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*The First 90 Days, Updated
And Expanded: Proven
Strategies For Getting Up
To Speed Faster And Smarter*

Wall Street Journal Bestseller New York Times bestselling author Dan Heath explores how to prevent problems before they happen, drawing on insights from hundreds of interviews with unconventional problem solvers. So often in life, we get stuck in a cycle of response. We

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put out fires. We deal with emergencies. We stay downstream, handling one problem after another, but we never make our way upstream to fix the systems that caused the problems. Cops chase robbers, doctors treat patients with chronic illnesses, and call-center reps address customer complaints. But many crimes, chronic illnesses, and customer complaints are preventable. So why do our efforts skew so heavily toward reaction rather than prevention? Upstream probes the psychological forces that push us downstream—including “problem blindness,” which can leave us oblivious to serious problems in our midst.

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And Heath introduces us to the thinkers who have overcome these obstacles and scored massive victories by switching to an upstream mindset. One online travel website prevented twenty million customer service calls every year by making some simple tweaks to its booking system. A major urban school district cut its dropout rate in half after it figured out that it could predict which students would drop out—as early as the ninth grade. A European nation almost eliminated teenage alcohol and drug abuse by deliberately changing the nation's culture. And one EMS system accelerated the emergency-response

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time of its ambulances by using data to predict where 911 calls would emerge—and forward-deploying its ambulances to stand by in those areas. Upstream delivers practical solutions for preventing problems rather than reacting to them. How many problems in our lives and in society are we tolerating simply because we've forgotten that we can fix them? Most married couples look back on their first few months of marriage as a roller-coaster time of surprises, awakenings, and lots of ups and downs. But Eric and Leslie Ludy, bestselling authors of *When God Writes Your Love Story*, show couples in this practical,

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inspirational book how to transform the whirlwind of the first days of marriage into a sure foundation that will support them for a lifetime. The Ludys teach men and women readers how to use those crucial first 90 days to develop all the necessary habits for a happy, satisfying marriage-habits of kindness, forgiveness, fun, warmth, reconciliation, and patience. Filled with down-to-earth advice and questions for reflection, *The First 90 Days of Marriage* is destined to become a classic for newlyweds and engaged couples. And even if your marriage is well past those first 90 days,

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it's never too late to put these principles to work. You'll love the results.

If you are in business to sell consumer goods - or you want to be - you should be on Amazon.com. More than 90 million customers shop at Amazon. As its global business booms, Amazon is inviting all sorts of independent sellers - large and small businesses, individuals, and mom-and-pop shops - to sell their merchandise right on Amazon. Whether you're just starting or already in business, you can boost your sales and profits by showing your wares on Amazon, the world's biggest store. Everything you need to start

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converting your items into cash is in this book by Steve Weber, one of the most successful and highly rated sellers in Amazon history: - How to set up shop on Amazon and generate worldwide sales volume with no up-front cost, risk or advertising. - Run your Amazon store from home, a warehouse or a walk-in store-or outsource everything to Amazon's fulfillment center. - Find bargain inventory; target niche markets for big profits. - Get tax deductions and write-offs for business use of your home. - Use Amazon as a stand-alone business or a lead generator for an existing business. - Pay lower sales

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commissions on Amazon. - Sell your inventions, crafts or intellectual property on Amazon. - Guard against scammers and rip-off artists. - Automate your business with easy-to-use tools.

Your next professional move can make or break your career. Are you ready? In business, especially today, you are only as successful as your next career transition. Do well, and you'll be on the fast track to even more challenging roles. Fail, and you could irreparably harm your career--and your organization. In his international bestseller *The First 90 Days*, transition guru Michael D.

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Watkins outlined a set of basic principles for getting up to speed quickly in new professional roles. Since that book was published Watkins has worked with thousands of leaders, helping them to accelerate their transitions. These leaders posed challenging questions on how to apply the basic principles in real-life situations. The truth that emerged: the First 90 Days framework can be applied in every transition, but the way you apply it is entirely different when you have been promoted to a higher level than it is when you are joining a new organization or taking a role in a different country. Master

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Your Next Move answers a distinct need, focusing on the most common types of transitions leaders face and the unique challenges posed by each. Based on years of research, and now with a new introduction, this indispensable book explores eight crucial transitions virtually everyone encounters during their career, including promotion, leading former peers, onboarding into a new company, making an international move, and turning around a business in crisis. With real-world examples and many practical models and tools, **Master Your Next Move** is your guide to surviving and thriving

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as you make your next move . . . and every one after that.

Future-proof Yourself

Best Practice Essentials with CIS0/CSO Applications

A Workbook for New Product Managers

Master Your Next Move, with a New Introduction

You Win in the Locker Room First

How to Make Maximum Impact in Your New Leadership Role

The first 100 days is a key indicator of success in your new role. With structured planning,

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commercial insights and leadership coaching, Niamh O'Keeffe provides all the crucial insights to empower any time-pressured leader to achieve the very best start. Through its focussed approach, practical advice and exercises, frequent check-ins and real-life examples, Your First 100 Days is your all in one guide to getting ahead. Structured in bite-sized chunks and arranged along a 100-day timeline, you can create, deliver and sustain an effective plan during this crucial early phase to hit the ground running. ACCELERATE YOUR LEADERSHIP SUCCESS IN YOUR FIRST 100 DAYS - AND BEYOND

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A guidebook to successful leadership explains that by looking at an organization as a bus and the employees as the people on it, managers can identify who is helping the bus move, and who is hindering it.

