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This companion to The Lean

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Turnaround shows exactly how to use "lean leadership" to eliminate waste while increasing profitability and driving sustainability While many companies have attempted to become Lean,

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few have captured the full promise of this better way of business. In this compelling sequel to The Lean Turnaround, lean pioneer Art Byrne leads you through a step-by-step transformation in

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which he tackles all the key challenges that you will deal with. Lean is more than a tactic. Byrne reveals its power as a complete strategy that:
*Dramatically boosts profit margins, earnings, and

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ultimately enterprise value by
*Engaging every employee in a
culture of continuous
improvements where *Every
person takes ownership for
problem-solving and learning
in order to *Deliver more value

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to the customer by identifying and removing waste—permanently. In The Lean Turnaround Action Guide, Byrne draws from his 30 years of experience leading Lean in more than 30

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companies. By setting this book in a company based on his experience, he is able to identify and guide you through the many challenges you will face on your successful Lean turnaround.

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"Can changing your look change your life...." Self confessed scruff, 33 year old Lyndsey Daly doesn't believe so until friends set her up to appear on "Turnaround" a top rating TV make-over show.

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Struggling with the breakdown of her marriage, the reluctant TV star finds herself having to juggle the demands of filming, with her dual roles of daughter to 59 year old Renee, and mother to 11 year old

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Cassandra, each of whom are facing a crisis.... Unhappy in her new school, Cassie befriends a stray dog and hides him in a secret place. In the aftermath of the discovery of the animal's lair, and the

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witnessing of something
shocking, the traumatised
child goes on the run.....

Meanwhile, on a mission to
save her daughter's marriage,
Renee indulges in a
dangerous game of sexual cat

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and mouse with her son-in-law, Raymond Daly.

"Turnaround" changes Lyndsey's life and those of her family in ways she has been unable to foresee. Faced with betrayal from those she loves

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the most, she will undergo tears and trauma as the foundations of her very existence begin to crumble. But help is at hand. As events spiral out of control the "Turnaround" presenters step

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in to ensure that all, ultimately,
ends well.....

Practical advice (supported by
extensive case studies) for
fixing troubled arts
organizations

Is your once-thriving

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organization stuck? Is your team on life support, unable to deliver on its potential? Is your initiative or campaign limping along instead of sprinting ahead? Lisa Gable, turnaround mastermind, offers

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Organizations
a clear-headed,
straightforward method for
getting you back on track. For
more than 30 years, Lisa Gable
has been called to turnaround
failing
organizations—businesses,

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teams, nonprofits, political campaigns, and government projects—and solve seemingly intractable problems. From Silicon Valley to Washington DC, she's seen it all. Over time, she's learned the key to

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course-correct when things go
South is applying the
discipline of process
engineering—carefully
reevaluating everything your
organization does and how it
does it—with diplomacy and

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humanity, taking care of relationships, and forging strong partnerships. In Turnaround, Gable shares her simple but powerful method for breathing new life into the most troubled ventures:

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Visualize the future—don't fix what's there; start from scratch. Break down the present—ditch what isn't working; keep what does. Create a path to your future—map out critical

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decisions and actions needed. Execute with confidence and diplomacy—speed up by partnering well with others. At a time when dizzying innovation cycles, hyper-competition, and a global

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pandemic have made survival more challenging than ever, Gable's time-tested and industry-proof method will give you the tools to turn your ship around and chart a course to success.

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Corporate Turnaround Artistry
Turnaround Artists
Strategic Planning in the Arts
Turn Around Time
The Lean Turnaround Action
Guide: How to Implement
Lean, Create Value and Grow

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Your People
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The 24-Hour Turn-Around
From the New York Times
bestselling author of
Tears We Cannot Stop
"Entertaining Race is a
splendid way to spend

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quality time reading one
of the most remarkable
thinkers in America
today." –Speaker Nancy
Pelosi "To read
Entertaining Race is to
encounter the life-long

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vocation of a teacher who
preaches, a preacher who
teaches and an activist
who cannot rest until all
are set free." -Senator
Reverend Raphael Warnock
For more than thirty

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years, Michael Eric Dyson
has played a prominent
role in the nation as a
public intellectual,
university professor,
cultural critic, social
activist and ordained

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Baptist minister. He has presented a rich and resourceful set of ideas about American history and culture. Now for the first time he brings together the various components of

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his multihued identity and
eclectic pursuits.

