
Orbiting The Giant Hairball

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Orbiting the Giant Hairball

A Corporate Fool's Guide to Surviving with Grace *Viking Adult*

A humorous look at the corporate structure invites readers to explore their own creativity within the confines of the workplace, which the author describes as the giant "hairball"

Orbiting the Giant Hairball

A Corporate Fool's Guide to Surviving with Grace *Penguin*

Creativity is crucial to business success. But too often, even the most innovative organization quickly becomes a "giant hairball"—a tangled, impenetrable mass of rules, traditions, and systems, all based on what worked in the past—that exercises an inexorable pull into mediocrity. Gordon McKenzie worked at Hallmark Cards for thirty years, many of which he spent inspiring his colleagues to slip the bonds of Corporate Normalcy and rise to orbit—to a mode of dreaming, daring and doing above and beyond the rubber-stamp confines of the administrative mind-set. In his deeply funny book, exuberantly illustrated in full color, he shares the story of his own professional evolution, together with lessons on awakening and fostering creative genius. Originally self-published and already a business "cult classic", this personally empowering and entertaining look at the intersection between human creativity and the bottom line is now widely available to bookstores. It will be a must-read for any manager looking for new ways to invigorate employees, and any professional who wants to achieve his or her best, most self-expressive, most creative and fulfilling work.

Orbiting the Giant Hairball

A Corporate Fool's Guide to Surviving with Grace *Opuspocus Pub*

Creativity is crucial to business success. But too often, even the most innovative organization quickly becomes a "giant hairball"—a tangled, impenetrable mass of rules, traditions, and systems, all based on what worked in the past—that exercises an inexorable pull into mediocrity. Gordon McKenzie worked at Hallmark Cards for thirty years, many of which he spent inspiring his colleagues to slip the bonds of Corporate Normalcy and rise to orbit—to a mode of dreaming, daring and doing above and beyond the rubber-stamp confines of the administrative mind-set. In his deeply funny book, exuberantly illustrated in full color, he shares the story of his own professional evolution, together with lessons on awakening and fostering creative genius. Originally self-published and already a business "cult classic", this personally empowering and entertaining look at the intersection between human creativity and the bottom line is now widely available to bookstores. It will be a must-read for any manager looking for new ways to invigorate employees, and any professional who wants to achieve his or her best, most self-expressive, most creative and fulfilling work.

The 100 Best Business Books of All Time

What They Say, Why They Matter, and How They Can Help You *Penguin*

Thousands of business books are published every year—Here are the best of the best After years of reading, evaluating, and selling business books, Jack Covert and Todd Sattersten are among the most respected experts on the category. Now they have chosen and reviewed the one hundred best business titles of all time—the ones that deliver the biggest payoff for today's busy readers. The 100 Best Business Books of All Time puts each book in context so that readers can quickly find solutions to the problems they face, such as how best to spend The First 90 Days in a new job or how to take their company from Good to Great. Many of the choices are surprising—you'll find reviews of Moneyball and Orbiting the Giant Hairball, but not Jack Welch's memoir. At the end of each review, Jack and Todd direct readers to other books both inside and outside The 100 Best. And

sprinkled throughout are sidebars taking the reader beyond business books, suggesting movies, novels, and even children's books that offer equally relevant insights. This guide will appeal to anyone, from entry-level to CEO, who wants to cut through the clutter and discover the brilliant books that are truly worth their investment of time and money.

The Watercolorist's Essential Notebook *Penguin*

Watercolor will entertain you for a lifetime. Those who have spent decades with it can testify how they are continually charmed and amazed by new discoveries every time they put paint to paper. This book was developed to clarify and simplify various aspects of painting with watercolor, while at the same time challenging you with new possibilities. However, unlike a book of rules that tend to close our minds, this is a collection of principles, concepts and general information designed to expand the creative process. This is your invitation to join the magic world of watercolor. -- Gordon MacKenzie