*Targeted at the time-poor, ambition-rich business leader, this fast, focused and practical book gives you the critical insights and practical tips you need to create and execute an effective plan for your first 100 days in a new role. It will help you accelerate your leadership success during this crucial early phase. * *100 day timeline approach - everything you need to know, do and plan in*

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*order to hit the key milestones in your journey to leadership success. *100% practical - structured guidance, expert insights and critical advice in immediately implementable bite-sized sections.*

**100 minute speed-read - when you want results fast, this book is the answer to the real-time challenge of your first 100 days. Readers will learn how to: * *Live up to the time pressure and perform better and faster as a new leader.*

**Respond to stakeholders when they are looking for answers. *Accelerate their leadership performance in order to accelerate their career.*

**Deal with stress, feelings and confidence issues*

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As founder of First100, the author has a platform to sell the books to her client companies, which include: BT, Vodafone, Accenture and John West. The one primer you need to develop your leadership skills. Put aside all the overhyped new frameworks, the listicles, the "10 best things you need to succeed as a leader today." The critical leadership practices--the ones that will allow a leader to make the biggest impact over time--are well established. They're about how you create a vision and inspire others to follow it. How you make difficult strategic choices. How you lead innovation. How you get results. These

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fundamental skills are even more important today as organizations and teams become increasingly networked, virtual, agile, fast-moving, and socially conscious. In this comprehensive handbook, strategy and change experts Ron Ashkenas and Brook Manville distill proven ideas and frameworks about leadership from Harvard Business Review, interviews with senior executives, and their own experience in the field--all to help rising leaders stand out and have a big impact. In the HBR Leader's Handbook you'll find: Concise explanations of proven leadership frameworks from Harvard Business Review

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contributors such as Clayton M. Christensen and Michael E. Porter In-depth case studies of senior leaders such as Jim Wolfensohn at the World Bank, Paula Kerger at PBS, Darren Walker at the Ford Foundation, and Jim Smith at Thomson Reuters Step-by-step guidance to help you understand and start implementing six core leadership practices: building a unifying vision, developing a strategy, getting great people on board, focusing on results, innovating for the future, and leading yourself

Master Your Next Move

Say Less, Ask More & Change the Way You Lead

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The New Leader's 100-Day Action Plan

The 17 Skills Leaders Need to Stand Out

Preparing for and Surviving the First 90-Days of the Principalsip

Equipping Churches to Experience Sustained Health

Loaded

Whether challenged with taking on a startup, turning a business around, or inheriting a high-performing unit, a new leader's success or failure is determined within the first 90

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days on the job. In this hands-on guide, Michael Watkins, a noted expert on leadership transitions, offers proven strategies for moving successfully into a new role at any point in one's career. The First 90 Days provides a framework for transition acceleration that will help leaders diagnose their situations, craft winning transition strategies, and take charge quickly. Practical examples illustrate how to learn about new organizations, build teams, create coalitions, secure early wins, and lay the foundation for

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longer-term success. In addition, Watkins provides strategies for avoiding the most common pitfalls new leaders encounter, and shows how individuals can protect themselves-emotionally as well as professionally-during what is often an intense and vulnerable period. Concise and actionable, this is the survival guide no new leader should be without. "Few companies develop a systematic 'on-boarding' process for their new leaders, even though this is a critical function with major organizational

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implications. Michael Watkins's The First 90 Days provides a powerful framework and strategies that will enable new leaders to take charge quickly. It is an invaluable tool for that most vulnerable time-the transition."

*-Goli Darabi, Senior Vice President,
Corporate Leadership & Succession*

Management, Fidelity Investments "Every job-private- or public-sector, civilian or military-has its breakeven point, and everyone can accelerate their learning. Read this book at least twice: once before your next transition-

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before getting caught up in the whirl and blur of new faces, names, acronyms, and issues; then read it again after you've settled in, and consider how to accelerate transitions for your next new boss and for those who come to work for you." -Colonel Eli Alford, U.S. Army "Watkins provides an excellent road map, telling us what all new leaders need to know and do to accelerate their learning and success in a new role. The First 90 Days should be incorporated into every company's leadership development strategy, so that

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anyone making a transition in an organization can get up to speed quicker and smarter."

-Suzanne M. Danielle, Director of Global Leadership Development, Aventis "Michael Watkins has nailed a huge corporate problem and provided the solution in one fell swoop. The pressure on new leaders to hit the ground running has never been greater, and the likelihood and cost of failure is escalating. Watkins's timing with The First 90 Days is impeccable." -Gordon Curtis, Principal, Curtis Consulting "The First 90 Days is a must-read

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for entrepreneurs. Anyone who's been the CEO of a start-up or early-stage company knows that you go through many 90-day leadership transitions in the course of a company's formative years. In this groundbreaking book, Michael Watkins provides crucial insights, as well as a toolkit of techniques, to enable you to accelerate through these transitions successfully." -Mike Kinkead, President and CEO, timeBLASTER Corporation, serial entrepreneur, and Cofounder and Trustee, Massachusetts