Entertaining Race is a
testament to Dyson's
consistent celebration of
the outsized impact of
African American culture

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and politics on this
country. Black people were
forced to entertain white
people in slavery, have
been forced to entertain
the idea of race from the
start, and must find

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entertaining ways to make
race an object of national
conversation. Dyson's
career embodies these and
other ways of performing
Blackness, and in these
pages, ranging from 1991

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to the present, he
entertains race with his
pen, voice and body, and
occasionally, alongside
luminaries like Cornel
West, David Blight, Ibram
X. Kendi, Master P, MC

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Lyte, Ta-Nehisi Coates,
Alicia Garza, John
McWhorter, and Jordan
Peterson. Most of this
work will be new to
readers, a fresh light for
many of his long-time fans

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and an inspiring
introduction for
newcomers. Entertaining
Race offers a compelling
vision from the mind and
heart of one of America's
most important and

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enduring voices.

Organizations
In this clear-minded but
sobering book, Michael M.
Kaiser assesses the
current state of arts
institutions—orchestras;
opera, ballet, modern

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dance, and theater
companies; and even
museums. According to
Kaiser, new developments
in the twenty-first
century, including the
Internet explosion, the

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death of the recording
industry, the near-death
of subscriptions, economic
instability, the focus on
STEM education in schools,
the introduction of movie-
theater opera, the erosion

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of newspapers, the threat to serious arts criticism, and the aging of the donor base have together created tremendous challenges for all arts organizations. Using Michael Porter's

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model of industry
structure to describe how
industries evolve, Kaiser
argues persuasively that
unless steps are taken
now, midsized performing
arts institutions will

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have all but evaporated by
2035. Only the largest
arts organizations will
survive, with tickets
priced for the very
wealthy and programming
limited to the most

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popular and lucrative
productions. Kaiser

concludes with a call to
arms. With three
extraordinary decades'
experience as an arts
administrator behind him,

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he advocates passionately
for risk-taking in
programming and more
creative marketing, and
details what needs to
happen now-building strong
donor bases, creating

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effective boards, and
collective action—to
sustain the performing
arts for generations to
come.

The third book in the
Angelique De Xavier

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series, from author
Christopher Brookmyre. If
society has the B-list
celebrities it deserves,
it now has a killer to
match. Except that Simon
Darcourt is a great deal

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more successful in his
career choice than the
average talent show
contestant. He's also got
the media taped - by the
simple expedient of by-
passing them completely

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and posting real-time coverage of his killings on the internet. He's got viewing figures to make the world's TV executives gasp in envy, and he's pulling the voyeuristic

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strings of every viewer by
getting them to 'vote' to
keep his captives alive.
Angelique De Xavier, his
previous nemesis, is
drafted onto the police
team trying to bring this

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one-man celebrity hate-
fest to an end. But she
can't do it alone, she
needs the magical skills
of her lover, only she
doesn't know where Zal is
and meanwhile a whole load

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of celebs are, literarily,
dying to be famous. An
intelligent satire, a
thriller with exhilarating
pace - Christopher
Brookmyre at his best.
While a college student at

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Wharton, Jason Kothari
scraped together money
from family and friends to
save his childhood
favourite comic book
company, Valiant
Entertainment, from

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bankruptcy and bring it
back to life. A few years
later, he transformed
Valiant into the third-
largest superhero
entertainment company in
the world after Marvel and

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DC Comics and sold it for
\$100 million. Jason then
became a professional
turnaround leader and went
on to transform distressed
Indian Internet icons
Housing.com, FreeCharge

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and Snapdeal, helping save
billions of dollars in
value, and advise giants
like technology investor
Softbank and real estate
developer Emaar, who have
invested billions of

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dollars in India.

Irrationally Passionate
reveals the inside story
of how a rebel, train-
wreck kid transformed
himself into a successful
young entrepreneur and

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business leader who became one of the top ten paid executives in India while only in his 30s. From getting his first job as an assistant to Jackie Chan in Hong Kong, to

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learning strategy from
champion Muay Thai
fighters in Thailand, to
tackling huge personal
setbacks, to becoming a
CEO in 60 seconds, among
many other stories -

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Jason's inspiring journey
across countries,
industries and companies
has something for
everyone, right from
students to entrepreneurs
to corporate CEOs to even

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parents of students and
entrepreneurs.

Irrationally Passionate is
a highly personal,
authentic, open and
complete account of a
young entrepreneur's life.

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Brimming with practical advice and philosophical insights, it will force readers to reflect on how they perceive life, work, family and spirituality by giving them a fresh

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perspective.