Disciplined Dreaming

A Proven System to Drive Breakthrough Creativity *John Wiley & Sons*

A 5-part process that will transform your organization — or your career — into a non-stop creativity juggernaut We live in an era when business cycles are measured in months, not years. The only way to sustain long term innovation and growth is through creativity-at all levels of an organization. Disciplined Dreaming shows you how to create profitable new ideas, empower all your employees to be creative, and sustain your competitive advantage over the long term. Linkner distills his years of experience in business and jazz — as well as hundreds of interviews with CEOs, entrepreneurs, and artists — into a 5-step process that will make creativity easy for you and your organization. The methodology is simple, backed by proven results. Empowers individuals, teams, and organizations to meet creative challenges posed by the marketplace Turns the mystery of creativity into a simple-to-use process Shows how creativity can be used for everything from innovative, game-shifting breakthroughs to incremental advances and daily improvements to business processes Offers dozens of practical exercises, thought-starters, workouts to grow "creative muscles," and case studies Disciplined Dreaming shows even the stuffiest corporate bureaucracies how to cultivate creativity in order to become more competitive in today's shifting marketplace. • #4 New York Times Best Seller (Advice, How-To and Miscellaneous) • #8 New York Times Best Seller (Hardcover Business) • #2 Wall Street Journal Best Seller (Hardcover Business) • #9 Wall Street Journal Best Seller (Hardcover Nonfiction) • #9 Washington Post Best Seller (Hardcover Nonfiction) • #1 USA Today Best Seller (Money) • #10 Entertainment Weekly Best Seller (Hardcover Nonfiction) • #10 Publishers Weekly Bestseller (Hardcover Nonfiction)

The Nibble Theory and the Kernel of Power

A Book about Leadership, Self-Empowerment, and Personal Growth *Paulist Press*

The late author, one of the first women to enter the field of management consulting, experienced what she described as "nibbles"—little bites that life takes out of a person's self confidence. She offers a process for dealing with the world that moves the reader toward personal power and growth arising out of the unique values and strengths of each person.

Hair Hackle Tying Techniques and Fly Patterns

Create durable, effective, and attractive flies with the information in *Hair-Hackle Tying Methods*. With clear, concise text and easy-to-understand, step-by-step illustrations, Mackenzie shows you how to easily incorporate hair hackles to create resilient, live-looking flies that will last longer, look alive and striking, and produce excellent angling. Hair hackles can be used in your trout, steelhead, salmon, bass, and saltwater fly patterns. You will be very pleased with the look of the finished flies and how the hair increases the breathability and lifelike movement in the water. These tying techniques are applicable to thousands of fly patterns!

Louder than Words

Harness the Power of Your Authentic Voice *Penguin*

The next step in personal effectiveness, by the acclaimed author of *The Accidental Creative* and *Die Empty*. There has never been a better time to build an audience around your idea or product. But with so many people and companies clamoring for attention, it's also more challenging than ever to do work that deeply resonates with the marketplace and creates true and lasting impact. According to Todd Henry, the key to standing apart from the noise is to find your unique voice. Those who identify and develop their voices will gain more attention and wield more influence. But first they have to identify what they truly stand for, develop a compelling vision, and become masters of expressing their ideas in whatever media they choose. Henry offers strategies, exercises, and true stories that illustrate the five attributes of resonant work:

- **Authenticity:** Uncover the narratives that are at the core of your personal and professional identity.
- **Uniqueness:** Identify what makes your work distinct from that of others, and learn to creatively package and present your message.
- **Consonance:** Cultivate internal consistency and harmony in your work.
- **Empathy:** Listen to your audience's aspirations and struggles to make your message more compelling.
- **Timing:** Learn how to coordinate your work with ideas that already have cultural momentum. Making your work speak is a life-long process of trial, error, and realignment. Henry's book will help readers build a body of work that resonates deeply and achieves lasting impact.

Power Listening

Mastering the Most Critical Business Skill of All *Penguin*

Listening is harder than it looks- but it's the difference between business success and failure. Nothing causes bad decisions in organizations as often as poor listening. But Bernard Ferrari, adviser to some of the nation's most influential executives, believes that such missteps can be avoided and that the skills and habits of good listening can be developed and mastered. He offers a step-by-step process that will help readers become active listeners, able to shape and focus any conversation. Ferrari reveals how to turn a tin ear into a platinum ear. His practical insights include: Good listening is hard work, not a passive activity. Good listening means asking questions, challenging all assumptions, and understanding the context of every interaction. Good listening results in a new clarity of focus, greater efficiency, and an increased likelihood of making better decisions. Good listening can be the difference between a long career and a short one.