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Software Council

*The New Leader's 100-Day Action Plan, and the included downloadable forms, has proven itself to be a valuable resource for new leaders in any organization. This revision includes 40% new material and updates -- including new and updated downloadable forms -- with new chapters on: * A new chapter on POSITIONING yourself for a leadership role * A new chapter on what to do AFTER THE FIRST 100 DAYS * A new chapter on getting PROMOTED FROM*

WITHIN and what to do then

The 120 Days of Sodom is the Marquis de Sade's masterpiece. A still unsurpassed catalogue of sexual perversions and the first systematic exploration of the psychopathology of sex, it was written during Sade's lengthy imprisonment for sexual deviancy and blasphemy and then lost after the storming of the Bastille during the French Revolution in 1789. Later rediscovered, the manuscript remained unpublished until 1936 and is now introduced by Simone de

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Beauvoir's landmark essay, 'Must We Burn Sade?' Unique in its enduring capacity to shock and provoke, The 120 Days of Sodom must stand as one of the most controversial books ever written, and a fine example of the Libertine novel, a genre inspired by eroticism and anti-establishmentarianism, that effectively ended with the French Revolution. NFL head coach Mike Smith lead one of the most remarkable turnarounds in NFL history. In the season prior to his arrival in 2008, the Atlanta Falcons had a 4-12 record and the

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franchise had never before achieved back-to-back winning seasons. Under Smith's leadership, the Falcons earned an 11-5 record in his first season and would go on to become perennial playoff and Super Bowl contenders earning Smith AP Coach of year in 2008 and voted Coach of Year by his peers in 2008, 2010 and 2012. You Win in the Locker Room First draws on the extraordinary experiences of Coach Mike Smith and Jon Gordon—consultant to numerous college and professional teams—to

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explore the seven powerful principles that any business, school, organization, or sports team can adopt to revitalize their organization. Step by step, the authors outline a strategy for building a thriving organization and provide a practical framework that give leaders the tools they need to create a great culture, lead with the right mindset, create strong relationships, improve teamwork, execute at a higher level, and avoid the pitfalls that sabotage far too many leaders and organizations. In addition

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to sharing what went right with the Falcons, Smith also transparently shares what went wrong his last two seasons and provides invaluable lessons leaders can take away from his victories, success, failures and mistakes. Whether it's an executive leadership team of a Fortune 500 company, a sports team, an emergency room team, military team, or a school team successful leaders coach their team and develop, mentor, encourage, and guide them. This not only improves the team, it improves the

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leaders and their relationships, connections, and organization. You Win in the Locker Room First offers a rare behind-the-scenes look at one of the most pressure packed leadership jobs on the planet and what leaders can learn from these experiences in order to build their own winning team.

Riding Shotgun

An Extraordinary New Approach to Accelerating Success in Work and Life

The Way of the SEAL

by Michael D. Watkins | Summary & Analysis

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The First 90 Days in Government

The First 90 Days with Harvard Business Review article "How Managers Become Leaders" (2 Items)

Think Like an Elite Warrior to Lead and Succeed

Describes the U.S. deployment of forces in the Persian Gulf, shows American weapons, tanks, and aircraft sent to the region, and includes a look at the allied Arab forces

A reasonably priced, quality black hardcover pew and ministry Bible featuring a large 12-point font.

When last did you get lost? We rarely do in the era of Google Maps and Waze, but satellite navigation systems are of no use

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when disruption turns our lives upside down. When swirling mists of uncertainty block our view of the future, we might question our ability to cope. But with awareness, determination and practise we can improve our competence, build our resilience and confidence, and gain a sense of control, even when everything feels out of control. Whether your life has been disrupted by death, divorce, disease, Covid-19 lockdown, working from home, moving town, starting a new job, or any of a host of other disruptive events that can either make or break you, this book will guide you to the best possible outcome. Disruption is never comfortable, but regardless of whether it is positive or negative, it is a catalyst for change. Future-proof Yourself provides simple but effective lessons and frameworks to help you future-proof yourself to win at both work and life. Dip into chapters on disruption, remote working,

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resilience, teamwork, leadership and family, and learn how to remain focused, utilise pressure and create a recipe for personal success. A distillation of Nikki Bush's professional insights as a human-potential and parenting expert, this book is a must-read for anyone looking to harness their courage and curiosity to build a rewarding, fulfilling future for themselves no matter what life throws at them.

Instant Wall Street Journal Bestseller! Congratulations, you're a manager! After you pop the champagne, accept the shiny new title, and step into this thrilling next chapter of your career, the truth descends like a fog: you don't really know what you're doing. That's exactly how Julie Zhuo felt when she became a rookie manager at the age of 25. She stared at a long list of logistics--from hiring to firing, from meeting to messaging, from

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planning to pitching--and faced a thousand questions and uncertainties. How was she supposed to spin teamwork into value? How could she be a good steward of her reports' careers? What was the secret to leading with confidence in new and unexpected situations? Now, having managed dozens of teams spanning tens to hundreds of people, Julie knows the most important lesson of all: great managers are made, not born. If you care enough to be reading this, then you care enough to be a great manager. The Making of a Manager is a modern field guide packed everyday examples and transformative insights, including:

- * How to tell a great manager from an average manager (illustrations included)*
- * When you should look past an awkward interview and hire someone anyway*
- * How to build trust with your reports through not being a boss*
- * Where to look when you lose*

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faith and lack the answers Whether you're new to the job, a veteran leader, or looking to be promoted, this is the handbook you need to be the kind of manager you wish you had.