Organizations
Corporate Turnaround

Turnaround
Creating and Maintaining
Healthy Arts Organizations
A Playbook for

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Transforming

Underperforming Teams

The Cycle

Manufacturing and process plants must be regularly closed down for planned maintenance operations. This may entail the complete

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*shutdown and re-start of
large-scale serial and batch
operations and must be
performed in as short a
period of time as is cost-
effective. This is the
process of turnaround, and
as the processes are often*

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high value and the maintenance operations intensive, complex and costly, it is vital that it be planned and carried out effectively. Tom Lenahan is an acknowledged expert in this field, who has worked

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*and consulted
internationally, and his
book will show the
maintenance manager or
project leader how to get
the job done correctly. This
will include ensuring that
lost production value*

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(including sourcing replacement capacity) is balanced against intensive maintenance costs, as well as numerous other factors that may not be obvious to the first-time shutdown manager. The book draws upon

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*his many years of experience
with ICI, and has been
written in conjunction with
Eutech Engineering Services
Ltd. Foreword by Anthony
Kelly, author of Maintenance
Strategy and Maintenance
Organization and Systems*

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In Wreck-It Ralph, Disney's expert team of concept, visual development and story artists explore the hidden world of video games from classic 8-bit arcade games to the most modern and inventive offerings of the

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digital age. At the center of this hilarious and wildly original video-game-hopping adventure is Wreck-It Ralph, an arcade game bad guy who breaks all the rules when he sets off on a mission to prove he can be good. The

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Art of Wreck-It Ralph captures the fresh artistic vision of the film and the aesthetic journey of the filmmakers through interviews with the film's many artists, including a foreword by director Rich

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Moore and a preface by John Lasseter. Illustrated with character sketches, storyboards, visual development paintings, colorscripts, and more, this behind-the-scenes look at Disney's latest 3-D animated

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*epic is a treat for video
game and animation lovers
alike.*

*Half a million American
businesses are in deep
trouble right now, and one
in five will fail this year.
If your company is*

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*exhibiting the classic
warning signs of collapse -
such as vendors demanding
payments COD and cash flows
that won't cover next
month's payroll - you must
read this book. The Art of
the Turnaround teaches*

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owners and managers how to manage under fire, regroup, and resurrect their troubled companies. Written by two seasoned turnaround artists, it shows how to use your embattled position to new advantage when negotiating .

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*. . slash fixed overhead
costs by at least 30 percent
. . . weigh every available
option (including a few you
may not be aware of) . . .
and transform sheer survival
into newfound success.
How to steer your business*

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*through times of financial
distress and achieve
sustained profitability
Corporate Turnaround
Artistry is a complete guide
for entrepreneurial
companies in times of
financial*

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*distress—presenting
effective strategies and
proven methods to revive and
rehabilitate your business.
Uncertain economic times
have significantly altered
the financial resources
available to struggling*

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***businesses. Narrowing
margins and mounting
internal and external
pressure has taken their
toll on many companies.
Fortunately, most businesses
can be repaired while
maintaining their existing***

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*revenue structure. Offering
practical steps that go
beyond simple cost-cutting
and sales-building advice,
this invaluable guide
teaches you how to control
cash, secure financial
relief, and develop a*

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comprehensive turnaround plan that your employees, customers, and creditors will support. Business leaders and entrepreneurs often fall into the trap of assuming new debt when tough times strike. Author and

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Certified Turnaround

Practitioner Jeff Sands

*shows that to many
struggling businesses, more
money is no longer the
answer to the problem.
Expert advice on topics
including cashflow*

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***stabilization, short and
long-term profit
sustainability, lean
management techniques, and
more, provides the framework
to timely and efficient
corporate turnaround. From
identifying the initial cash***

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*crisis to meeting with
creditors and developing a
plan, this essential
resource will help you:
Stabilize your financial
liabilities and re-structure
your debt Implement
effective turnaround*

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***strategies without
significant changes to your
corporate structure Preserve
the positions of your
current employees and their
community Give yourself a
fresh start with a lean and
agile business Thousands of***

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*businesses fall into
financial stress every
year—oftentimes in sudden
and dramatic fashion—leaving
CEOs and owners asking the
question “How do I save my
business”? Corporate
Turnaround Artistry: Fix Any*

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Business in 100 Days
provides the answer.

**Red to Black: The Art of the
Corporate Turnaround
Everyday Turnaround
A Walking Poem for the
Pacific Northwest
Objections**

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Curtains?

***Practical Tools and
Techniques for Implementing
Lean Throughout Your Company***

Written by leading experts
in the field of business,
finance, law and

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economics, this edited volume brings together the latest thoughts and developments on turnaround management and business rescue from an academic, judiciary and

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turnaround/insolvency
practitioner perspective.
Turnaround Management and
Bankruptcy presents
different viewpoints on
turnarounds and business
rescue in Europe.