Winners Dream

A Journey from Corner Store to Corner Office *Simon and Schuster*

A leadership and career manifesto told through the narrative of one of today's most inspiring, admired, and successful global leaders. In *Winners Dream*, Bill McDermott—the CEO of the world's largest business software company, SAP—chronicles how relentless optimism, hard work, and disciplined execution embolden people and equip organizations to achieve audacious goals. Growing up in working-class Long Island, a sixteen-year-old Bill traded three hourly wage jobs to buy a small deli, which he ran by instinctively applying ideas that would be the seeds for his future success. After paying for and graduating college, Bill talked his way into a job selling copiers door-to-door for Xerox, where he went on to rank number one in every sales position he held and eventually became the company's youngest-ever corporate officer. Eventually, Bill left Xerox and in 2002 became the unlikely president of SAP's flailing American business unit. There, he injected enthusiasm and accountability into the demoralized culture by scaling his deli, sales, and management strategies. In 2010, Bill was named co-CEO, and in May 2014 became SAP's sole, and first non-European, CEO. Colorful and fast-paced, Bill's anecdotes contain effective takeaways: gutsy career moves; empathetic sales strategies; incentives that yield exceptional team performance; and proof of the competitive advantages of optimism and hard work. At the heart of Bill's story is a blueprint for success and the knowledge that the real dream is the journey, not a preconceived destination.

The Progress Principle

Using Small Wins to Ignite Joy, Engagement, and Creativity at Work *Harvard Business Press*

What really sets the best managers above the rest? It's their power to build a cadre of employees who have great inner work lives—consistently positive emotions; strong motivation; and favorable perceptions of the organization, their work, and their colleagues. The worst managers undermine inner work life, often unwittingly. As Teresa Amabile and Steven Kramer explain in *The Progress Principle*, seemingly mundane workday events can make or break employees' inner work lives. But it's forward momentum in meaningful work—progress—that creates the best inner work lives. Through rigorous analysis of nearly 12,000 diary entries provided by 238 employees in 7 companies, the authors explain how managers can foster progress and enhance inner work life every day. The book shows how to remove obstacles to progress, including meaningless tasks and toxic relationships. It also explains how to activate two forces that enable progress: (1) catalysts—events that directly facilitate project work, such as clear goals and autonomy—and (2) nourishers—interpersonal events that uplift workers, including encouragement and demonstrations of respect and collegiality. Brimming with honest examples from the companies studied, *The Progress Principle* equips aspiring and seasoned leaders alike with the insights they need to maximize their people's performance.

Drive To Thrive

What It Takes To Become An Inspirational Manager By Bringing The Best Out Of Others *Paper2Publish*

Many people are managers or aspire to manage at work – whether you are managing an entire workforce or trying to convince people to support an idea. I want you to ask yourself, do you feel like you are at your best and most natural when you lead others? In *Drive to Thrive* book, I have explained various team management, team building, and culture building concepts through my own 20 years of experience at Microsoft and Amazon. *Drive to Thrive* is a book that will help you bring greater depth,

understanding, and clarity to your leadership and management style. Every chapter will propel you towards making operational and managerial excellence a habit to thrive as a manager and build a high performing team. After reading the book, you will be able to effectively manage your team by building the right team culture and putting the right processes in place. This book will explain to you the key team management, team building, and self growth concepts with practical examples. This beautifully written and powerful book captures my conviction that being a manager or a leader requires conscious effort to serve the team and customers. Becoming a manager is a choice that an individual makes in their life to bring the best out of others, serve their team and customers. My journey to becoming a manager always stemmed from a desire to help others achieve their goals and make a broader impact on the organization. I challenged myself to be a better leader, manager, and human being, and this conviction has helped me to oversee and lead both small and large teams. Preface There are countless books on business, leadership, and management styles, from forgettable to timeless books. I will tell you what this book is not; this book is not just any other management or leadership style manual that regurgitates old information and compiles it in many pages. Drive to Thrive offers practical techniques that will help navigate, elevate, and enable you to take control of your personal and professional life. It also provides practical ways to manage your team effectively and keep them productive and motivated, especially in this era of remote work. Suppose you've purchased the Drive to Thrive. In that case, you're an aspiring manager, or you've been frustrated in the past just like me, and you are searching for new ways to become a better manager, both personally and professionally. You may be an intern, a seasoned professional, an executive, an entrepreneur, or someone who desires growth in their personal and professional lives while working remotely. In that case, you are holding the right book. I sincerely hope that each page in this book gives you a different perspective on managing your work, team, and life. I will share ideas, tips, and experiences that are not emphasized in schools or colleges.