A Novel of Suspense

The First 90 Days, Updated and Expanded

How to win at work and life

The Leader's Guide to Navigating Major Career Transitions

The Unstuck Church

Every Product Manager's First 90 Days

The 7 C's to Build a Winning Team in Business, Sports, and Life

Angel Olvera grew up in the harsh streets of Los Angeles, CA. Now a Network Marketing veteran, he knows what it takes to build a a successful organization. In 'Your First 90 Days in Network Marketing, Mr Olvera outlines the skills

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needed and shares the tips and tricks that will lead you to a successful career in Network Marketing. Whether you're just starting or restarting your business, this book will guide you to success in Network marketing.

In one modest-sized volume, this book offers three valuable sets of knowledge. First, it provides best practice guidance on virtually every large-scale task a modern manager may be involved in—from recruiting and hiring to onboarding and leading teams, and from employee engagement and retention to performance management and working with difficult employees. Second, it explains the essential concepts and practice of a range of effective leadership styles—including (but not limited to) servant leadership, crisis leadership, change agent leadership, and diversity and inclusion

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leadership. Third, it offers brief case studies from select CISOs and CSOs on how these management and leadership principles and practices play out in real-life workplace situations. The best practice essentials provided throughout this volume will empower aspiring leaders and also enable experienced managers to take their leadership to the next level. Many if not most CISOs and other leaders have had very little, if any, formal training in management and leadership. The select few that have such training usually obtained it through academic courses that take a theoretical, broad brush approach. In contrast, this book provides much actionable guidance in the nitty-gritty tasks that managers must do every day. Lack of management practical knowledge puts CISOs and CSOs at a disadvantage vis-a-vis other

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executives in the C-suite. They risk being pigeonholed as "security cops" rather than respected business leaders. Many articles on these subjects published in the press are too incomplete and filled with bad information. And combing through the few high-quality sources that are out there, such as Harvard Business Publishing, can take hundreds of dollars in magazine subscription and book purchase fees and weeks or months of reading time. This book puts all the essential information into your hands through a series of concise chapters authored by an award-winning writer.

Coaching is an essential skill for leaders. But for most busy, overworked managers, coaching employees is done badly, or not at all. They're just too busy, and it's too hard to change. But what if managers could coach their people in 10 minutes

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or less? In Michael Bungay Stanier's *The Coaching Habit*, coaching becomes a regular, informal part of your day so managers and their teams can work less hard and have more impact. Coaching is an art and it's far easier said than done. It takes courage to ask a question rather than offer up advice, provide an answer, or unleash a solution. Giving another person the opportunity to find their own way, make their own mistakes, and create their own wisdom is both brave and vulnerable. It can also mean unlearning our "fix it" habits. In this practical and inspiring book, Michael shares seven transformative questions that can make a difference in how we lead and support. And, he guides us through the tricky part - how to take this new information and turn it into habits and a daily practice. -Brené Brown, author of *Rising Strong*

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and Daring Greatly Drawing on years of experience training more than 10,000 busy managers from around the globe in practical, everyday coaching skills, Bungay Stanier reveals how to unlock your peoples' potential. He unpacks seven essential coaching questions to demonstrate how---by saying less and asking more--you can develop coaching methods that produce great results. - Get straight to the point in any conversation with The Kickstart Question - Stay on track during any interaction with The AWE Question - Save hours of time for yourself with The Lazy Question, and hours of time for others with The Strategic Question - Get to the heart of any interpersonal or external challenge with The Focus Question and The Foundation Question - Finally, ensure others find your coaching as beneficial as you do with The

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Learning Question A fresh, innovative take on the traditional how-to manual, the book combines insider information with research based in neuroscience and behavioural economics, together with interactive training tools to turn practical advice into practiced habits. Dynamic question-and-answer sections help identify old habits and kick-start new behaviour, making sure you get the most out of all seven chapters. Witty and conversational, The Coaching Habit takes your work--and your workplace--from good to great.

Preparing For & Surviving The First 90-Days of the Principalship is a user friendly guide for aspiring or new principals as they transition into their new role. Using a conversational-style writing approach, readers will feel as if they have a coach, mentor, or experienced colleague helping

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them prepare for their first 90-days as a campus leader. This book can benefit aspiring, new, and experienced principals who are interested in improving their leadership capacity on behalf of the students they serve.

The Coaching Habit

Critical Success Strategies for New Public Managers at All Levels

Your First 90 Days in Network Marketing

The Making of a Manager

What to Do When Everyone Looks to You

Operation Desert Shield

Sell on Amazon

The world's most trusted guide for leaders in transition Transitions are a critical time

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for leaders. In fact, most agree that moving into a new role is the biggest challenge a manager will face. While transitions offer a chance to start fresh and make needed changes in an organization, they also place leaders in a position of acute vulnerability.