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Presenting a state-of-the-art review of failure research in finance, such as on bankruptcy prediction, causes of decline, or distressed asset valuation. It also

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presents the latest
insights from turnaround
management research as
well as giving a
contemporary insight into
law debates on insolvency
legislation reform, cross-

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border judicial issues,
bankruptcy decision-making
by judges and competition
policy in distressed
economies. Finally, the
book provides a regional
and sector perspective on

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how the current crisis affects Europe, its government policies and industry performance. In this way, the volume presents a modern, interdisciplinary and

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scholarly overview of the
latest insights, issues
and debates in turnaround
management and business
rescue, developing a
European perspective in an
attempt to redress the

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predominance of an
American orientation in
the academic literature.
It aims at a wider
audience interested in
turnarounds and failure,
such as faculty and

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students in the fields of
law, business, economics,
accountancy, finance,
strategic management, and
marketing, but also at
judges, insolvency
practitioners, lawyers,

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accountants and turnaround professionals, as well as the EU and government officials, staff of trade unions and employer's associations.

Explains how Billy Beene,

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the general manager of the
Oakland Athletics, is
using a new kind of
thinking to build a
successful and winning
baseball team without
spending enormous sums of

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money.

Organizations
JAM-PACKED WITH CONFIDENCE-
BUILDING TECHNIQUES

Confidence is essential to
success, happiness, and
peace of mind. Whether it
be in sports, business, or

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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-

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confidence and start
doubting yourself-
especially during
difficult times. This book
will show you how to build
and maintain confidence
while eliminating self-

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doubt and insecurity-no
matter what is going on
around you. In this
inspirational fable, Danny
O'Connor is an insecure
fourth-string quarterback
on one of the worst

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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

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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

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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

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the greatest coaches of
all time for instantly
generating self-
confidence. Perfect for
individuals and teams, the
powerful techniques in
this book will help you

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build the type of
confidence that can turn
around any situation and
ignite winning streaks in
every area of life.

The 24-Hour Turnaround
challenges people to spend

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one hour reading and
contemplating each of the
book's 24 chapters and to
make a heartfelt decision
to change in the area each
chapter addresses. The
premise is that decisions

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made in those 24 hours
will transform the
reader's career, health,
relationships, and overall
attitude. The authors
provide specific, doable
advice, biblical

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affirmation, and
motivating examples to
help readers turn their
lives around. Topics
include improving self-
worth, setting achievable
goals, controlling

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anxiety, winning by
quitting, making the most
of money, discovering
excellence, and more.

The Big Turnaround
Be the Leader You Always
Wanted to Be.

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The 5-Day Turnaround
Go Ahead & Like It

Moneyball (Movie Tie-in
Edition) (Movie Tie-in
Editions)

American Turnaround

What do the London Science

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Museum, California Shakespeare Theater, and ShaNaNa have in common? They are all fighting for relevance in an often indifferent world. The Art of Relevance is your guide to mattering more to more people. You'll find inspiring

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examples, rags-to-relevance case studies, research-based frameworks, and practical advice on how your work can be more vital to your community. Whether you work in museums or libraries, parks or theaters, churches or afterschool

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programs, relevance can work for you. Break through shallow connection. Unlock meaning for yourself and others. Find true relevance and shine.

Getting Out Of A Company's Golden Handcuffs Is Going To

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*Take More Than Magic For
fourteen years Darcy Holtzman had
been going to her job as the chief
financial officer at the largest
independent office products
dealership in all of North Carolina,
Burgess Industries. And then, one*

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morning, she arrives at work to discover the owner and CEO is retiring, an announcement she anticipated more than the one that came after it: she would be taking on the title of vice president, and her hothead, controlling colleague,

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Ron Marchetti, would be the new president. Darcy knew right then that his appointment would change the course of company--potentially irreparably--and that it would take even more time and effort on her and the other managers' part to

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keep the company operating.

Though the story of Darcy and Burgess Industries in The Big Turnaround is one of fiction, author Ellen McIlhenny draws from her real-life experiences as a chief financial officer and business

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advisor to give life to the everyday workplace issues that plague most of us at some point in our careers. How the characters in this novel work together (or don't) will provide you--whether you're a CEO or a staff member--insight on how

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similar points of contention in our own workplaces can be avoided and negotiated through.

Turn Around is a five-day-per-week devotional that uses scripture as a springboard to reconsider what it means to give sacrificially,

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generously, and immediately--many times, without having to leave your own community.