Serious Creativity

Using the Power of Lateral Thinking to Create New Ideas

A deliberate systematic approach to creativity on demand.

Orbiting Jupiter *Houghton Mifflin Harcourt*

"Jack, 12, tells the gripping story of Joseph, 14, who joins his family as a foster child. Damaged in prison, Joseph wants nothing more than to find his baby daughter, Jupiter, whom he has never seen. When Joseph has begun to believe he'll have a future, he is confronted by demons from his past that force a tragic sacrifice"--

The 100 Best Business Books of All Time

What They Say, why They Matter, and how They Can Help You *Penguin Group*

Profiles one hundred top-selected business books in a reference complemented by informative sidebars that recommend movies, novels, and children's books that can impart insights comparable to the lessons in the profiled business books.

The Red Rubber Ball at Work: Elevate Your Game Through the Hidden Power of Play *McGraw Hill Professional*

Put play in your work as you improve on: Innovation: Create better products and services Problem-Solving: Tag-team responsibility and collaborate on solutions Motivation: Build

creative excitement at every level Risk-Taking: Push new ideas to their limits Ingenuity: Reward the "a-ha!" ideas and drive progress forward Team-Building: Find new ways to share solutions and forge new ones

Magical Mathematics

The Mathematical Ideas That Animate Great Magic Tricks *Princeton University Press*

"Magical Mathematics reveals the secrets of amazing, fun-to-perform card tricks--and the profound mathematical ideas behind them--that will astound even the most accomplished magician. Persi Diaconis and Ron Graham provide easy, step-by-step instructions for each trick, explaining how to set up the effect and offering tips on what to say and do while performing it. Each card trick introduces a new mathematical idea, and varying the tricks in turn takes readers to the very threshold of today's mathematical knowledge. For example, the Gilbreath principle--a fantastic effect where the cards remain in control despite being shuffled--is found to share an intimate connection with the Mandelbrot set. Other card tricks link to the mathematical secrets of combinatorics, graph theory, number theory, topology, the Riemann hypothesis, and even Fermat's last theorem. Diaconis and Graham are mathematicians as well as skilled performers with decades of professional experience between them. In this book they share a wealth of conjuring lore, including some closely guarded secrets of legendary magicians. Magical Mathematics covers the mathematics of juggling and shows how the I Ching connects to the history of probability and magic tricks both old and new. It tells the stories--and reveals the best tricks--of the eccentric and brilliant inventors of mathematical magic. Magical Mathematics exposes old gambling secrets through the mathematics of shuffling cards, explains the classic street-gambling scam of three-card monte, traces the history of mathematical magic back to the thirteenth century and the oldest mathematical trick--and much more"--

Rules of the Red Rubber Ball

Find and Sustain Your Life's Work *ESPN Books*

With simple but delightful storytelling, Kevin Carroll channels his childhood passion for sport and play into a universally appealing blueprint for life. Drawing wisdom from the playgrounds of his youth, where he spent hour upon hour sharpening his body and his mind, Carroll shares with readers his Rules of the Red Rubber Ball - how to achieve maximum human potential through the power of passion and creativity. Finding your own -red rubber ball+ and chasing it to your heart+s content, he argues, is the surest route to peace, prosperity, and happiness. Over the years as an athletic trainer and public speaker, Carroll has transformed his philosophy into seven simple rules that any successful leader will endorse: 1) Commit to it2) Seek out encouragers 3) Work out your creative muscle4) Prepare to shine5) Speak up6) Expect the unexpected7) Maximize the day With an award-winning design and color photos throughout, Rules of the Red Rubber Ball will inspire the child in everyone for generations to come.