Missteps made during the crucial first three months in a new role can jeopardize or even derail your success. In this updated and expanded version of the international bestseller *The First 90 Days*, Michael D. Watkins offers proven strategies for conquering the challenges of transitions—no matter where you are in your career. Watkins,

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a noted expert on leadership transitions and adviser to senior leaders in all types of organizations, also addresses today's increasingly demanding professional landscape, where managers face not only more frequent transitions but also steeper expectations once they step into their new jobs. By walking you through every aspect of the transition scenario, Watkins identifies the most common pitfalls new leaders encounter and provides the tools and strategies you need to avoid them. You'll learn how to secure critical early wins, an important first step in establishing yourself

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in your new role. Each chapter also includes checklists, practical tools, and self-assessments to help you assimilate key lessons and apply them to your own situation. Whether you're starting a new job, being promoted from within, embarking on an overseas assignment, or being tapped as CEO, how you manage your transition will determine whether you succeed or fail. Use this book as your trusted guide.

Acclaimed church leader, blogger, founder and chief strategic officer of The Unstuck Group, Tony Morgan unpacks the lifecycle of a typical church, identifies characteristics of

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each phase, and provides practical next steps a church can take to move towards sustained health. Think about your church for a moment. Is it growing? Is it diminishing? Is it somewhere in between? Acclaimed church leader, blogger, and founder and chief strategic officer of The Unstuck Group, Tony Morgan has identified the seven stages of a church's lifecycle that range from the hopeful and optimistic days of launch, to the stagnating last stages of life support. Regardless of the stage in which you find your church, it carries with it the world's greatest mission—to "go and make disciples of

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all the nations . . ." With eternity at stake the Church should be doing most everything within its power to see lives changed forever. The Church should strive for the pinnacle of the lifecycle, where they are continually making new disciples and experiencing what Morgan refers to as "sustained health." In *The Unstuck Church*, Morgan unpacks each phase of the church lifecycle, and offers specific and strategic next steps the church leader can take to find it's way to sustained health . . . and finally become unstuck. *The Unstuck Church* is a call for honest an assessment of where your

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church sits on the lifecycle, and a challenge to move beyond it.

The role of Chief Operating Officer is clearly important. In fact, it's arguable that the number two position is the toughest job in a company. COOs play a critical part in executing the strategies developed by top management. And, in many cases, they are being groomed—or test-driven—as the firm's CEO-elect. *Riding Shotgun* provides unique insight into this little-understood role. The authors develop a framework that illustrates who the COO is, why a company should create this position, and what the challenges

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associated with this job entail. Drawing heavily on first-person accounts from top executives, the authors offer a set of strategies to inform individuals who aspire to serve as COO. With a new preface and conclusion, and even more interviews from some of the most established and important companies in today's economy, this book is a one-of-a-kind resource for the C-suite and the boardroom.

The First 90 Days by Michael D. Watkins | Summary & Analysis Preview: The First 90 Days is a handbook for the executive in transition. It provides lessons and examples

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for the optimal way to successfully enter a new company, position, or role. Above all, making a strong transition in the first 90 days can be the difference between long-term success in that role and a spiral into failure that can haunt an executive's reputation wherever he or she may go. The first 90 days are best when approached as a period of learning and analysis instead of action. For a new executive, early initiatives loom disproportionately large to new bosses, colleagues, and employees. As a result, leaders in transition should use this time to secure early wins, learn about what

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supports the status quo, and develop a clear idea, together with higher management and employees, of what success will look like in each person's individual role... PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book. Inside this Instaread Summary of Influence . Overview of the book . Important People . Key Takeaways . Analysis of Key Takeaways About the Author With Instaread, you can get the key takeaways, summary and analysis of a book in 15 minutes. We read every chapter, identify the key takeaways and analyze them for your convenience.

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Proven Strategies for Getting Up to Speed
Faster and Smarter

Summary of The First 90 Days, Updated and
Expanded

The Role of the COO, Updated Edition

How to Thrive at Work by Leaving Your
Emotional Baggage Behind

Modern Management and Leadership

The End of the Day

Your Next Move

*In the Way of the SEAL, ex-Navy Commander Mark
Divine reveals exercises, meditations and focusing
techniques to train your mind for mental toughness,*

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emotional resilience and uncanny intuition. Along the way you'll reaffirm your ultimate purpose, define your most important goals, and take concrete steps to make them happen. A practical guide for businesspeople or anyone who wants to be an elite operator in life, this book will teach you how to:

- Lead from the front, so that others will want to work for you*
- Practice front-sight focus, the radical ability to focus on one thing until victory is achieved*
- Think offense, all the time, to eradicate fear and indecisiveness*
- Smash the box and be an unconventional thinker so you're never thrown off-*

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guard by chaotic conditions · Access your intuition so you can make “hard right” decisions · Achieve twenty times more than you think you can · and much more

Blending the tactics he learned from America’s elite forces with lessons from the Spartans, samurai, Apache scouts, and other great warrior traditions, Divine has distilled the fundamentals of success into eight powerful principles that will transform you into the leader you always knew you could be. Learn to think like a SEAL, and take charge of your destiny at work, home and in life.

The authors address the crucial differences between

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the private and public sectors. This concise, practical book provides a roadmap to help new government leaders at all levels accelerate their transitions.

