, think win-win, seek to understand and then to be understood, synergize, and sharpen the saw – are critical skills to learn at a young age and bring incredible results, proving that it's never too early to teach someone how to live well.

A Publication of the program on negotiation at Harvard Law School.

Breakthrough: How One Teen Innovator Is Changing the World

The Miraculous True Story of a Mother's Faith and Her Child's Resurrection

A Breakthrough Method For Leading, Living, and Lasting Change

Breakthrough Leadership Team

How Schools and Parents Around the World are Inspiring Greatness, One Child at a Time

Unstoppable Women

Killer Questions That Spark Game-Changing Innovation

Burnout to Breakthrough

There have been countless books written on Success. The word success implies a desirable outcome from someone's actions. As we know, success is the satisfaction we receive from attaining our goals. ...and most of us have different goals. The methods used to attain goals are typically multi-faceted. They could be some combination of knowledge, inventing a product or developing a service, helping a cause that is near and dear to your heart, fame and fortune, or maybe coaching and guiding others to their goals in life. Then again, your success breakthrough may be in accomplishing something totally different that will serve others in good stead. Note that in every case, success has a beginning and an end, and nothing starts without action. Thomas Edison's quotation that he had not failed, but rather found 10,000 ways that didn't work, serves to remind us that perseverance and action are two of the essential qualities needed for Success Breakthroughs. Then again, you can start with a goal in mind, but if you never finish, the unattained-goal is like yet another asteroid floating in space - matter without a home or meaning to us. The CelebrityExperts(R) in this book have enjoyed their successes and learned from their failures. They have found a path to Success Breakthroughs. With guidance from them, you can pursue your own goal while using their experiences to light the way. They have a track record and, as Tony Robbins says: "...success leaves clues." There are no secrets to success. It is the result of preparation, hard work, and learning from failure. Colin Powell

Winning from WithinA Breakthrough Method for Leading, Living, and Lasting ChangeHarper Collins

Learn how Jodi Harpstead's philosophy of Breakthrough Goals and Biggest Possibilities created unprecedented growth at corporate Medtronic-and transformed outcomes at Minnesota's largest human services non-profit, Lutheran Social Service of Minnesota. You will see exactly how LSS senior managers are supercharging their leadership and spreading goodness further and faster.

Anointed minister and author The Power Coach Madeline Alexander shows readers how to transform their finances in 90 days or less, using powerful promises from the word of God, scripture-based warfare prayers, and practical action steps grounded in biblical principles. Whether you are soaring, stagnant, or struggling, God has a whole new level of financial blessing, increase, and abundance for you! In YOUR 90 DAY FINANCIAL BREAKTHROUGH, Madeline Alexander will help you pull back the veil and see clearly into the spiritual realm, exposing the battle that is raging over your finances. In a riveting two-book volume, you will learn the keys to defeat the enemy's Trifold Attack, renew your money mindset, conquer debt, restore your health, and create wealth. Your 90-day money makeover guide includes numerous scripture reference charts, your Financial Wellness Action Plan, and 90 days of scripture-based prayers. The Power Coach will masterfully and methodically break down the financial promises and principles, with practical examples you can easily apply to every aspect of your life. A power mindset always precedes a prosperous manifestation! Get equipped with the weapons of your warfare to WIN in your finances NOW!

How Great Negotiators Transformed the World's Toughest Post-Cold War Conflicts

A Toolbox for Managers

How to Tap Into Your Team's Biggest Possibilities
Questions Are the Answer
How Breakthrough Ideas Emerge from Small Discoveries
How Small, Everyday Innovations Drive Oversized Results
A Breakthrough Approach to Your Most Vexing Problems at Work and in Life

Entire service businesses have been built around the ideas of Heskett, Sasser, and Schlesinger, pioneers in the world of service. Now they test their ideas against the actual experiences of successful and unsuccessful practitioners, as well as against demands of the future, in a book service leaders around the world will use as a guide for years to come. The authors cover every aspect of optimal service leadership: the best hiring, training, and workplace organization practices; the creation of operating strategies around areas such as facility design, capacity planning, queue management, and more; the use-and misuse-of technology in delivering top-level service; and practices that can transform loyal customers into "owners." Looking ahead, the authors describe the world of great service leaders in which "both/and" thinking replaces trade-offs. It's a world in which new ideas will be tested against the sine qua non of the "service trifecta"—wins for employees, customers, and investors. And it's a world in which the best leaders admit that they don't have the answers and create organizations that learn, innovate, "sense and respond," operate with fluid boundaries, and seek and achieve repeated strategic success. Using examples of dozens of companies in a wide variety of industries, such as Apollo Hospitals, Châteaufort, Starbucks, Amazon, Disney, Progressive Insurance, the Dallas Mavericks, Whole Foods, IKEA, and many others, the authors present a narrative of remarkable successes, unnecessary failures, and future promise.