When Execution Isn't Enough

Decoding Inspirational Leadership *John Wiley & Sons*

The definition of great leadership, backed by ground-breaking research When Execution Isn't Enough examines the essential leadership skills that go beyond simply executing strategies well. It examines the leadership skills that inspire excellence and drive growth. Great leaders think differently, but their secrets, values,

and behaviors can't be bottled—or can they? Is leadership so contextual that it defies standardization? In this book, McKinsey's global head of leadership development draws on ground-breaking McKinsey research to uncover 20 distinct leadership traits. All are important, but some make all the difference in inspiring organizations to exceptional results and growth—and a select few create the vast chasm between strong and weak organizations in terms of leadership effectiveness. Structured as a business parable, this book employs a rich cast of corporate characters to illustrate the critical behaviors of inspirational leadership and the outcomes that become possible. Attempting to nail down exactly what makes a leader inspirational is like trying to capture lightning in a bottle, but new McKinsey research has identified the behavioral leadership catalysts that inspire greatness. This book describes the behaviors to inspire that can be learned—to turn a good leader into a great leader. Understand the neuroscience of inspiration Tailor your inspirational approach to different leadership scenarios Initiate an inspiration cascade to influence people at scale The picture of leadership has changed over time. Today's great leaders are authentic, enthusiastic decision-makers with engaging visions, who are quick to communicate and take action. Less than half of all CEOs believe that their training investments will pay off, yet everyone agrees that leadership drives performance—where is the disconnect? It's in the belief that simple leadership behaviors equal results, forgetting that exceptional results only come from inspiration. When Execution Isn't Enough shows you how to attain the missing link of great leadership to bring exceptional results of your organization.

Mojo

How to Get It, How to Keep It, How to Get It Back If You Lose It *Hachette Books*

Mojo is the moment when we do something that's purposeful, powerful, and positive and the rest of the world recognizes it. This book is about that moment--and how we can create it in our lives, maintain it, and recapture it when we need it. In his follow-up to the New York Times bestseller *What Got You Here Won't Get You There*, #1 executive coach Marshall Goldsmith shares the ways in which to get--and keep--our Mojo. Our professional and personal Mojo is impacted by four key factors: identity (who do you think you are), achievement (what have you done lately?), reputation (who do other people think you are--and what have you've done lately?), and acceptance (what can you change--and when do you need to just "let it go"?). Goldsmith outlines the positive actions leaders must take, with their teams or themselves, to initiate winning streaks and keep them coming. Mojo is: that positive spirit--towards what we are doing--now--that starts from the inside--and radiates to the outside. Mojo is at its peak when we are experiencing both happiness and meaning in what we are doing and communicating this experience to the world around us. The Mojo Toolkit provides fourteen practical tools to help you achieve both happiness and meaning--not only in business, but in life.

New Manufacturing Challenge

Techniques for Continuous Improvement *Simon and Schuster*

Identifies the most prominent forms of waste in factories, suggests how to combine and simplify operations, and provides practical examples

The Year Without Pants

WordPress.com and the Future of Work *John Wiley & Sons*

A behind-the-scenes look at the firm behind WordPress.com and the unique work culture that contributes to its phenomenal success 50 million websites, or twenty percent of the entire web, use WordPress software. The force behind WordPress.com is a convention-defying company called Automattic, Inc., whose 120 employees work from anywhere in the world they wish, barely use email, and launch improvements to their products dozens of times a day. With a fraction of the resources of Google, Amazon, or Facebook, they have a similar impact on the future of the Internet. How is this possible? What's different about how they work, and what can other companies learn from their methods? To find out, former Microsoft veteran Scott Berkun worked as a manager at WordPress.com, leading a team of young programmers developing new ideas. *The Year Without Pants* shares the secrets of WordPress.com's phenomenal success from the inside. Berkun's story reveals insights on creativity, productivity, and leadership from the kind of workplace that might be in everyone's future. Offers a fast-paced and entertaining insider's account of how an amazing, powerful organization achieves impressive results Includes vital lessons about work culture and managing creativity Written by author and popular blogger Scott Berkun (scottberkun.com) *The Year Without Pants* shares what every organization can learn from the world-changing ideas for the future of work at the heart of Automattic's success.