The First 90 Days, Updated and Expanded Proven Strategies for Getting Up to Speed Faster and Smarter Harvard Business Review Press

Following his acclaimed New York Times bestseller Did You Ever Have a Family, Bill Clegg returns with a “delicate, deeply observed, and deftly crafted” (Nickolas Butler, author of Shotgun Lovesongs) second novel about the complicated bonds and breaking points of friendship, the corrosive forces of

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secrets, the heartbeat of longing, and the redemption found in forgiveness. A retired widow in rural Connecticut wakes to an unexpected visit from her childhood best friend whom she hasn't seen in forty-nine years. A man arrives at a Pennsylvania hotel to introduce his estranged father to his newborn daughter and finds him collapsed on the floor of the lobby. A sixty-seven-year-old taxi driver in Kauai receives a phone call from the mainland that jars her back to a traumatic past. These seemingly disconnected lives come together as half-century-old secrets begin to surface. It is in this moment that Bill

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Clegg reminds us how choices—to connect, to betray, to protect—become our legacy. “Written in lyrical, beautiful prose that makes even waking up seem like a poetic event” (Good Morning America), this novel is a feat of storytelling, capturing sixty years within the framework of one fateful day.

The Essential Companion to "The First 90 Days"
Upstream

Leadership Transitions: The Watkins Collection (4 Items)

A Guide to Amazon's Marketplace, Seller Central, and Fulfillment by Amazon Programs

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Make an Impact, Inspire Your Organization, and Get to the Next Level

How to Take Charge, Build Your Team, and Get Immediate Results

Summary - the First 90 Days

The one primer you need to develop your managerial and leadership skills. Whether you're a new manager or looking to have more influence in your current management role, the challenges you face come in all shapes and sizes—a direct report's anxious questions, your boss's last-minute

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assignment of an important presentation, or a blank business case staring you in the face. To reach your full potential in these situations, you need to master a new set of business and personal skills.

Packed with step-by-step advice and wisdom from Harvard Business Review's management archive, the HBR Manager's Handbook provides best practices on topics from understanding key financial statements and the fundamentals of strategy to emotional intelligence and building your employees' trust. The book's brief sections allow you

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to home in quickly on the solutions you need right away—or take a deeper dive if you need more context. Keep this comprehensive guide with you throughout your career and be a more impactful leader in your organization. In the HBR Manager's Handbook you'll find:

- Step-by-step guidance through common managerial tasks
- Short sections and chapters that you can turn to quickly as a need arises
- Self-assessments throughout
- Exercises and templates to help you practice and apply the concepts in the book
- Concise

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explanations of the latest research and thinking on important management skills from Harvard Business Review experts such as Dan Goleman, Clayton Christensen, John Kotter, and Michael Porter - Real-life stories from working managers - Recaps and action items at the end of each chapter that allow you to reinforce or review the ideas quickly The skills covered in the book include: - Transitioning into a leadership role - Building trust and credibility - Developing emotional intelligence - Becoming a person of

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influence - Developing yourself as a leader - Giving effective feedback - Leading teams - Fostering creativity - Mastering the basics of strategy - Learning to use financial tools - Developing a business case

A revolutionary approach to understanding the emotional dynamics within our working lives. 'Nobody understands the everyday madness of working life better than Naomi Shragai. This book should be read by everyone who ventures anywhere near an office' - Lucy Kellaway You probably don't

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realise this, but every working day you replay and re-enact conflicts, dynamics and relationships from your past. Whether it's confusing an authority figure with a parent; avoiding conflict because of past squabbles with siblings; or suffering from imposter syndrome because of the way your family responded to success, when it comes to work we are all trapped in our own upbringings and the patterns of behaviour we learned while growing up. Many of us spend eighteen formative years or more living with family and building our

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personality; but most of us also spend fifty years - or 90,000 hours - in the workplace. With the pull of the familial so strong, we unconsciously re-enact our personal past in our professional present - even when it holds us back. Through intimate stories, fascinating insights and provocative questions that tackle the issues that cause us most problems - from imposter syndrome and fear of conflict to perfectionism and anxiety - business psychotherapist Naomi Shragai will transform how you think about yourself and

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your working life. Based on thirty years of expertise and practice, Shragai will show you that what is holding you back is within your gift to change - and the first step is to realise how you, like the rest of the people you work with, habitually confuse your professional present with your personal past.

A fully revised and updated edition of the bible of the newspaper industry

This Harvard Business Review collection features the best in leadership transitions from celebrated author and

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advisor Michael D. Watkins. Watkins, who has worked for decades guiding senior leaders into new roles to help them and their organizations succeed, is the author of the international bestseller The First 90 Days. With more than 400,000 copies sold worldwide and published in more than 25 languages, the book has become the standard reference for leaders in transition. In addition to the full digital edition (ebook) of The First 90 Days, this collection includes digital editions of Watkins' other popular works:

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Your Next Move, which guides professionals through the most common career transitions; Shaping the Game, on how to lead effective negotiations; and his 2012 Harvard Business Review article, "How Managers Become Leaders." Watkins, whose ideas have guided some of the world's best leaders through successful transitions, is the chairman of leadership development consultancy Genesis Advisers. Drawing on the perfect combination of research and hands-on experience, he has spent the last two decades working with leaders—both

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corporate and public—as they transition to new roles, negotiate the future of their organizations, and craft their legacy as leaders. He was previously a professor at the Kennedy School of Government at Harvard, Harvard Business School, INSEAD in France, and IMD in Switzerland.