Planning today is more important than ever. Both acquisition and allocation of resources are increasingly difficult for arts

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organizations as a result of emerging technologies, reduced arts education, aging donors, and the advent of new forms of entertainment. It is essential for arts organizations to take a coherent approach to these issues to remain

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vibrant over time. In fact, most arts organizations do periodically attempt some kind of planning exercise. But a review of hundreds of such plans suggests that most contain merely a wish list, rather than concrete plans for the future:

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"We will increase ticket sales!" is a common "strategy" expressed in too many arts plans. In the absence of details about how ticket sales will be increased, it's an empty promise. In Strategic Planning in the Arts, Michael M. Kaiser, the

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former head of the Kennedy Center in Washington, DC, and an arts management guru, has produced a clear, concise guide for staff or board members of not-for-profit arts organizations who are responsible for developing, evaluating, or

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implementing plans. Relying on real-world cases and examples, Kaiser shows how to conceive, assess, and act on every part of the strategic plan, from the mission statement to the financial statement; from managing the

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*board to marketing. Praise for
Michael Kaiser: "A rich yet tidy
cornucopia of solutions for the
challenges facing the American arts
scene." - Washington Post*

*The Real Estate Turnaround
How to Rescue Your Troubled*

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*Business from Creditors, Predators,
and Competitors*

*50 Questions Every Arts Board
Should Ask*

A Practical Guide

*Connections, Influences, and
Critical Discussions*

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Leading Roles
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How any manager can turn a struggling team into business champs In today's uncertain economic environment, teams are asked to do more with less. With resources stretched thin, turning around a struggling team has never been

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harder, and managers must work to identify and maximize whatever potential strengths a team already has. As sports fans already know, behind every great underdog story is a leader who roots out the competitive advantage that will propel the team to

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victory. In Team Turnarounds, Joe Frontiera and Dan Leidl share how this fine art of the turnaround really works, from how to inspire the team to the actual tools for change. Through interviews with team managers and turnaround masters in the NFL, MLB,

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and the NCAA, as well as managers at top global firms who have successfully reversed their fortunes, they show the six steps every team takes to make a 180 in their performance. • Presents a six-step model for turnarounds in any organization, based on the authors'

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extensive research with owners and general managers of sport franchises in the MLB, NFL, and NBA • Features first-hand accounts of sport turnarounds, from the legendary worst-to-first story of Bill Polian and the Indianapolis Colts to Jeffrey Lurie's

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efforts to transform the Philadelphia Eagles • Offers behind-the-scenes accounts of effective turnarounds at major organizations like Dominos Pizza, Juniper Networks, iContact, and the Broadway play, Spider-Man: Turn Off the Dark No matter how bad the

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circumstances, how awful the performance, or how far shares have plummeted, Team Turnarounds shows how any organization can make the climb back up to the top.

Every successful business needs to have turnaround tactics in its arsenal. When

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a business is struggling, it's these tactics that will turn the tide. Everyday Turnaround tells the tale of a turnaround CEO of a fictional organization who uses agile tactics such as kaizen and scrum to achieve success. Author Eric Kish developed and tested

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the Everyday Turnaround concept while executing 12 turnarounds across seven industries and three continents over a period of 18 years. From the introduction: "The guy who hired me to do my first turnaround was very smart. He gave me on average 18 months to

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complete a turnaround and then, overnight and with no warning, would move me to the next one. And he would not allow me to take any of the people I trained and coached in the previous one. This became a ritual for the next 10 years and resulted in 7 successful

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turnarounds. "I had very little time, if any, to prepare for the next turnaround. I had to get my bearings on the spot and 'fly the airplane while it was being built'. This meant that while discovering and developing assumptions I needed to act and have

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the organization follow. And I also knew that the day will come when I will move on overnight and will leave behind a leadership team and an organization that can fly 'the airplane' without me."

THE C-LEVEL GUIDE TO

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SUCCESSING WITH LEAN "With 30 years of accumulated experience, Art Byrne is one of the rare few people who can speak with authority about the pitfalls of financial measurement systems, the importance of respect for people, the power of Lean in the

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marketplace, and the leverage from organizing people around value streams. When he writes 'Go to the Gemba and Run Your Kaizen,' we must take heed." -- MASA AKI IMAI, bestselling author of Kaizen and Gemba Kaizen "In this wonderful and important book, Byrne

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shows us that Lean management,
understood and practiced correctly,
consistently delivers spectacular
results." -- BOB EMILIANI, author,
Better Thinking, Better Results, and
Professor, Connecticut State University
"A compelling picture of how Lean

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techniques and attitudes enable CEOs and senior executives to create a culture for transforming a company and putting it on a highperformance path." --

JERRY J. JASINOWSKI, former President of the National Association of Manufacturers "Art Byrne provides