The Addictive Organization

Why We Overwork, Cover Up, Pick Up the Pieces, Please the Boss, and Perpetuate S *Harper Collins*

Schaefer and Fassel show how managers, workers, and organization members exhibit the classic symptoms of addiction: denying and avoiding problems, assuming that there is no other way of acting, and manipulating events to maintain the status quo.

Make It, Don't Fake It

Leading with Authenticity for Real Business Success *Berrett-Koehler Publishers*

Faking it till you make it doesn't work—at least, not long enough to build a sustainable business. This book by a CEO and public relations expert shows how authentic leadership eliminates the need for short-cuts that sabotage success. Self-doubt and the intense pressure of facing the unknown are real problems for entrepreneurs and leaders. But there's a difference between feigning confidence and running a con game; Elizabeth Holmes and Billy McFarland thrived on faking it for a short while, but their businesses were all aspiration, no foundation, and so collapsed disastrously. This book revisits the core of leadership, defines authentic, reality-based business integrity, and shows readers how to attain and maintain it. Through the double lens of running her own PR firm in Silicon Valley and advising hundreds of other executives, award-winning CEO Sabrina Horn shows leaders how to attend to the fundamentals and gain the clarity of thought necessary to make sound business decisions. She delivers real, workable strategies and best practices with firsthand accounts of painful lessons. Horn's fake-free advice will empower leaders to disarm fear and organize risk, manage setbacks, plan for the unexpected, and create a company culture designed for long-term, sustainable growth.

The Art Of Innovation

Lessons in Creativity from IDEO, America's Leading Design Firm *Profile Books*

There isn't a business that doesn't want to be more creative in its thinking, products and processes. In *The Art of Innovation*, Tom Kelley, partner at the Silicon Valley-based firm IDEO, developer of hundreds of innovative products from the first commercial mouse to virtual reality headsets and the Palm hand-held, takes readers behind the scenes of this wildly imaginative company to reveal the strategies and secrets it uses to turn out hit after hit. Kelley shows how teams: -Research and immerse themselves in every possible aspect of a new product or service -Examine each product from the perspective of clients, consumers and other critical audiences -Brainstorm best when they are focussed, being physical and having fun *The Art of Innovation* will provide business leaders with the insights and tools they need to make their companies the leading-edge top-rated stars of their industries.

The Leadership Moment

Nine True Stories of Triumph and Disaster and Their Lessons for Us All *Currency*

Are you ready for the leadership moment? "Gripping adventure and actionable advice."—Fast Company Merck's Roy Vagelos commits millions of dollars to develop a drug needed only by people who can't afford it • Eugene Kranz struggles to bring the Apollo 13 astronauts home after an explosion rips through their spacecraft • Arlene Blum organizes the first women's ascent of one of the world's most dangerous mountains • Joshua Lawrence Chamberlain leads his tattered troops into a pivotal Civil War battle at Little Round Top • John Gutfreund loses Salomon Brothers when his inattention to a trading scandal almost topples the Wall Street giant • Clifton Wharton restructures a \$50 billion pension system direly out of touch with its customers • Alfredo Cristiani transforms El Salvador's decade-long civil war into a negotiated settlement • Nancy Barry leads Women's World Banking in the fight against Third World poverty • Wagner Dodge faces the decision of a lifetime as a fast-moving forest fire overtakes his firefighting crew.

Read This Before Our Next Meeting

How We Can Get More Done *Penguin*

Traditional meetings are a weapon of mass interruption. Long live the Modern Meeting! The average American office worker spends eleven hours in meetings every week. Yet all that time sitting around a conference table hasn't made us more productive. If anything, meetings have made work worse. Traditional meetings reduce efficiency, kill urgency, and breed compromise and complacency. Worst of all, our dysfunctional meeting culture changes how we focus, what we focus on, and what decisions we make. But there is a solution, a way to have fewer, shorter, more purposeful meetings. It's called the Modern Meeting Standard. By following its eight simple but radical principles you may never have to attend a useless meeting again. *Read This Before Our Next Meeting* is the call to action you (and your boss) need.

