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Confidence How Winning Streaks And Losing Streaks Begin And End

Opponents rarely go to war without thinking they can win--and clearly, one side must be wrong. This conundrum lies at the heart of the so-called "war puzzle": rational states should agree on their differences in power and thus not fight. But as Dominic Johnson argues in "Overconfidence and War," states are no more rational than people, who are

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susceptible to exaggerated ideas of their own virtue, of their ability to control events, and of the future. By looking at this bias--called "positive illusions"--as it figures in evolutionary biology, psychology, and the politics of international conflict, this book offers compelling insights into why states wage war. Johnson traces the effects of positive illusions on four turning points in twentieth-century history: two that erupted into war (World War I and Vietnam); and two that did not (the Munich crisis and the Cuban missile crisis). Examining the two wars, he shows how positive illusions have

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filtered into politics, causing leaders to overestimate themselves and underestimate their adversaries--and to resort to violence to settle a conflict against unreasonable odds. In the Munich and Cuban missile crises, he shows how lessening positive illusions may allow leaders to pursue peaceful solutions. The human tendency toward overconfidence may have been favored by natural selection throughout our evolutionary history because of the advantages it conferred--heightening combat performance or improving one's ability to bluff an opponent. And yet, as this book suggests--and as the recent conflict in Iraq

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bears out--in the modern world the consequences of this evolutionary legacy are potentially deadly.

"I suppose I did it because I wanted something to show for the thirty years--longer than I had lived in my homeland--that I had been here in America. Something that was properly appreciated, even if someone else got all the credit." Liu Qingwu doesn't set out to commit a crime. He only wants to sell a painting--something more substantial than the Impressionist knockoffs he flogs to tourists outside New York's Metropolitan Museum of Art. But the lucrative

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commission he receives from a Chelsea art dealer is more complicated than he initially realizes. Liu has been hired to create not an homage to Andrew Cantrell's modernist masterpiece, Elogy, but a forgery that will sell for millions. The painting will change the lives of everyone associated with it--Liu, a Chinese immigrant still reeling from his wife's recent departure; Caroline, a gallery owner intent on saving her aunt's legacy; Molly, her perceptive assistant; and Harold, a Taiwanese businessman with an ethical dilemma on his hands. Weaving together their stories with that of Cantrell

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and the inspiration for his masterpiece, Wendy Lee's intricate, multilayered novel explores the unique fascination of great art and the lengths to which some are driven to create it--and to possess it.

Master your game from the inside out! With more than 800,000 copies sold since it was first published thirty years ago, this phenomenally successful guide has become a touchstone for hundreds of thousands of people. Not just for tennis players, or even just for athletes in general, this handbook works for anybody who wants to improve his or her performance in any activity, from playing

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music to getting ahead at work. W. Timothy Gallwey, a leading innovator in sports psychology, reveals how to • focus your mind to overcome nervousness, self-doubt, and distractions • find the state of “relaxed concentration” that allows you to play at your best • build skills by smart practice, then put it all together in match play Whether you're a beginner or a pro, Gallwey's engaging voice, clear examples, and illuminating anecdotes will give you the tools you need to succeed. “Introduced to The Inner Game of Tennis as a graduate student years ago, I recognized the obvious benefits

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of [W. Timothy] Gallwey's teachings. . . . Whether we are preparing for an inter-squad scrimmage or the National Championship Game, these principles lie at the foundation of our program.”—from the Foreword by Pete Carroll

Become more confident at work. You need confidence to inspire trust, communicate effectively, and succeed in your organization. But self-doubt and nerves can undermine your ability to act decisively and persuade others. What can you do to push past these insecurities? This book explains how you can use emotional intelligence to become more confident at work. You'll learn how to

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correct what is holding you back, how to overcome imposter syndrome, and when feeling too self-assured can actually backfire. This volume includes the work of: Tomas Chamorro-Premuzic Rosabeth Moss Kanter Amy Jen Su Peter Bregman How to be human at work. The HBR Emotional Intelligence Series features smart, essential reading on the human side of professional life from the pages of Harvard Business Review. Each book in the series offers proven research showing how our emotions impact our work lives, practical advice for managing difficult people and situations, and inspiring essays on what it

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means to tend to our emotional well-being at work. Uplifting and practical, these books describe the social skills that are critical for ambitious professionals to master.