The Harvard Business Review Manager's Handbook

The Silent Corner

The Quest to Solve Problems Before They Happen

Holy Bible

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***The First 90 Days of Marriage
Proven Strategies for Getting Up to Speed
Faster and Smarter by Michael Watkins
The First 90 Days***

You just got hired! Congrats! Now what? It takes most new product managers six to eight months to reach full productivity. Most companies and managers don't have onboarding training designed specifically for product managers. This means you would spend half of your first year haphazardly gathering the bits of information you need to be an effective product manager. Every Product Manager's First 90 Days is the solution to this problem. With over 40 interactive exercises and 90 questions, you

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will systematically work your way through your company discovering the knowledge necessary to be successful.

Know Your Role - Learn your responsibilities and what others expect of you. **Know Your Team** - Learn who does what and what strengths they bring to the organization. **Know Your Stakeholders** - Learn which people you need input from on each aspect of the product and who to ignore. **Know Your Customer** - Learn who uses your product and how they use it. **Know Your Competition** - Learn who you are up against and what makes your product unique in the marketplace. **Know Your History** - Learn how the product has evolved and how that impacts the future. **Know Your Product** - Learn your product

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inside and out. Know Your Numbers - Learn what metrics are critical to focus on. Know Your Marketing - Learn what channels work and how your product is portrayed. Know Your Sales - Learn what closes a sale and what is being promised to customers. Know Your Future Product - Learn how you approach product management and what that means for where the product is headed.

This Harvard Business Review collection, featuring the work of celebrated author and advisor Michael D. Watkins on leadership transitions, includes the international bestseller *The First 90 Days, Updated and Expanded* as well as the 2012 Harvard Business Review

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article, “ How Managers Become Leaders. ”

The Leadership Transitions and Team Building

Collection includes two important books: The First 90 Days, Updated and Expanded, by Michael D. Watkins, and The Alliance, by Reid Hoffman, Ben Casnocha, and Chris Yeh. Transitions are a critical time for leaders. In fact, most agree that moving into a new role is the biggest challenge a manager will face. While transitions offer a chance to start fresh and make needed changes in an organization, they also place leaders in a position of acute vulnerability. Missteps made during the crucial first three months in a new role can jeopardize or even derail your success. In *The First 90 Days*, Watkins offers

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proven strategies for conquering the challenges of transitions—no matter where you are in your career. The Alliance, coauthored by the founder of LinkedIn, introduces a new, realistic loyalty pact between employer and employee. The employer-employee relationship is broken, and managers face a seemingly impossible dilemma: the old model of guaranteed long-term employment no longer works in a business environment defined by continuous change, but neither does a system in which every employee acts like a free agent. The solution? Stop thinking of employees as either family or as free agents. Think of them instead as allies. This bold but practical guide for managers and executives will give

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you the tools you need to recruit, manage, and retain the kind of employees who will make your company thrive in today ' s world of constant innovation and fast-paced change.

The First 90 Days, Updated and Expanded: Proven Strategies for Getting Up to Speed Faster and Smarter by Michael Watkins | Book Summary | Readtrepreneur (Disclaimer: This is NOT the original book. If you're looking for the original book, search this link:

<http://amzn.to/2hZfZkT>) Transitions often pose bigger challenges than you will ever face, The First 90 Days, Updated and Expanded walks you through what you should do to conquer the adversities and seize the

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opportunities to grow as a professional. The First 90 Days, Updated and Expanded acts as a guide to help you avoid from feeling overwhelmed during a transition. Missteps at the start of your role transition can be detrimental to your career and learning how to act in each scenario will help you secure early and much-needed wins to accelerate your professional growth. Transitions are tough but not impossible to conquer and with this book, you will know exactly how to tame the beast and excel in your organization. (Note: This summary is wholly written and published by readtrepreneur.com It is not affiliated with the original author in any way) "Once people perceive that change is

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going to happen, the game often shifts from outright opposition to a competition to influence what sort of change will occur." - Michael D. Watkins

The First 90 Days, Updated and Expanded offers you checklists, practical tools and self-assessments to ensure that you are taking in all the necessary information to excel in your organization during a transition. You will also be guided through every aspect of the transition scenario, tackling both common occurrences and some odd ones to help you handle every situation that may fall on your lap. Michael D. Watkins stresses the importance of not focusing where you are but where you want to be. It doesn't matter if you're just starting a new job or getting

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promoted to a big position, knowing how to handle your transition will be a key aspect to your success so it's important to be prepared. P.S. The First 90 days is an extremely useful book that will help you have a better grasp of any situation that may be presented during your transition. It's designed to make you better so you can reach the top faster. The Time for Thinking is Over! Time for Action! Scroll Up Now and Click on the "Buy now with 1-Click" Button to Get your Copy Delivered to Your Doorstep Right Away! Why Choose Us, Readtrepreneur? Highest Quality Summaries Delivers Amazing Knowledge Awesome Refresher Clear And Concise Disclaimer Once Again: This book is meant for a great

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companionship of the original book or to simply get the gist of the original book. If you're looking for the original book, search for this link: <http://amzn.to/2hZfZkT>

The Harvard Business Review Leader's Handbook
Summary of The First 90 Days, Updated and Expanded:
Proven ...