1000 Journals Project *Chronicle Books*

"One thousand blank journals are currently circulating throughout the world, beckoning contributors who find the journals by chance on trains, in cafés, and anonymously left on doorsteps. Artist Someguy shares more than 250 of the best entries..."--Publisher description.

The Seed

Finding Purpose and Happiness in Life and Work *John Wiley & Sons*

A business fable to help you discover your purpose in work and life New from Jon Gordon, the international and Wall Street Journal bestselling author of *The Energy Bus*, *The Seed* takes you on a quest for the meaning and passion behind work. Josh, an up-and-comer at his company, is disenchanted with his job. Challenged by his boss to take two weeks to decide if he really wants to work there, Josh takes off for the country, where he meets a wise farmer who gives him a seed and a promise: find the right place to plant the seed, and his purpose will be revealed. Through Josh's journey cross-country journey, you'll find surprising new sources of wisdom and inspiration in your own business and life. Nobody captures the deeper meaning of business like Jon Gordon, and *The Seed* is his most searching and significant book yet. Whatever your profession, take this insightful look at the purpose behind work, and plant *The Seed* of inspiration in your life!

Private Citizens

A Novel *HarperCollins*

PRIVATE CITIZENS was named a best book of the year by New York Magazine/Vulture, The New Yorker, BuzzFeed, Huffington Post, Nylon, Kirkus, Electric Literature and The Millions. An Amazon Best Book of the Month in the Literature & Fiction Category A BuzzFeed "Most Exciting" Book of 2016 A Flavorwire "Most Anticipated" Book of 2016 New York Magazine calls *Private Citizens* "the first great millennial novel." Emma Cline calls it "brilliant." From a brilliant new literary talent comes a sweeping comic portrait of privilege, ambition, and friendship in millennial San Francisco. With the social acuity of Adelle Waldman and the murderous wit of Martin Amis, Tony Tulathimutte's *Private Citizens* is a brainy, irreverent debut—This Side of Paradise for a new era. Capturing the anxious, self-aware mood of young college grads in the aughts, *Private Citizens* embraces the contradictions of our new century: call it a loving satire. A gleefully rude comedy of manners. Middlemarch for Millennials. The novel's four whip-smart narrators—idealistic Cory, Internet-lurking Will, awkward Henrik, and vicious Linda—are torn between fixing the world and cannibalizing it. In boisterous prose that ricochets between humor and pain, the four estranged friends stagger through the Bay Area's maze of tech startups, protestors, gentrifiers, karaoke bars, house parties, and cultish self-help seminars, washing up in each other's lives once again. A wise and searching depiction of a generation grappling with privilege and finding grace in failure, *Private Citizens* is as expansively intelligent as it is full of heart.

This Might Get Me Fired: A Manual for Thriving in the Corporate Entrepreneurial Underground *Lioncrest Publishing*

Every corporation should be more afraid of extinction than change-but few are. A company's most talented innovators-"corporate intrapreneurs"-often can't break the cycle of stale, destructive habits. Until now. In *This Might Get Me Fired*, innovator and intrapreneur Greg Larkin shares what he's learned by launching more than thirty new products with Fortune 500 companies and start-ups. Greg guides you through the power structure of corporate enterprises, showing how an intrapreneur can gather support within an organization and actually launch a product in eight weeks. Filled with stories of success and failure, *This Might Get Me Fired* gives you the tools to develop an entrepreneurial mindset and recognize when (and why) to prioritize your product over your job. It shows intrapreneurs how to find one another, join together, and succeed in ways that seem

unimaginable until they are inevitable.

Idea Mapping

How to Access Your Hidden Brain Power, Learn Faster, Remember More, and Achieve Success in Business *John Wiley & Sons*

Business Model Generation

A Handbook for Visionaries, Game Changers, and Challengers *John Wiley & Sons*

Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!"