Featuring the expertise and wisdom of eight of America's most renowned experts on coaching and counseling, this text teaches readers how to be winners and how to teach others to be winners, tap the hidden strengths in each person on the team, be a coach who inspires peak performers to even greater productivity, mentor employees to move them from good to great, prevent team problems before they happen, and much more.

Beginning at a Hollywood dinner table, Hedy's Folly tells a wild story of innovation that culminates in U.S. patent number 2,292,387 for a "secret communication system." Along the way Rhodes weaves together Hollywood's golden era, the history of Vienna, 1920s Paris, weapons design, music, a tutorial on patent law and a brief treatise on transmission technology. Narrated with the rigor and charisma we've come to expect of Rhodes, it is a remarkable narrative adventure about spread-spectrum radio's genesis and unlikely amateur inventors collaborating to change the world.

Synopsis coming soon.....

How Women Can Master the Hidden Agendas That Determine Bargaining Success

Little Bets

The Motivation Breakthrough

Winning from Within (Enhanced Edition)

ARRIVE

Getting to Yes

Winning Strategies and Breakthrough Tactics

Back Channel to Cuba

Almost every company creates a marketing plan each year, and many spend hundreds of employee hours researching, preparing and presenting their tomes to senior executives. But most marketing plans are a waste of time; they are too long, too complicated and too dense. They end up sitting on a shelf, unread and unrealized. Breakthrough Marketing Plans is an essential tool for people who create marketing plans and people who review them. The book provides simple, clear frameworks that are easy to apply, and highlights why marketing plans matter, where they go wrong and how to create a powerful plan that will help build a strong, profitable business.

Featured in the 2018 movie Science Fair! A National Science Teachers Association Best STEM Book of 2017 In this acclaimed memoir, teen innovator and scientist Jack Andracka tells the story behind his revolutionary discovery. When a dear family friend passed away from pancreatic cancer, Jack was inspired to create a better method of early detection. At the age of fifteen, he garnered international attention for his breakthrough: a four-cent strip of paper capable of detecting pancreatic, ovarian, and lung cancers four hundred times more effectively than the previous standard. Jack's story is not just a story of dizzying international success; it's a story of overcoming depression and homophobic bullying and finding the resilience to persevere and come out. His account inspires young people, who he argues are the most innovative, to fight for the right to be taken seriously and to pursue our own dreams. Do-it-yourself science experiments are included in each chapter, making Breakthrough perfect for STEM curriculum. But above all, Jack's memoir empowers his generation with the knowledge that we can each change the world if we only have the courage to try.

" 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.

You " It gets there faster if you just slow down Master Your Mind offers a bit of perspective and a lot of insight for anyone seeking long-term success. Success in business is spelled M-O-R-E: better results, faster growth, more revenue, greater efficiency. Do more. Make more. Achieve more. And do it now. Eventually, ambition turns to stress, then to frenzy, then to emptiness as once-ambitious workers endlessly trudge the hamster wheel chasing the next promotion. While top-level performance is the holy grail of business at all levels, there is another, much better way to achieve it: slow down. Yes, you read that right—S-L-O-W. This is your permission to jump off of the hamster wheel. Slowing down is not a luxury, it is a necessity. A frenetic brain simply doesn ' t perform at optimal levels. By maintaining a small ' s pace, you actually achieve better results—at rocket speed—because you ' re firing on all cylinders. You " If I think of new things, approach old problems from new perspectives, and breathe a breath of fresh air into everything you do. This book shows you how to achieve this state of steady, sustainable fire, and how to get further by crawling than you ever did while attempting to fly. Learn how slowing down can lead to better, faster results Achieve optimal performance thought patterns Enhance your creativity and effectiveness Build energy, revenue, and good health in a self-sustaining way You know you ' re capable of more, but the stress is eating away at your body, your brain, and your soul. Relax, take a deep breath, and buckle down. Clear your mind, and then put it to work. Stop juggling and start doing. Master Your Mind shows you how to supercharge your trajectory by taking it S-L-O-W.