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real-world examples of how he exhibited the wisdom and courage to do the right thing, improving work practices at all levels of the organization to deliver the right results for all stakeholders. Which comes first, the wisdom or the courage? Read The

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Lean Turnaround to find out." -- JOHN SHOOK, Chairman and CEO, Lean Enterprise Institute "Lean is the closest thing to magic I have experienced in my 40 years in business. I recommend Lean and this book to everyone responsible for the performance of a

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business, particularly those in private equity like me, where leverage magnifies the importance of cash." -- JOHN CHILDS, founder and CEO, of J. W. Childs Associates L.P. "A must-read for any leader interested in understanding the strategic advantages

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from focusing on activities that add value to the customer experience." --

GARY S. KAPLAN, MD, Chairman and CEO of the Virginia Mason Health System Lean isn't just for manufacturing anymore . . . Few business leaders in the world have

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applied Lean strategy as successfully as Art Byrne has--and none has the ability to explain how to do it with such succinctness and clarity. Famous for turning around the wire management company Wiremold, where he rethought every aspect of operations

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from the customer's standpoint--and got everyone else in the company to do likewise--Byrne has successfully implemented Lean strategies in more than 30 companies in 14 different countries. In The Lean Turnaround, this legendary business leader shares

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everything he has learned during his remarkable career and shows how anyone can achieve similar results. His primary message is this: Lean strategy isn't just for manufacturing. In fact, Byrne is using this very approach in his present position at a private equity

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firm. Whatever type of company you run, Lean can be used to improve virtually every aspect of operations, from training and leading employees to accounting and payroll issues. The Lean Turnaround explains all the ins and outs of applying Lean strategy to: Eliminate

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waste in every value-added operation
Deliver consistent value to customers
Stimulate growth and add jobs Increase
wealth for all your stakeholders Build a
company culture of continuous
improvement (kaizen) Instead of
attempting to get customers to conform

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to your way of doing things--which is, sadly, what most managers are taught to do--you need to configure your company to be responsive to the customers. This is at the core of Byrne's method--and it always works.

Visual art has been tied to hip-hop

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culture since its emergence in the 1970s. Commentary on these initial connections often emphasizes the importance of graffiti and fashion during hip-hop's earliest days. Forty years later, hip-hop music has grown into a billion-dollar global industry, and

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its influence on visual art and society has also expanded. This book-length printed edition of *Arts* collects essays by scholars who explore this evolving influence through their work in art education, cultural theory, and visual culture studies. The topics covered by

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these authors include discussions on identity and cultural appropriation, equity and access as represented in select works of art, creativity and copyright in digital media, and the use of fine art tropes within the sociocultural history of hip-hop. As a

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collected volume, these essays make potentially important contributions to broadening the narrative on art education and hip-hop beyond the topics of graffiti, fashion, and the use of cyphers in educational contexts.

The Art of Wreck-It Ralph

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Crafting Solutions for Troubled
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Businesses

The Ultimate Guide for Mastering The
Art and Science of Getting Past No
Entertaining Race
How Bad Management Nearly
Destroyed an Exceptional Company

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Discovering the Power to Change
**Featuring exclusive never before seen
concept art with a killer Glow-in-the-
Dark cover, this is the art book that
Rick and Morty fans have been waiting
for! The animated science-fiction
adventures of Rick and Morty are
irreverent, shocking, and**

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hilarious--from the cynical and rapid-
fire one liners, to the grotesquely and
endearing character designs. Now, take
a deep trans-dimensional dive into the
creation of these many insane universes
with **The Art of Rick and Morty!** This
new book is a must-have, not only for
followers of the series, but for fans of

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animation as well! Featuring intimate commentary from the show's creators accompanying a vast collection of process, concept, and production art, this striking volume offers a tantalizing exploration of one of the most outlandish and beloved shows on television. Don't miss your chance to see

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**the amazing art that goes into creating
this twisted and fantastic Adult Swim
series!**

**The most common failing in business
today is the inability to keep up with the
pace of change. The 5-Day Turnaround
explains how established companies can
kick-start growth by adopting the core**

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traits of smart startups. This fictional turnaround is brought to life by a cast of believable characters in five days of mind-stretching meetings.

An artistic, smart self-help book that prompts and inspires readers to write lists of things they like--a simple yet profound way to collect and remember

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the good in daily life. This scrapbook-style art book is an invitation to write lists of things you like: small things that bring delight, intriguing things that excite, and meaningful things that make every day special. It's a how-to guide, writing prompt, model for self-discovery, and beautiful inspiration for

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**daily gratitude, with poet Jacqueline
Suskin's personal lists intertwined with
photographs, illustrations, and
instruction. It's a self-help book for
people who might not be drawn to
standard self-help, and it's creative
thinking for people who might not
identify themselves as creative thinkers**

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(What does it mean to "like" something in today's digital age, anyways?). Above all, it presents a simple, dependable method to notice the good that's all around us--even in a traffic jam or waiting in line--so we can inhabit our world more fully and smile more in the process.

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There are few one-size-fits-all solutions in sales. Context matters. Complex sales are different from one-call closes. B2B is different than B2C. Prospects, territories, products, industries, companies, and sales processes are all different. There is little black and white in the sales profession. Except for

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**objections. There is democracy in
objections. Every salesperson must
endure many NOs in order to get to
YES. Objections don't care or consider:
Who you are What you sell How you sell
If you are new to sales or a veteran If
your sales cycle is long or short –
complex or transactional For as long as**

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salespeople have been asking buyers to make commitments, buyers have been throwing out objections. And, for as long as buyers have been saying no, salespeople have yearned for the secrets to getting past those NOs. Following in the footsteps of his blockbuster bestsellers Fanatical Prospecting and

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Sales EQ, Jeb Blount's Objections is a comprehensive and contemporary guide that engages your heart and mind. In his signature right-to-the-point style, Jeb pulls no punches and slaps you in the face with the cold, hard truth about what's really holding you back from closing sales and reaching your income

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goals. Then he pulls you in with examples, stories, and lessons that teach powerful human-influence frameworks for getting past NO - even with the most challenging objections. What you won't find, though, is old school techniques straight out of the last century. No bait and switch schemes, no sycophantic tie-

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downs, no cheesy scripts, and none of the contrived closing techniques that leave you feeling like a phony, destroy relationships, and only serve to increase your buyers' resistance. Instead, you'll learn a new psychology for turning-around objections and proven techniques that work with today's more

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**informed, in control, and skeptical
buyers. Inside the pages of Objections,
you'll gain deep insight into: How to get
past the natural human fear of NO and
become rejection proof The science of
resistance and why buyers throw out
objections Human influence
frameworks that turn you into a master**

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**persuader The key to avoiding
embarrassing red herrings that derail
sales calls How to leverage the “Magical
Quarter of a Second” to instantly gain
control of your emotions when you get
hit with difficult objections Proven
objection turn-around frameworks that
give you confidence and control in**

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**virtually every sales situation How to
easily skip past reflex responses on cold
calls and when prospecting How to
move past brush-offs to get to the next
step, increase pipeline velocity, and
shorten the sales cycle The 5 Step
Process for Turning Around Buying
Commitment Objections and closing**

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the sale Rapid Negotiation techniques that deliver better terms and higher prices As you dive into these powerful insights, and with each new chapter, you'll gain greater and greater confidence in your ability to face and effectively handle objections in any selling situation. And, with this new-

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**found confidence, your success and
income will soar.**

Performing Blackness in America

The Turnaround

The Art of Rick and Morty

The Art of the Turnaround

A Research Companion

Irrationally Passionate

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Management and the Arts, Fourth Edition provides you with theory and practical applications from all management perspectives including planning, marketing, finance, economics, organizational, staffing, and group dynamics ALL related to an

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arts organization. Whether you are a manager in a theatre, museum, dance company, or opera, you will gain useful insights into management.

*Topics written especially to help you with your management skills include: **
How arts organizations and

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*management evolved * The theories
and processes behind strategic
planning and decision making *
Organizing and organizational design
* Staffing and personal relations *
The tools and techniques available
from communicating effectively and*

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*keeping track of information **

*Budgeting, fundraising, and financial
management * Integrating various
management theories and practical
applications * How to work effectively
with boards * Sections on e-marketing
and Web marketing * Includes: case*

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*studies, statistics, career, and
financial information Revised to
reflect the latest thinking and trends
in managing organizations and people,
Management and the Arts, Fourth
Edition features class-tested questions
in each chapter, which help you to*

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integrate the material and develop ideas as to how the situations and problems could have been handled. Case studies focus on the challenges facing managers and organizations every day, and "In The News quotes give you real-world examples of

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*principles and theories. Developing
career skills and options, graduate and
postgraduate training opportunities,
and professional organizations and
conferences are highlighted.*

*A concise, practical, and timely guide
for board members of arts*

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Everywhere you look, businesses are closing their doors - both recent startups and long-standing establishments. No matter which statistics you read, it seems that the odds are against success for small-to-

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medium- sized businesses. Is closing the doors inevitable once the balance sheet reads red so many months in a row? Perry M. Anderson replies with a resounding No! This book offers hope and help to distressed business owners and managers in need of an

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immediate turn-around solution. Perry understands that it is not "just a business." Instead, it is the livelihoods that real families depend on.

Appreciative of the urgency with which complex and high-impact decisions must be made, he delineates

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those tasks that must be done now in order to stave off the creditors, and the steps to undertake next in bringing the company back from the brink. In compassionate yet no-nonsense terms, Mr. Anderson shines a light through the shadow of bankruptcy onto the

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landscape of business turnaround.

Most outdoor enthusiasts understand the phrase "turn around time" as that point in an adventure when one must cease heading out in order to have enough time to safely return to camp or home. In that vein, an award-

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*winning novelist explores midlife
through a lyrical journey along a trail.*

Team Turnarounds

*Turnaround Management and
Bankruptcy*

Fix Any Business in 100 Days

Turnaround Management

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The Art of Relevance

*Reinventing AT&T and GM and the
Way We Do Business in the USA*

**On a hot summer
afternoon in 1972, three
teenagers drove into an
unfamiliar neighborhood**

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and six lives were altered forever. Thirty five years later, one survivor of that day reaches out to another, opening a door that could lead to salvation. But another

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***survivor is now out of
prison, looking for
reparation in any form he
can find it. THE
TURNAROUND takes us
on a journey from the
rock-and-soul streets of***

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***the '70s to the changing
neighborhoods of D.C.
today, from the diners
and auto garages of the
city to the inside of
Walter Reed Army
Medical Hospital, where***

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**wounded men and women
have returned to the
world in a time of war. A
novel of fathers and sons,
wives and husbands, loss,
victory and violent
redemption, THE**

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TURNAROUND is another compelling, highly charged novel from George Pelecanos, "the best crime novelist in America." -Oregonian
The Art of the

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***Turnaround Creating and
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Organizations UPNE
When firms are on the
brink of failure, only
turnaround management
can restore performance***

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and profitability. The key is to provide stability and create cash (and a breathing space) for building long-term success. This fully revised edition provides practical

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***advice on restoring
confidence through
effective leadership and
planning. It highlights the
importance of
communication with
stakeholders, staff,***

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***customers and suppliers,
and how best to structure
the capital base of an
organization in order to
fund recovery and future
growth. Essential reading
for chief executives,***

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**consultants and merchant
bankers (as well as
investors tracking the
progress of ailing
businesses), this book
offers a definitive set of
tools and techniques.**

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A father and son team of consultants draws from 25 years of turnaround management--helping financially troubled businesses achieve maximum value--to offer

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***strategies to potential
lenders, purchasers,
consultants, and coaches
of troubled businesses.
Eighteen chapters set
forth the author's
conceptual approach,***

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**discuss the challenges
and pitfalls tha**

***My Turnaround from
Rebel to Entrepreneur
A Practical Approach to
Managing Arts
Organizations***

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***A Snowball In Hell
Management and the Arts
Turn Around
The Lean Turnaround:
How Business Leaders
Use Lean Principles to
Create Value and***

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Transform Their Company
Organizations

In the third book of his popular trilogy on creating and sustaining arts organizations, Michael Kaiser reveals the hidden engine that powers consistent success. According to Kaiser, successful arts organizations

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pursue strong programmatic marketing campaigns that compel people to buy tickets, enroll in classes, and so on—in short, to participate in the organization ' s programs. Additionally, they create exciting activities that draw people to the

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organization as a whole. This institutional marketing creates a sense of enthusiasm that attracts donors, board members, and volunteers. Kaiser calls this group of external supporters the family. When this hidden engine is humming, staff,

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board, and audience members, artists, and donors feel confidence in the future. Resources are reinvested in more and better art, which is marketed aggressively; as a result, the “ family ” continues to grow, providing even more resources. This

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self-reinforcing cycle underlies the activities of all healthy arts organizations, and the theory behind it can be used as a diagnostic tool to reveal—and remedy—the problems of troubled ones. This book addresses each element of the cycle in the hope

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that more arts organizations around the globe—from orchestras, theaters, museums, opera companies, and classical and modern dance organizations to service organizations and other not-for-profit cultural institutions—will be able to sustain

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remarkable creativity, pay the bills,
and have fun doing so!

The man who was selected by
President Barack Obama to come out
of retirement and turnaround the
nearly bankrupt General Motors after
its financial bailout in 2009 offers a

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memoir of his successes at that
company, as well as AT&T. 125,000
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The Art and Science of Daily Business
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The Future of the Arts in America

How to Change Course When Things

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