Let's Get Real or Let's Not Play

Transforming the Buyer/Seller Relationship *Penguin*

The new way to transform a sales culture with clarity, authenticity, and emotional intelligence. Too often, the sales process is all about fear. Customers are afraid that they will be talked into making a mistake; salespeople dread being unable to close the deal and make their quotas. No one is happy. Mahan Khalsa and Randy Illig offer a better way. Salespeople, they argue, do best when they focus 100 percent on helping clients succeed. When customers are successful, both buyer and seller win. When they aren't, both lose. It's no longer sufficient to get clients to buy; a salesperson must also help the client reduce costs, increase revenues, and improve productivity, quality, and customer satisfaction. This book shares the unique FranklinCovey Sales Performance Group methodology that will help readers: · Start new business from scratch in a way both salespeople and clients can feel good about · Ask hard questions in a soft way · Close the deal by opening minds

Freelance to Freedom

The Roadmap for Creating a Side Business to Achieve Financial, Time and Life Freedom *Morgan James Publishing*

Vincent and his wife were stuck in dead end newspaper photography jobs, in debt, stressed, with a baby on the way while making \$15 an hour. After winning the highest award in his field, Vincent was offered a 3 percent raise. He knew at that moment

he needed a monumental change. One month away from their baby being born, Vincent and Elizabeth started a side photography business out of desperation. In less than four years, they grew their business to pay off all of their debt, including their home, and left their jobs for a life of freedom. With the world moving rapidly towards a freelance model, *Freelance to Freedom* is not only timely and necessary, but it's also entertaining, engaging and paints a picture for anyone looking for a life of freedom with money, time and location.

Work in the 21st Century

An Introduction to Industrial and Organisation Psychology

The Art & Science of Facilitation

Have you ever felt unsure how to help a team that was spinning in circles? Or wanted to flee a room with a high-conflict group? If you lead teams of any size, chances are you have been a facilitator at some point. But what does it mean to be a facilitator? While sticky notes, dot voting, and gathering people around a whiteboard are all helpful activities, they can only take us so far. *The Art & Science of Facilitation* is your guide to moving your team further forward using the groundbreaking Five Guiding Principles of the Facilitation Stance. You will learn to lead teams toward effective collaboration by inviting different points of view (even when it creates conflict), remaining unbiased in high-stakes meetings, understanding what the group needs, and navigating difficult interpersonal dynamics. This book is for anyone ready to lead with self-awareness and group insight, and to help their teams work more efficiently and effectively in a truly collaborative environment. Marsha Acker is a professional facilitator, executive, and team coach. The founder and CEO of Team Catapult, she uses systems thinking, structural dynamics, dialogue, and agility to help teams collaborate and align with clarity, purpose, and vision.

The Halo Effect

. . . and the Eight Other Business Delusions That Deceive Managers *Simon and Schuster*

Controversial and iconoclastic, a veteran corporate manager and business school professor exposes the dangerous myths, fantasies, and delusions that pervade much of the business world today.

The Power of Nice

How to Conquer the Business World With Kindness *Currency*

Linda Kaplan Thaler and Robin Koval have moved to the top of the advertising industry by following a simple but powerful philosophy: it pays to be nice. Where so many companies encourage a dog eat dog mentality, the Kaplan Thaler Group has succeeded through chocolate and flowers. In *THE POWER OF NICE*, through their own experiences and the stories of other people and businesses, they demonstrate why, contrary to conventional wisdom, nice people finish first. Turning the well-known adage of "Nice Guys Finish Last" on its ear, *THE POWER OF NICE* shows that "nice" companies have lower employee turnover, lower recruitment costs, and higher productivity. Nice people live longer, are healthier, and make more money. In today's interconnected world, companies and people with a reputation for cooperation and fair play forge the kind of relationships that lead to bigger and better opportunities, both in business and in life. But being nice doesn't mean acting wimpy.

In fact, nice may be the toughest four-letter word you'll ever encounter. Kaplan Thaler and Koval illustrate the surprising power of nice with an array of real-life examples from the business arena as well as from their personal lives. Most important, they present a plan of action covering everything from

creating a positive impression to sweetening the pot to turning enemies into allies. Filled with inspiration and suggestions on how to supercharge your career and expand your reach in the workplace, THE POWER OF NICE will transform how you live and work.