Winning the Right Game

Coach Yourself to Win: 7 Steps to Breakthrough Performance on the Job and In Your Life

A Design Innovation Framework to Deliver Breakthrough Services, Products and Experiences

Negotiating Agreement Without Giving In

6 Secrets to Turning On the Tuned-Out Child

Beyond the Obvious

Counterintuitive Strategies to Refocus and Re-Energize Your Runaway Brain

How to Disrupt, Defend, and Deliver in a Changing World

A proven process for changing the way you behave—used by a renowned executive coach for more than 25 years Are you able, ready, and willing to permanently change your behavior? Permanently replacing deeply ingrained behaviors with new ones is one of the hardest challenges to overcome. But in Coach Yourself to Win, master executive coach Howard Guttman combines his own expert insight and deep extensive coaching experience to create a step-by-step process that you can follow to change the behaviors that have been holding you back from what you truly want. Unlike many self-help books offering advice on how to improve either your career or your personal life, Coach Yourself to Win bridges the two worlds in order to help you improve your performance—whether you're earning your living or living your life. Coach Yourself to Win is written for the vast number of people who seek to create a new future for themselves. To help you achieve breakthrough performance on the job and in your life, Coach Youself to master a practical, tested self-coaching process that will enable you to: Clarify, set, and stay committed to realistic intentions Zero in on what holds you back Find the support you've been lacking Develop a path for change Evaluate yourself along the way Make necessary corrections to your plan Realize your intention to achieve a "new you" Coach Yourself to Win provides an easy-to-follow seven-step plan that will generate lasting, positive change in your professional and personal life. To help you implement the plan, Guttman provides a dedicated Web site—www.coachyourselftowin.com—where you will find all the supporting materials you will need as you go through the process, because you are the key to the happy ending you desire.

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 of 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 through. * 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.

The Impossible reveals prayer's immediate and powerful impact through the true account of a family whose son died and was miraculously resurrected. Through the years and the struggles, when life seemed more about hurt and loss than hope and mercy, God was positioning the Smiths for something extraordinary—the death and resurrection of their son. When Joyce Smith's fourteen-year-old son John fell through an icy Missouri lake one winter morning, she and her family had seemingly lost everything. At the hospital, John lay lifeless for more than sixty minutes. But Joyce was not ready to give up on her son. She mustered all her faith and strength into one force and cried out to God in a loud voice to save him. Miraculously, her son's heart immediately started beating again. In the coming days, John would defy every expert, every case history, and every scientific prediction. Sixteen days after falling through the ice and being clinically dead for an hour, he walked out of the hospital under his own power, completely healed. The Impossible is about a profound truth: prayer really does work. God uses it to remind us that He is always with us, and when we combine it with unshakable faith, nothing is impossible.

At last, here is a book that shows women how to recognize the Shadow Negotiation – in which the unspoken attitudes, hidden assumptions, and conflicting agendas that drive the bargaining process play out – and how to use that knowledge to their advantage. Each time people bargain over issues – a promotion, a contract with a new client, a bigger role in decision-making – a parallel negotiation unfolds beneath the surface of the "formal" discussion. Bargainers constantly maneuver to determine whose interests and needs will hold sway, whose opinions will matter, and how cooperative each person will be in reaching an agreement. How the issues are resolved hangs on the actions people take in the shadow negotiation, yet it is in this shadow negotiation that women most often run into trouble. The most productive negotiations take place when strong advocates can connect with each other. Good results depend equally on a bargainer's positioning her ideas for a fair hearing and on being open to the other side's point of view. But traditionally women have not fared well on either front. Often, they let negotiable moments slip by and take the "tiny" "no" as a final answer, or their efforts to be responsive to the other side's position are interpreted as accommodation. As a result, women can come away from negotiations with fewer dollars, perks, plum assignments, or less say in decision-making than men. To negotiate effectively, women must pay attention to acts of self-sabotage as well as to the moves others make in the shadow negotiation. By bargaining more strategically, women can establish the terms of their advocacy, their voice, and at the same time encourage the open communication essential to a collaborative discussion in which not only acceptable, but creative, agreements can be worked out. Written by Deborah M. Kolb and Judith Williams, two authorities in the field, The Shadow Negotiation shows women a whole new way to think about the negotiation process. Kolb and Williams identify the common stumbling blocks that women encounter and present a game plan for turning their particular strengths to their advantage. Based on extensive interviews with hundreds of business-women, The Shadow Negotiation provides women with a clear, insightful guide to the hidden machinations that are at work in every bargaining situation.