A Tale of "O"

Think Outside The Building

The Streak

Reinventing Organization Development

*A Field Guide to Scaling Up Your Business
(Techstars)*

When Giants Learn To Dance

Since 1920, the Chicago Bears have played over 1,000 games! This resilient franchise also boasts the most players inaugurated into the Pro Football Hall of Fame. George Halas, known as

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ÒPapa Bear,Ó has led the team into many victories not only as a player, but as a coach and team owner, too! Learn more about the Chicago Bears in this inspiring team profile for young audiences.

Offers advice on investment strategy and risk management, clears up common misconceptions about the stock market, and discusses economic forecasts and long-range planning.

In The World We Want, Peter Karoff presents a collective vision of an ideal world. By sharing his experiences and through conversations with more than forty social entrepreneurs, activists, nonprofit leaders, and philanthropists who are changing notions of 'the human condition' in Africa, Asia, Eastern Europe, Latin America, and North America, he describes how new partnerships and approaches are reducing

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suffering and gaining greater equity for people everywhere. These visionaries are engaged in a struggle of sorts, and that conscious engagement_'the shoulder to the wheel'_is a fundamental part of the world they want. The book weaves together multi-sector, multidiscipline strategies, but_in large part_it is about the power of human connection, reinforced by personal stories of motivation and the human capacity for caring. Without ignoring the institutional and cultural obstacles, and the courage needed to face down the dark side of human behavior, Karoff shows how citizen engagement and open source solutions could tip the scale toward a better world. The author looks at winning and losing in the business world, arguing that the key to success lies in an organization's character, perseverance, winning tradition, and confidence.

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A Guide to Collecting Edible and Tasty Mushrooms

How Advanced Leaders Can Change the World One Smart Innovation at a Time

On Being Different in an Organization

The Turnaround

Mushrooming with Confidence

The Science of Doing Your Best when it Matters Most

From the author of the bestselling *Golf Is Not a Game of Perfect* comes a masterly illumination of golf's mental game.

When that book was published, Dr Bob Rotella made accessible for the first time what he had learned from working with the best golfers in the world. Dr Rotella follows up the success of *Golf Is Not a Game of Perfect* with a book filled with anecdotes and motivational instruction focusing on the most important

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skill a golfer can have: the ability to think confidently. Filled with inspirational stories about the great players, great courses and great tournaments, Golf Is a Game of Confidence encourages golfers, no matter what their level, to reach new heights in their games and their lives.

Volumes of motivational material have been published. These works are often well-thought out systems that provide guidance to achieve your goal. Whether it's losing weight, gaining muscle, finding a perfect mate, getting the perfect job, launching your own start-up...there is a motivational book, video or blog that promises to deliver you to your destination. Why then, do so many people who subscribe to these programs still fall short of reaching their goals? From childhood, Andre Julian was his own worst enemy. He was raised to believe that success just

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wasn't in the cards for him. It wasn't until he experienced a transformational event that shifted the way he thought about himself that he started to achieve success in life. Years after this life-changing event, he learned why this transformation happened but could never figure out how to explain it, or how to teach others to transform themselves. Andre has found that most people are not able to sustain a long-term strategy toward success because of their inherent mindset. Research has shown that our incentive-reward system is based upon accomplishing short-term goals. Reprogramming yourself for success is impossible unless you find a way to bridge the gap between your short-term incentive system and the attainment of long-term goals. By combining two very simple processes, Andre developed a method to bridge that gap.

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Picking mushrooms in the woods on a sunny day can be fun for the whole family . . . but only if you do it safely! There are thousands of different species of fungi, so it can be hard to tell which are edible and which are poisonous when you are picking them for yourself in the wild. Safe and unsafe species often closely resemble each other, and worrying about which mushrooms are safe and which might be deadly can take all the fun out of mushrooming. Enter *Mushrooming with Confidence!* Improving on the usual overwhelming and exhaustive wild plant guidebook, *Mushrooming with Confidence* is a slim, handy manual that focuses on the tastiest and most common mushrooms, so that you can easily spot those that are not only safe to eat, but also a delight to cook and share! Here mushrooms are divided into four identification categories so

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that anyone will be able to recognize what he or she is looking at quickly and correctly. Thirty of the most common and delicious types are explained in detail, from the common field mushroom to the pretty purple amethyst deceiver and the prolific and tasty charcoal burner. Each mushroom includes a “Positive ID Checklist” that the reader can go through to be absolutely certain they have the right species, and more than 300 color photographs make it a snap to know exactly what kind of mushroom you’ve found . . . and whether you really want to pick it! With lists of the best tools for mushrooming, the best techniques for getting a mushroom out of the ground in one piece, and even how to remove worms, Mushrooming with Confidence will extinguish any fear or doubt that might stop you from hunting down your own delicious mushrooms. This

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will prove a fun and essential guide for novice and experienced pickers alike!

A comprehensive and rigorous introduction for graduate students and researchers, with applications in sequential decision-making problems.

**How Joe Dimaggio Became America's Hero
Scorecasting**

Supercorp

Startup CEO

Bandit Algorithms

50th Anniversary Commemorative Edition

Ask yourself honestly, is your professional life going according to plan? If you are not developing your

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leadership skills, there is an essential element missing from your efforts for success. Leading from the Front will show you how to start leading your life rather than allowing your life to lead you. Many women have never received formal leadership training. They weren't taught to be decisive, commanding, and ready to take risks. But it's never too late to change. Angie Morgan and Courtney Lynch weren't born leaders-they became leaders during their years in the U.S. Marine Corps, enduring some of the toughest training on earth. Now they pass the leadership know-how and experience from that training on to you. Drawing on their years as Marine Corps officers and successful private

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consultants, Morgan and Lynch deliver 10 key practices to becoming a powerful leader. You'll improve your decision making, focus, and performance as you learn to Set an inspiring example Think fast on your feet Stop making excuses Take care of your team (so they'll take care of you) Respond without overreacting Stay cool while dealing with crises Have the courage to achieve your goals Learn how to effectively take on any challenge that comes your way-with the confidence you need to lead like the toughest Marine, but with a woman's touch.

What makes some communes work, while others fail? Why is it so difficult to put utopian ideals into practice? Rosabeth

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Kanter offers a unique analysis of the nature and process of enduring commitment, basing her theory of commitment mechanisms on exhaustive research of nineteenth-century utopias, sharpened by first-hand knowledge of a variety of contemporary groups. The book moves in a lively fashion from Oneida, Brook Farm, and the Shakers to present-day phenomena such as rural communes and Synanon.

Marty loses his lucky baseball bat, and his confidence along with it, and wonders if he will recover both in time to help the Tigers win the championship.

Describes the career challenges produced by corporate reductions and reorganizations of staff, looks at

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international competition, and tells how to develop a wider range of business skills

How to Build Life-Changing Confidence

New Dimensions in Philanthropy and Social Change

Confidence: How Winning and Losing Streaks Begin and End

New Edition

The Chicago Bears Story

The Great Satchel Paige vs. Rookie Joe DiMaggio

**A successful Wall Street trader turned
Cambridge neuroscientist reveals the
biology of financial boom and bust,**

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showing how risk-taking transforms our body chemistry, driving us to extremes of euphoria or stressed-out depression. The laws of financial boom and bust, it turns out, have a lot to do with male hormones. In a series of startling experiments, Canadian scientist Dr. John Coates identified a feedback loop between testosterone and success that dramatically lowers the fear of risk in men, especially young men; he has vividly dubbed the moment when traders

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transform into exuberant high flyers "the hour between dog and wolf." Similarly, intense failure leads to a rise in levels of cortisol, which dramatically lowers the appetite for risk. His book expands on his seminal research to offer lessons from the exploding new field studying the biology of risk. Coates's conclusions shed light on all types of high-pressure decision-making, from the sports field to the battlefield, and leaves us with a powerful recognition: to handle risk isn't

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a matter of mind over body, it's a matter of mind and body working together. We all have it in us to be transformed from dog to wolf; the only question is whether we can understand the causes and the consequences.

Douglas uncovers the underlying reasons for lack of consistency and helps traders overcome the ingrained mental habits that cost them money. He takes on the myths of the market and exposes them one by one teaching traders to look

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beyond random outcomes, to understand the true realities of risk, and to be comfortable with the "probabilities" of market movement that governs all market speculation.

In 1936, the New York Yankees wanted to test a hot prospect named Joe DiMaggio to see if he was ready for the big leagues. They knew just the ballplayer to call—Satchel Paige, the best pitcher anywhere, black or white. For the game, Paige joined a group of amateur African

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American players, and they faced off against a team of white major leaguers plus young DiMaggio. The odds were stacked against the less-experienced black team. But Paige's skillful batting and amazing pitching—with his "trouble ball" and "bat dodger"—kept the game close. Would the rookie DiMaggio prove himself as major league player? Or would Paige once again prove his greatness—and the injustice of segregated baseball?

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Throughout her extraordinary career, Professor Rosabeth Moss Kanter has always pushed the boundaries through her high-level field research, and her breakthrough ideas with practical applications for a broad audience. One of the world's bestselling business thinkers, her work on leadership and change management has influenced the most enlightened and successful executives and entrepreneurs. Supercorp, based on a three-year worldwide research

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program, provides the answer to a question crucial to both business and society more broadly: as a company grows, how can it avoid becoming a lumbering, corrupt giant? Companies such as IBM, Procter & Gamble, Mexican-based Cemex and Japanese-based Omron provide the models that businesses small and large can use to stay on track, outstrip the competition, and attract and motivate the new generation of talent. And, Professor Kanter provides the

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evidence of the powerful synergy between the financial success shareholders want and social conscience - it is only these 'vanguard companies' that are big but human, efficient but innovative, global but local, that will succeed in the future.

NBA Star

How Winning Streaks and Losing Streaks Begin and End

OVERCONFIDENCE AND WAR

Using Micro-Goals to Achieve the Success You Seek

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Career Imprints

Trading in the Zone

A behavioral economist and a veteran Sports Illustrated writer analyze hidden influences and subtle biases that shape sports plays, covering such topics as performance pressures, the "home field advantage" and the overpayment of athletic talent. Reprint.

Shows how to turn globalization into opportunity--to grow new businesses, create new jobs, revitalize regions, and develop international cities of the future

Justin Verlander has been one of the top pitchers in Major League Baseball (MLB) since he joined the Detroit

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Tigers in 2006. In his first season, Justin was named American League (AL) Rookie of the Year. He went on to throw a no-hitter in 2007. Then he threw another no-hitter in 2011. Justin won the AL Cy Young Award in 2011 as the league's best pitcher. He was also named the league's Most Valuable Player that year, a rare honor for a pitcher. Learn more about one of the best baseball players in the world.

Offers more than 20 different strategies to use to downplay and reduce the feelings of stress while under pressure in both personal and professional situations, from public speaking, sales presentations to job interviews and even playing a friendly, but competitive,

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game of golf. 40,000 first printing.

Confidence (HBR Emotional Intelligence Series)

Master the Market with Confidence, Discipline, and a Winning Attitude

The World We Want

Leadership in a Changing World

Commitment and Community

Beyond Authority

You're only a startup CEO once. Do it well with Startup CEO, a "master class in building a business." —Dick Costolo, Former CEO, Twitter Being a startup CEO is a job like no other: it's difficult, risky, stressful, lonely, and often learned through trial and error. As a startup CEO seeing things for the first time,

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you're likely to make mistakes, fail, get things wrong, and feel like you don't have any control over outcomes. Author Matt Blumberg has been there, and in Startup CEO he shares his experience, mistakes, and lessons learned as he guided Return Path from a handful of employees and no revenues to over \$100 million in revenues and 500 employees. Startup CEO is not a memoir of Return Path's 20-year journey but a thoughtful CEO-focused book that provides first-time CEOs with advice, tools, and approaches for the situations that startup CEOs will face. You'll learn: How to tell your story to new hires, investors, and customers for greater alignment How to create a values-based culture for speed and engagement How to create business and personal operating systems so that you can balance your life and grow your company at the same time How

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to develop, lead, and leverage your board of directors for greater impact How to ensure that your company is bought, not sold, when you exit Startup CEO is the field guide every CEO needs throughout the growth of their company.

Chronicles the story of the legendary baseball star, his favorite bat, Betsy Ann, and the longest hitting streak in baseball history, which united the country on the brink of World War II. The world's greatest sports stars are known for dominating their opponents and making dynamic plays that amaze their fans. Get to know NBA star Jimmy Butler, highlighting the biggest moments of his career. Filled with exciting photos, compelling text, and informative sidebars, this book is sure to be a hit with young basketball fans.

Based on her research of 800 biotechnology companies and

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3,200 biotechnology executives, Harvard Business School professor Monica Higgins discovered that one firm—Baxter—was the breeding ground for today's most successful biotechnology ventures. This phenomena of one organization spawning an industry has also been seen in the high-tech (Hewlett-Packard) and semiconductor industries (Fairchild). However, until now there has been no suitable explanation of why and how these organizations were able to create the next generation of industry leaders. Career Imprints shows why Baxter was so successful in spawning senior executives and offers an understanding of what it takes for an organization to produce leaders that will dominate an industry for years to come. In this important book, Higgins shows that an organization's "career imprint"³/₄the result of company systems, structure, strategy,

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and culture^{3/4}that employees take with them throughout their careers is the key to creating great leaders. By understanding these factors, staff, human resource executives, and CEOs can analyze their own organization's career imprint and develop leaders.

New Approaches to Change in Organizations

The rules of risk and reward used by generations of Swiss bankers

Confidence

World Class

How Risk-Taking Transforms Us, Body and Mind

Streaking to Win

With Leadership Lessons from West Point as a guide, leaders in the business, nonprofit, and

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government sectors can learn leadership techniques and practices from contributors who are teaching or have taught at the U.S. Military Academy at West Point and have served in positions of leadership that span the globe. These military experts cover a broad range of topics that are relevant to any leadership development program in any sector. The articles in this important resource offer insight into what leadership means to these experts—in both war and peacetime—and describe their views on quiet leadership, mission, values, taking care of people, organizational learning, and leading change.

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In this landmark work on corporate power, especially as it relates to women, Rosabeth Moss Kanter, the distinguished Harvard management thinker and consultant, shows how the careers and self-images of the managers, professionals, and executives, and also those of the secretaries, wives of managers, and women looking for a way up, are determined by the distribution of power and powerlessness within the corporation. This new edition of her award-winning book has a major new afterward in which the author reviews and analyzes how attitudes and practices within the corporate power structure have changed in

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the 1990s.

JAM-PACKED WITH CONFIDENCE-BUILDING TECHNIQUES *Confidence is essential to success, happiness, and peace of mind. Whether it be in sports, business, or any other area of life, the most confident people tend to be the most successful. But despite knowing how important confidence is, it's easy to lose your self-confidence and start doubting yourself-especially during difficult times. This book will show you how to build and maintain confidence while eliminating self-doubt and insecurity-no matter what is going on around you. In this inspirational*

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fable, Danny O'Connor is an insecure fourth-string quarterback on one of the worst college football teams in America. But his life changes when a new coach named Bud Sullivan is hired and begins showing Danny and his teammates how to build the confidence needed to turn around their losing ways. Over the course of three years, Bud lays the foundation for one of the greatest turnarounds in college football history and Danny learns invaluable lessons that will last him a lifetime. As this story plays out, you will learn the practical, real-world methods used by some of the greatest coaches of all time

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for instantly generating self-confidence. Perfect for individuals and teams, the powerful techniques in this book will help you build the type of confidence that can turn around any situation and ignite winning streaks in every area of life.

Over a decade ago, renowned innovation expert Rosabeth Moss Kanter co-founded and then directed Harvard's Advanced Leadership Initiative. Her breakthrough work with hundreds of successful professionals and executives, as well as aspiring young entrepreneurs, identifies the leadership paradigm of the future: the ability

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to "think outside the building" to overcome establishment paralysis and produce significant innovation for a better world. Kanter provides extraordinary accounts of the successes and near-stumbles of purpose-driven men and women from diverse backgrounds united in their conviction that positive change is possible. A former Trader Joe's executive, for example, navigated across business, government, and community sectors to deal with poor nutrition in inner cities while reducing food waste. A concerned European banker used the power of persuasion, not position, to find novel financing for improving

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the health of the oceans. A Washington couple enticed global partners to join an Uber-like platform to match skilled refugees with talent-hungry companies. A visionary journalist-turned-entrepreneur closed social divides by giving fifty million social media users access to free local education and culture. When traditional approaches are inadequate or resisted, advanced leadership skills are essential. In this book, Kanter shows how people everywhere can unleash their creativity and entrepreneurial adroitness to mobilize partners across challenging cultural, social, and political situations and innovate for a

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brighter future.

Leadership Lessons from West Point

How Vanguard Companies Create Innovation, Profits, Growth, and Social Good

Something to Prove

The Hour Between Dog and Wolf

Men and Women of the Corporation

Golf is a Game of Confidence

Through compelling ideas and examples, Beyond Authority argues that new leaders need to be confident to legitimise themselves and challenge old ways. They need to develop a leadership style that

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enables them to lead beyond the traditional boundaries and constraints of their organizations.

Praise for Reinventing Organization

Development "A hard hitting yet hopeful look at a field concerned with renewal that is in need of renewal itself. This book is full of intelligent questions, provocative appraisals, and prescriptions for action that they serve." -Rosabeth Moss Kanter, chaired professor, Harvard Business School; author, Confidence: How? Winning Streaks and Losing Streaks

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Begin and End "Wise, invaluable advice that the field and its practitioners should heed if the field of OD is to take its rightful place as an applied behavioral science that can make a difference in the economic and human affairs of organizations." -Michael Beer, professor emeritus, Harvard Business School; chairman, Center for Organizational Fitness "Few disciplines in decline have subjected themselves to so profound a self-evaluation. It should lead ?to a rejuvenation of the field. Whether

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or not it does, there is a great deal to learn here about organizations and relevant professional practice." -Russell Ackoff, professor emeritus, Wharton School, University of Pennsylvania "Two of the leaders of the field of OD have collaborated to present us with a compelling and controversial state of the art." -Len Schlesinger, vice chairman and chief operating officer, Limited Brands "The book challenges OD consultants to think broadly about their organizational roles and to assert their rightful place

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in organizations." -Jean M. Bartunek,
Robert A. and Evelyn J. Ferris Chair
Professor of Organization Studies, Boston
College

Creating Leaders Across An Industry

The Hidden Influences Behind How Sports
Are Played and Games Are Won

The Art of Confidence

The Lucky Baseball Bat

Performing Under Pressure

Jimmy Butler