Move Your Bus

Leadership Transitions and Team Building: Leadership
Collection (2 Books)

The Man Who Mistook His Job for His Life

The Associated Press Stylebook 2015

Proven Strategies for Navigating the First 90 Days
"Whether you're going for that promotion,

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looking to jump ship, or change careers entirely, Michael Watkins' *Your Next Move* is a book you'll want to read." So starts the positive review of *Your Next Move* on the influential 800 CEO Read website. It's true that all leaders--no matter how seasoned--need guidance through the professional changes that define a career. In fact, transitions into new roles are the crucibles in which leaders get their toughest tests, and they're the defining factor in professional careers today. Yet far too often,

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leaders fail to transition effectively into new roles. The resulting costs are high, for individual careers and for organizations. In *Your Next Move*, leadership-transition guru Watkins shows how you can survive and thrive in all the major transitions you will face during your career—including promotions, leading former peers, on-boarding into a new organization, making an international move, or turning around or realigning an organization. With real-life examples and case studies, Watkins illustrates the defining

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hurdles associated with each type of transition. He then provides the insights, strategies, and tools you'll need to accelerate through these crucial turning points and continue moving up in your career. The necessary complement to the author's bestselling guide *The First 90 Days*, which has been translated in more than 20 languages worldwide, *Your Next Move* offers the keen observations, tried-and-true management wisdom, and practical good sense Watkins is renowned for. It's a vital resource for any

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manager or executive seeking to maintain career momentum. To quote the reviewer from above: "It's not just about "moving" but about what happens when those actions are taken. Success or failure are the two options, and which option you emerge with will determine what happens going forward. Watkins' book definitely has the research and insight to equip you for the better of the two paths."

The First 90 Days, Updated and Expanded:
Proven Strategies for Getting Up to Speed

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Faster and Smarter by Michael Watkins - Book Summary - Readtrepreneur (Disclaimer: This is NOT the original book, but an unofficial summary.) Transitions often pose bigger challenges than you will ever face, The First 90 Days, Updated and Expanded walks you through what you should do to conquer the adversities and seize the opportunities to grow as a professional. The First 90 Days, Updated and Expanded acts as a guide to help you avoid from feeling overwhelmed during a transition. Missteps at the start of your role

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transition can be detrimental to your career and learning how to act in each scenario will help you secure early and much-needed wins to accelerate your professional growth.

Transitions are tough but not impossible to conquer and with this book, you will know exactly how to tame the beast and excel in your organization. (Note: This summary is wholly written and published by readtrepreneur. It is not affiliated with the original author in any way) "Once people perceive that change is going to happen, the

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game often shifts from outright opposition to a competition to influence what sort of change will occur." - Michael D. Watkins

The First 90 Days, Updated and Expanded offers you checklists, practical tools and self-assessments to ensure that you are taking in all the necessary information to excel in your organization during a transition. You will also be guided through every aspect of the transition scenario, tackling both common occurrences and some odd ones to help you handle every situation that may fall on your

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lap. Michael D. Watkins stresses the importance of not focusing where you are but where you want to be. It doesn't matter if you're just starting a new job or getting promoted to a big position, knowing how to handle your transition will be a key aspect to your success so it's important to be prepared. P.S. The First 90 days is an extremely useful book that will help you have a better grasp of any situation that may be presented during your transition. It's designed to make you better so you can reach the top faster. The

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Once Again: This book is meant for a great companionship of the original book or to simply get the gist of the original book.

THE FIRST NOVEL IN THE NEW YORK TIMES BESTSELLING JANE HAWK SERIES Meet Jane

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Hawk—a remarkable new heroine certain to become an icon of suspense. “This gripping thriller grabs readers from the first few pages and sweeps them along to the rousing finale.” —Booklist “I very much need to be dead.” These are the chilling words left behind by a man who had everything to live for—but took his own life. In the aftermath, his widow, Jane Hawk, does what all her grief, fear, and fury demand: find the truth, no matter what. People of talent and accomplishment, people admired and happy and sound of mind, have

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been committing suicide in surprising numbers. When Jane seeks to learn why, she becomes the most-wanted fugitive in America. Her powerful enemies are protecting a secret so important—so terrifying—that they will exterminate anyone in their way. But all their power and viciousness may not be enough to stop a woman as clever as they are cold-blooded, as relentless as they are ruthless—and who is driven by a righteous rage they can never comprehend. Because it is born of love. Don't miss any of Dean

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Koontz's gripping Jane Hawk thrillers: THE SILENT CORNER • THE WHISPERING ROOM • THE CROOKED STAIRCASE • THE FORBIDDEN DOOR • THE NIGHT WINDOW Praise for The Silent Corner "Gripping . . . The paranoia and mystery increase as the story unfolds. . . . Koontz has created [a] wonderful character in Jane Hawk. . . . Koontz rocks it again."—Associated Press "In this era of stingy text-message prose, Mr. Koontz is practically Shakespeare. . . . The Silent Corner brims with both action and

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emotion.”—Pittsburgh Post-Gazette “The Silent Corner is vintage Dean Koontz: paranoia-fueled suspense . . . sleek and highly realized action, developed characters, and more twists and turns than any two ordinary novels combined. . . . As relevant to current events as it is audacious . . . amongst Dean Koontz’s finest contemporary work.”—Mystery Scene “A proven specialist in action scenes, Koontz pulls off some doozies here. . . . The book is full of neat touches. . . . And the prose, as always in a Koontz novel, is first-rate.

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Perhaps Koontz's leanest, meanest thriller, this initial entry in a new series introduces a smart, appealing heroine who can outthink as well as outshoot the baddest of bad dudes."—Kirkus Reviews (starred review)

Critical Success Strategies for New Leaders at All Levels

Your First 100 Days