Strengthening the Heart and Soul of Your Company

Gridiron Leadership

Winning Conditions

Breakthrough Marketing Plans

Breakthrough Business Negotiation

Hedy's Folly

Breakthrough to Goodness

Breakthrough: How to Overcome Doubt, Fear and Resistance to Be Your Ultimate Creative Self

This book is an excellent best-practice guide for senior managers and directors with innovation responsibilities. It describes how organisations of all sizes and sectors can apply design thinking principles coupled with commercial awareness to their innovation agenda. It explains how to keep the customer experience at the centre of innovation efforts and when to apply the range of available practices. It provides a clear, extensive rationale for all advice and techniques offered. Design thinking has become the number one innovation methodology for many businesses, but there has been a lack of clarity about how best to adopt it. It often requires significant mindset and behavioural changes and managers must have a coherent and integrated understanding in order to guide its adoption effectively. Many design thinking implementations are inadequate or sub-optimal through focusing too much on details of individual methods or being too abstract, with ill-defined objectives. This book uniquely provides integrated clarity and rationale across all levels of design thinking practice and introduces the ARRIVE framework for design thinking in business innovation, which the authors have developed over ten years of practice and research. ARRIVE = Audit – Research – Reframe – Ideate – Validate – Execute. The book contains a chapter for each of A-R-R-I-V-E, each of which has explanatory background and step-by-step methods instruction in a clear and standard format. Using the ARRIVE framework, the book provides high-level understanding, rationale and step-by-step guidance for CEOs, senior innovation leaders, innovation project managers and design practitioners in diverse public and private sectors. It applies equally well to innovation of products, services or systems.

Breakthrough Business Negotiation is a definitive guide to negotiating in any business situation. This smart and practical book by Michael Watkins, a leading expert in negotiation at Harvard Business School, presents principles that apply to any negotiation situation and tools to achieve breakthrough results. Step by step, Breakthrough Business Negotiation demonstrates how to diagnose a situation, build coalitions, manage internal decision making, persuade others, organize a deal cycle, and create strategic alliances. Watkins also explains how to prevent disputes from poisoning deals.

The #1 New York Times bestseller. Over 4 million copies sold! Tiny Changes, Remarkable Results No matter your goals, Atomic Habits offers a proven framework for improving—every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to extraordinary results. It's not about setting more goals or trying harder. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems. Here, you'll get a proven system that can take you to new heights. Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field. Learn how to: make time for new habits (even when life gets crazy); overcome a lack of motivation and willpower; design your environment to make success easier; get back on track when you fall off course; ...and much more. Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits—whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit smoking, lose weight, reduce stress, or achieve any other goal.

WITH WINNING CONDITIONS, EVERYONE CAN FIND THEIR EXTRAORDINARY. Let's face it—professional success isn't built only on the work itself. Instead, it's often largely influenced by the manner in which you share or present your work. Small improvements in delivery can result in substantial improvements in outcome. People succeed not simply because they deliver a winning work product or idea, but also because they deliver their work in a winning way. Winning Conditions is a joyful, insightful, and empowering book about delivering your work and ideas so that they (and you) are more likely to be recognized, accepted, and celebrated. With Winning Conditions, you can show the world what you are capable of—it's probably more than you ever thought possible. 90 Power Promises and the Weapons of Our Warfare to Win in Your Finances Now

Building Resilience to Refuel, Recharge, and Reclaim What Matters

Big Little Breakthroughs

Dream Teams

How to Achieve the Professional Success You Deserve by Managing the Details That Matter

Your 90 Day Financial Breakthrough

Good to Great

Winning from Within

History is being made in U.S.-Cuban relations. Now in paperback and updated to tell the real story behind the stunning December 17, 2014, announcement by President Obama and President Castro of their move to restore full diplomatic relations, this powerful book is essential to understanding ongoing efforts toward normalization in a new era of engagement. Challenging the conventional wisdom of perpetual conflict and aggression between the United States and Cuba since 1959, Back Channel to Cuba chronicles a surprising, untold history of bilateral efforts toward rapprochement and reconciliation. William M. LeoGrande and Peter Kornbluh here present a remarkably new and relevant account, describing how, despite the intense political clamor surrounding efforts to improve relations with Havana, negotiations have been conducted by every presidential administration since Eisenhower's through secret, back-channel diplomacy. From John F. Kennedy's offering of an olive branch to Fidel Castro after the missile crisis, to Henry Kissinger's top secret quest for normalization, to Barack Obama's promise of a new approach, LeoGrande and Kornbluh uncovered hundreds of formerly secret U.S. documents and conducted interviews with dozens of negotiators, intermediaries, and policy makers, including Fidel Castro and Jimmy Carter. They reveal a fifty-year record of dialogue and negotiations, both open and furtive, that provides the historical foundation for the dramatic breakthrough in U.S.-Cuba ties.

Winning from Within by leadership and negotiation expert Erica Ariel Fox presents a contemporary approach for getting more of what you want, improving relationships, and enjoying life's deeper rewards. With principles developed while teaching negotiation at Harvard Law School and coaching executives around the world, Fox provides a map for understanding your inner world and a method for sorting out complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field. Learn how to: make time for new habits (even when life gets crazy); overcome a lack of motivation and willpower; design your environment to make success easier; get back on track when you fall off course; ...and much more. Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits—whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit smoking, lose weight, reduce stress, or achieve any other goal.

WITH WINNING CONDITIONS, EVERYONE CAN FIND THEIR EXTRAORDINARY. Let's face it—professional success isn't built only on the work itself. Instead, it's often largely influenced by the manner in which you share or present your work. Small improvements in delivery can result in substantial improvements in outcome. People succeed not simply because they deliver a winning work product or idea, but also because they deliver their work in a winning way. Winning Conditions is a joyful, insightful, and empowering book about delivering your work and ideas so that they (and you) are more likely to be recognized, accepted, and celebrated. With Winning Conditions, you can show the world what you are capable of—it's probably more than you ever thought possible. 90 Power Promises and the Weapons of Our Warfare to Win in Your Finances Now

Building Resilience to Refuel, Recharge, and Reclaim What Matters

Big Little Breakthroughs

Dream Teams

How to Achieve the Professional Success You Deserve by Managing the Details That Matter

Your 90 Day Financial Breakthrough

Good to Great

Winning from Within

The Life and Breakthrough Inventions of Hedy Lamarr, the Most Beautiful Woman in the World

Breakthrough

What Great Service Leaders Know and Do

The Shadow Negotiation

Creating Breakthroughs in Service Firms

Worthy to Win

The pressure to generate big ideas can feel overwhelming. We know that bold innovations are critical in these disruptive and competitive times, but when it comes to breakthrough thinking, we often freeze up. Instead of shooting for a \$10-billion payday or a Nobel Prize, the most prolific innovators focus on Big Little Breakthroughs—small creative acts that unlock massive rewards over time. By cultivating daily micro-innovations, individuals and organizations are better equipped to tackle tough challenges and seize transformational opportunities. How did a convicted drug dealer launch and scale a massively successful fitness company? What core mindset drove LEGO to become the largest toy company in the world? How did a Pakistani couple challenge the global athletic shoe industry? What simple habits led Lady Gaga, Banksy, and Lin-Manuel Miranda to their remarkable success? Big Little Breakthroughs isn't just for propeller-head inventors, fancy-pants CEOs, or hoodie-donning tech billionaires. Rather, it's a surprisingly simple system to help everyday people become everyday innovators.

2018 Nautilus Book Awards Silver Winner What if you could unlock a better answer to your most vexing problem—in your workplace, community, or home life—just by changing the question? Talk to creative problem-solvers and they will often tell you, the key to their success is asking a different question. Take Debbie Sterling, the social entrepreneur who created GoldieBlox. The idea came when a friend complained about too few women in engineering and Sterling wondered aloud: "why are all the great building toys made for boys?" Or consider Nobel laureate Richard Thaler, who asked: "would it change economic theory if we stopped pretending people were rational?" Or listen to Jeff Bezos whose relentless approach to problem solving has fueled Amazon's exponential growth. "Getting the right question is key to getting the right answer." Great questions like these have a catalytic quality—that is, they dissolve barriers to creative thinking and channel the pursuit of solutions into new, accelerated pathways. Often, the moment they are voiced, they have the paradoxical effect of being utterly surprising yet instantly obvious. For innovation and leadership guru Hal Gregersen, the power of questions has always been clear—but it took some years for the follow-on question to hit him: If so much depends on fresh questions, shouldn't we know more about how to arrive at them? That sent him on a research quest ultimately including over two hundred interviews with creative thinkers. Questions Are the Answer delivers the insights Gregersen gained about the conditions that give rise to catalytic questions—and breakthrough insights—and how anyone can create them.

A guide for parents, educators, and caregivers on how to inspire unmotivated children identifies teaching strategies that can be applied to a variety of personality types, in a resource that explains how adults can become healthy and work-oriented role models.

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement.