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Uncertainty Chaos And Luck
Why Some Thrive Despite
Great By Choice
Them All

Uncertainty Chaos
And Luck Why Some
Thrive Despite Them

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Uncertainty Chaos And Luck

All

Why Some Thrive Despite

"This book is your chance to learn from others' mistakes."--

Entrepreneur In the 1960s, IBM CEO Tom Watson called an executive into his office after his venture lost \$10 million. The man assumed he

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***was being fired. Watson told him,
“Fired? Hell, I spent \$10 million
educating you. I just want to be
sure you learned the right lessons.”
There are thousands of books
about successful companies but
virtually none about the lessons to
be learned from those that crash***

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***and burn. Now Paul Carroll and
Chunka Mui draw on research into
more than 750 flameouts to reveal
the seven biggest reasons for
business failure.***

***The world is in the midst of a storm
that has shaped the history of
modernity along a double fracture:***

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on the one hand, an environmental fracture driven by a technocratic and capitalist civilization that led to the ongoing devastation of the Earth's ecosystems and its human and non-human communities and, on the other, a colonial fracture instilled by Western colonization

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and imperialism that resulted in racial slavery and the domination of indigenous peoples and women in particular. In this important new book, Malcom Ferdinand challenges this double fracture, thinking from the Caribbean world. Here, the slave ship reveals the inequalities that

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**continue during the storm: some
are shackled inside the hold and
even thrown overboard at the first
gusts of wind. Drawing on empirical
and theoretical work in the
Caribbean, Ferdinand
conceptualizes a decolonial
ecology that holds protecting the**

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***environment together with the
political struggles against
(post)colonial domination,
structural racism, and misogynistic
practices. Facing the storm, this
book is an invitation to build a
world-ship where humans and non-
humans can live together on a***

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bridge of justice and shape a common world. It will be of great interest to students and scholars in environmental humanities and Latin American and Caribbean studies, as well as anyone interested in ecology, slavery, and (de)colonization.

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Decline can be avoided. Decline can be detected. Decline can be reversed. Amidst the desolate landscape of fallen great companies, Jim Collins began to wonder: How do the mighty fall? Can decline be detected early and avoided? How far can a company

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fall before the path toward doom becomes inevitable and unshakable? How can companies reverse course? In How the Mighty Fall, Collins confronts these questions, offering leaders the well-founded hope that they can learn how to stave off decline and, if they

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find themselves falling, reverse their course. Collins' research project—more than four years in duration—uncovered five step-wise stages of decline: Stage 1: Hubris Born of Success Stage 2: Undisciplined Pursuit of More Stage 3: Denial of Risk and Peril Stage 4:

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***Grasping for Salvation Stage 5:
Capitulation to Irrelevance or Death
By understanding these stages of
decline, leaders can substantially
reduce their chances of falling all
the way to the bottom. Great
companies can stumble, badly, and
recover. Every institution, no matter***

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how great, is vulnerable to decline.

There is no law of nature that the most powerful will inevitably remain at the top. Anyone can fall and most eventually do. But, as Collins' research emphasizes, some companies do indeed recover—in some cases, coming back even

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stronger—even after having crashed into the depths of Stage 4. Decline, it turns out, is largely self-inflicted, and the path to recovery lies largely within our own hands. We are not imprisoned by our circumstances, our history, or even our staggering defeats along the way. As long as

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we never get entirely knocked out of the game, hope always remains. The mighty can fall, but they can often rise again.

Can a good company become a great one and, if so, how? After a five-year research project, Collins concludes that good to great can

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**and does happen. In this book, he
uncovers the underlying variables
that enable any type of organization
to**

**Good To Great And The Social
Sectors**

What Matters Now

The Great CEO Within: The Tactical

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Guide to Company Building

***Leading a Great Enterprise through
Dramatic Change***

***A Step-By-Step Guide to Get What
You Want***

***What You Can Learn from the Most
Inexcusable Business Failures of
the Last 25 Years***

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***How to Succeed No Matter What
Life Throws at You***

***How to Win in a World of Relentless
Change, Ferocious Competition,
and Unstoppable Innovation***

THE NEW QUESTION Ten years after
the worldwide bestseller **Good to Great**,
Jim Collins returns with another

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**groundbreaking work, this time to ask:
Why do some companies thrive in
uncertainty, even chaos, and others do
not? Based on nine years of research,
buttressed by rigorous analysis and
infused with engaging stories, Collins
and his colleague, Morten Hansen,
enumerate the principles for building a**

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truly great enterprise in unpredictable, tumultuous, and fast-moving times.

THE NEW STUDY Great by Choice distinguishes itself from Collins's prior work by its focus not just on performance, but also on the type of unstable environments faced by leaders today. With a team of more than twenty

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researchers, Collins and Hansen studied companies that rose to greatness - beating their industry indexes by a minimum of ten times over fifteen years - in environments characterized by big forces and rapid shifts that leaders could not predict or control. The research team then contrasted these

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"10X companies" to a carefully selected set of comparison companies that failed to achieve greatness in similarly extreme environments. THE NEW FINDINGS The study results were full of provocative surprises. Such as: * The best leaders were not more risk taking, more visionary, and more creative than

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the comparisons; they were more disciplined, more empirical, and more paranoid. * Innovation by itself turns out not to be the trump card in a chaotic and uncertain world; more important is the ability to scale innovation, to blend creativity with discipline. * Following the belief that leading in a "fast world"

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always requires "fast decisions" and "fast action" is a good way to get killed.

*** The great companies changed less in reaction to a radically changing world than the comparison companies. The authors challenge conventional wisdom with thought-provoking, sticky, and supremely practical concepts. They**

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include **10Xers; the 20 Mile March; Fire
Bullets then Cannonballs; Leading
above the Death Line; Zoom Out, Then
Zoom In; and the SMaC Recipe.**

**Finally, in the last chapter, Collins and
Hansen present their most provocative
and original analysis: defining,
quantifying, and studying the role of**

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luck. The great companies and the leaders who built them were not luckier than the comparisons, but they did get a higher Return on Luck. This book is classic Collins: contrarian, data driven, and uplifting. He and Hansen show convincingly that, even in a chaotic and uncertain world, greatness happens by

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choice, not by chance.

**The Wall Street Journal Essential
Guide to Management offers “Lasting
Lessons from the Best Leadership
Minds of Our Time.” Compiled by Alan
Murray, Deputy Managing Editor of
the Wall Street Journal, this is the
definitive guide to how to be a**

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Them All
successful manager from the world's
most respected business
publication—an indispensable
handbook for new managers and
veterans alike, providing solid business
strategies to help them put their best
ideas to work.

Great by ChoiceUncertainty, Chaos,

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Why Some Thrive Despite
**and Luck--Why Some Thrive Despite
Them All** Harper Collins

**Ten years after the worldwide bestseller
Good to Great, Jim Collins returns
with another groundbreaking work, this
time to ask: why do some companies
thrive in uncertainty, even chaos, and
others do not? Based on nine years of**

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**research, buttressed by rigorous analysis
and infused with engaging stories,
Collins and his colleague Morten
Hansen enumerate the principles for
building a truly great enterprise in
unpredictable, tumultuous and fast-
moving times. This book is classic
Collins: contrarian, data-driven and**

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uplifting.

**How Leaders Avoid the Traps, Create
Unity, and Reap Big Results
Successful Habits of Visionary
Companies
Thinking from the Caribbean World
Why Some Companies Make the
Leap...And Others Don't**

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Why Some Thrive Despite
Dare to Lead

The Intangibles of Leadership

Beyond Entrepreneurship

Who Says Elephants Can't Dance?

Chuck Feeney was born in Elizabeth, New Jersey, to a blue-collar Irish-American family during the

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Depression. After service in the Korean War, he made a fortune as founder of Duty Free Shoppers, the world's largest duty-free retail chain. By 1988, he was hailed by Forbes Magazine as the twenty-fourth richest

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American alive. But secretly Feeney had already transferred all his wealth to his foundation, Atlantic Philanthropies. Only in 1997 when he sold his duty free interests, was he "outed" as one of the greatest and most

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mysterious American
philanthropists in modern
times. After going
"underground" again, he
emerged in 2005 to cooperate
on a biography promoting
giving while living. Now in
his mid-seventies, Feeney is

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determined his foundation should spend down the remaining \$4 billion in his lifetime.

The Dreams to Reality
Fieldbook Have you ever wondered why some people accomplish so much more than

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Them All
you do even though they have
the same 24 hours? Are you
tired of watching everyone
else get what they want? Are
you ashamed of being jealous
of your friends, family or
strangers who are living the
life you wish you had? What

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if that could be you? What if you were able to make the income you have always wanted? How about taking a trip around the world without worry? What if you could live life without regrets? Would you be

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interested in that type of
power? You can't change your
past but you can have the
future you want by changing
the actions you take right
now. In *The Dreams to
Reality Fieldbook*, Robert
Chen shows you how, step by

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step. This fieldbook was not written to make you feel good. You are not going to find rags-to-riches stories or tips about affirmations and positive thinking. This book was designed to take any dream that you have and

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turn it into a reality.

That's it. Robert's focus when creating this fieldbook was to make it comprehensive, easy-to-understand and as short as possible. This book is not for someone who hopes it

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will work like magic with little to no effort. Each chapter ends with specific action steps that you should take before moving on. If you do not want to follow the steps, don't waste your time and money because this

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book will not help you if
all you do is read it
without stopping to take
action. There are only two
pre-requisites for this
fieldbook: A dream A desire
and willingness to commit to
pursuing your dream It

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doesn't matter if you do not know how to achieve your dream, that is why Robert wrote this book. All that matters is that you want to achieve it. You will learn how to: Challenge beliefs and assumptions that hold

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you back from committing to
your dreams Properly set
goals that will allow you to
turn your dreams into
possibilities Create a
practical plan that fits
into your schedule to
achieve your goals Execute

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your plan to turn
possibilities into reality
Overcome barriers that will
arise when you execute your
plan Celebrate and repeat
the process again This book
contains the information you
need to turn your dreams

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into reality. All you have to do is to follow the steps.

In Collaboration, author Morten Hansen takes aim at what many leaders inherently know: in today's competitive environment, companywide

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collaboration is an
imperative for successful
strategy execution, yet the
sought-after synergies are
rarely, if ever, realized.
In fact, most cross-unit
collaborative efforts end up
wasting time, money, and

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resources. How can managers avoid the costly traps of collaboration and instead start getting the results they need? In this book, Hansen shows managers how to get collaboration right through "disciplined

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collaboration"-- a practical
framework and set of tools
managers can use to: •
Assess when--and when
not--to pursue collaboration
across units to achieve
goals • Identify and
overcome the four barriers

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Them All
to collaboration • Get
people to buy into the
larger picture, even when
they own only a small piece
of it • Be a "T-Shaped
Manager," collaborating
across divisions while still
working deeply in your own

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unit • Create networks
across the organization that
are not large, but nimble
and effective Based on the
author's long-running
research, in-depth case
studies, and company
interviews, Collaboration

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delivers practical advice
and tools to help your
organization
collaborate--for real
results.

Action Inquiry introduces
readers to "action
inquiry"--a type of

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disciplined leadership
practice that increases the
timeliness of one's actions
Timely leadership action
helps teams, organizations,
and still larger
institutions become more
creative, more aware, more

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just, and more capable of self-transformation as warranted. The book's appendix describes the scholarly basis for the book's claims, as well as how the practice of action inquiry transforms social

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Why Some Thrive Despite
science itself.

One Team . . . One Town . .
. One Tragedy . . . One Life-
Changing Season.

A Monograph to Accompany
Good to Great
Uncertainty, Chaos, and
Luck--Why Some Thrive

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Uncertainty Chaos And Luck
Why Some Thrive Despite
Despite Them All

Great by Choice

Managing the Small to Mid-
sized Company

Collaboration

Joan Garry's Guide to
Nonprofit Leadership

Good to Great

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Who Says Elephants Can't
Dance? sums up Lou
Gerstner's historic
business achievement,
bringing IBM back from the
brink of insolvency to
lead the computer business

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once again. Offering a
unique case study drawn
from decades of experience
at some of America's top
companies -- McKinsey,
American Express, RJR
Nabisco -- Gerstner's

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insights into management
and leadership are
applicable to any
business, at any level.
Ranging from strategy to
public relations, from
finance to organization,

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Gerstner reveals the lessons of a lifetime running highly successful companies.

FORGE A POWERFUL STRATEGY
TO BECOME A PRODUCT
MANAGER WHO DELIVERS

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RESULTS The world of business is moving at breakneck speed. More is being demanded of everyone--with fewer resources than ever. In no profession is this more

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apparent than Product
Management. Written by one
of today's leading Product
Management thought-
leaders, Steven Haines,
The Product Manager's
Survival Guide provides

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best practices, practical on-the-job advice, and a step-by-step blueprint for succeeding in Product Management. Whatever your level of experience--whether you're

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a novice product manager
or seasoned Product
Management leader--you'll
find everything you need
to make consistent
positive impacts on your
business. With this

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practical guide in your hands, you have the most powerful tool available for increasing your productivity quickly and dramatically--in a way that is noticeable and

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measurable. The Product Manager's Survival Guide is conveniently organized into four sections: I. Getting Your Bearings: Map out your plan to begin the journey to success II.

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Learning the Product's
Business: Go beyond
features and functions to
become the product expert,
customer advocate, and
domain expert III. Getting
Work Done: Synchronize and

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orchestrate the work of others to help everyone maintain focus on company goals IV. Moving Forward: Round out your experience to take the next critical steps in your Product

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Management career The only way to excel as a product manager is to develop a strategy for the long run. Start formulating one now and you will be well ahead of your

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competition--internally
and externally. The
Product Manager's Survival
Guide gives you the tools
and insight you need to
start putting the pieces
in place now--so you can

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succeed well into the
future.

Named by The Washington
Post as one of the 11
Leadership Books to Read
in 2018 When it comes to
recruiting, motivating,

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and creating great teams,
Patty McCord says most
companies have it all
wrong. McCord helped
create the unique and high-
performing culture at
Netflix, where she was

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chief talent officer. In
her new book, *Powerful:
Building a Culture of
Freedom and
Responsibility*, she shares
what she learned there and
elsewhere in Silicon

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Valley. McCord advocates practicing radical honesty in the workplace, saying good-bye to employees who don't fit the company's emerging needs, and motivating with

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challenging work, not promises, perks, and bonus plans. McCord argues that the old standbys of corporate HR—annual performance reviews, retention plans, employee

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empowerment and engagement programs—often end up being a colossal waste of time and resources. Her road-tested advice, offered with humor and irreverence, provides

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readers a different path for creating a culture of high performance and profitability. Powerful will change how you think about work and the way a business should be run.

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Nonprofit leadership is messy. Nonprofits leaders are optimistic by nature. They believe with time, energy, smarts, strategy and sheer will, they can change the world. But as

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staff or board leader, you know nonprofits present unique challenges. Too many cooks, not enough money, an abundance of passion. It's enough to make you feel overwhelmed

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and alone. The people you help need you to be successful. But there are so many obstacles: a micromanaging board that doesn't understand its true role; insufficient

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fundraising and donors who make unreasonable demands; unclear and inconsistent messaging and marketing; a leader who's a star in her sector but a difficult boss... And yet, many

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nonprofits do thrive. Joan Garry's Guide to Nonprofit Leadership will show you how to do just that. Funny, honest, intensely actionable, and based on her decades of experience,

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this is the book Joan
Garry wishes she had when
she led GLAAD out of a
financial crisis in 1997.
Joan will teach you how
to: Build a powerhouse
board Create an impressive

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and sustainable
fundraising program Become
seen as a 'workplace of
choice' Be a compelling
public face of your
nonprofit This book will
renew your passion for

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your mission and
organization, and help you
make a bigger difference
in the world.

Great By Choice

Lovability

How to Find Certainty in

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Uncertain Situations

Powerful

Uncommon Hope

A guide to effective
decision-making

Because Nonprofits Are
Messy

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Uncertainty, Chaos and
Luck - Why Some Thrive
Despite Them All

***Reorganization,
downsizing, mergers,
budget pressures,
transfers, job***

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*insecurity, and more are
producing today's
unpredictable, pressure-
cooker conditions, and
making it harder for
less resilient people to
achieve the success they*

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*deserve. Resilience at
Work supplies insights
and strategies you can
use to combat your fear
of change and uncover
the opportunities that
can be found in even the*

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*most stressful
situations.*

*Proposes applying the
author's business
strategies for
transforming companies
to nonprofit and public*

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organizations to help
them increase efficiency
and most benefit the
clients they serve.

From Jim Collins, the
most influential
business thinker of our

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era, comes an ambitious
upgrade of his classic,
Beyond Entrepreneurship,
that includes all-new
findings and world-
changing insights.

What's the roadmap to

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*create a company that
not only survives its
infancy but thrives,
changing the world for
decades to come? Nine
years before the
publication of his*

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*epochal bestseller Good
to Great, Jim Collins
and his mentor, Bill
Lazier, answered this
question in their
bestselling book, Beyond
Entrepreneurship. Beyond*

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*Entrepreneurship left a
definitive mark on the
business community,
influencing the young
pioneers who were, at
that time, creating the
technology revolution*

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*that was birthing in
Silicon Valley. Decades
later, successive
generations of
entrepreneurs still turn
to the strategies
outlined in Beyond*

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Them All
Entrepreneurship to
answer the most pressing
business questions. BE
2.0 is a new and
improved version of the
book that Jim Collins
and Bill Lazier wrote

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*years ago. In BE 2.0,
Jim Collins honors his
mentor, Bill Lazier, who
passed away in 2005, and
reexamines the original
text of Beyond
Entrepreneurship with*

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his 2020 perspective.

*The book includes the
original text of Beyond
Entrepreneurship, as
well as four new
chapters and fifteen new
essays. BE 2.0 pulls*

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*together the key
concepts across Collins'
thirty years of research
into one integrated
framework called The
Map. The result is a
singular reading*

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*experience, which
presents a unified
vision of company
creation that will
fascinate not only Jim's
millions of dedicated
readers worldwide, but*

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*also introduce a new
generation to his
remarkable work.*

*A companion guidebook to
the number-one
bestselling Good to
Great, focused on*

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*implementation of the
flywheel concept, one of
Jim Collins' most
memorable ideas that has
been used across
industries and the
social sectors, and with*

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*startups. The key to
business success is not
a single innovation or
one plan. It is the act
of turning the flywheel,
slowly gaining momentum
and eventually reaching*

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*a breakthrough. Building
upon the flywheel
concept introduced in
his groundbreaking
classic Good to Great,
Jim Collins teaches
readers how to create*

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Why Some Thrive Despite

their own flywheel, how

to accelerate the

flywheel's momentum, and

how to stay on the

flywheel in shifting

markets and during times

of turbulence. Combining

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Why Some Thrive Despite
Them All

*research from his Good
to Great labs and case
studies from
organizations like
Amazon, Vanguard, and
the Cleveland Clinic
which have turned their*

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Why Some Thrive Despite
Them All

*flywheels with
outstanding results,
Collins demonstrates
that successful
organizations can
disrupt the world around
them—and reach*

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Why Some Thrive Despite

*unprecedented success—by
employing the flywheel
concept.*

BE 2.0 (Beyond

Entrepreneurship 2.0)

Concepts and Cases

Execution

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Why Some Thrive Despite
Them All

Navigating Chaos

*Lasting Lessons from the
Best Leadership Minds of
Our Time*

Resilience at Work

The Power of Catalytic

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Why Some Thrive Despite
Mechanisms

If you head a small to mid-sized enterprise or one within a larger firm, here is a remarkable book that can help you build an extraordinary organization capable of long-term health and success. Beyond

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Why Some Thrive Despite
Them All

Entrepreneurship shows how to turn your business into an entity that "sustains high performance, rises to the status of role model, and remains great for generations," in the words of the authors. Step by step, Collins and Lazier reveal how to lay a foundation

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Why Some Thrive Despite

Them All

for greatness, while a company is still small and adaptable enough to fully embody the values of its leaders.

Drawing on their many years of first-hand experience working in private industry and serving as business consultants, Collins and Lazier cover

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Why Some Thrive Despite
Them All

all the essential aspects of attaining corporate greatness--supported by dozens of real-life examples of firms as diverse as Mrs. Fields Cookies, Continental Cablevision, and Giro Sport Design. In Beyond Entrepreneurship they provide tested

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ideas and methods for developing the most effective leadership style for your personality characteristics... and developing the 7 key elements of a leadership style to inspire real loyalty and dedication. Then, they move on to an often overlooked function of

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leadership: catalyzing a vision. Every great company has at its core a compelling vision. You'll discover a clear and useful framework for setting corporate vision--a framework that removes the confusion about this important and elusive topic, yet retains

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the "spark" that's an essential quality of a motivating and effective overall vision. Collins and Lazier also discuss and illustrate the four key principles of setting business strategy, and explain how to resolve critical strategic issues--like whether to lead a market

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or follow--faced by every small to mid-sized firm. The authors present a set of concepts and practical suggestions for stimulating creativity and keeping your company innovative as it evolves. Finally, they spell out how to translate vision and strategy into effective

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Them All

*business tactics, the day-to-day details
of producing consistent excellence.*

*Here is a comprehensive, how-to-do-it
blue print for becoming the best in
your industry; crafting an entity that's
highly profitable and respected by
people outside its walls.*

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The Challenge Built to Last, the defining management study of the nineties, showed how great companies triumph over time and how long-term sustained performance can be engineered into the DNA of an enterprise from the very beginning. But

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what about the company that is not born with great DNA? How can good companies, mediocre companies, even bad companies achieve enduring greatness? The Study For years, this question preyed on the mind of Jim Collins. Are there companies that defy

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Why Some Thrive Despite

*gravity and convert long-term
mediocrity or worse into long-term
superiority? And if so, what are the
universal distinguishing
characteristics that cause a company
to go from good to great? The
Standards Using tough benchmarks,*

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Collins and his research team identified a set of elite companies that made the leap to great results and sustained those results for at least fifteen years. How great? After the leap, the good-to-great companies generated cumulative stock returns

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that beat the general stock market by an average of seven times in fifteen years, better than twice the results delivered by a composite index of the world's greatest companies, including Coca-Cola, Intel, General Electric, and Merck. The Comparisons The research

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Them All
*team contrasted the good-to-great
companies with a carefully selected set
of comparison companies that failed
to make the leap from good to great.
What was different? Why did one set
of companies become truly great
performers while the other set*

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remained only good? Over five years, the team analyzed the histories of all twenty-eight companies in the study. After sifting through mountains of data and thousands of pages of interviews, Collins and his crew discovered the key determinants of

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greatness -- why some companies make the leap and others don't. The Findings The findings of the Good to Great study will surprise many readers and shed light on virtually every area of management strategy and practice. The findings include: Level 5 Leaders:

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The research team was shocked to discover the type of leadership required to achieve greatness. The Hedgehog Concept (Simplicity within the Three Circles): To go from good to great requires transcending the curse of competence. A Culture of

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Discipline: When you combine a culture of discipline with an ethic of entrepreneurship, you get the magical alchemy of great results. Technology Accelerators: Good-to-great companies think differently about the role of technology. The Flywheel and the

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Doom Loop: Those who launch radical change programs and wrenching restructurings will almost certainly fail to make the leap. "Some of the key concepts discerned in the study," comments Jim Collins, "fly in the face of our modern business culture and

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*will, quite frankly, upset some people.”
Perhaps, but who can afford to ignore
these findings?*

*Most executives have a big, hairy,
audacious goal. But they install layers
of stultifying bureaucracy that prevent
them from realizing it. In this article,*

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Jim Collins introduces the catalytic mechanism, a simple yet powerful managerial tool that helps turn lofty aspirations into reality. The crucial link between objectives and results, this tool is a galvanizing, nonbureaucratic way to turn one into the other. But the

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same catalytic mechanism that works in one organization won't necessarily work in another. So, to help readers get started, Collins offers some general principles that support the process of building one effectively. Since 1922, Harvard Business Review

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has been a leading source of breakthrough ideas in management practice. The Harvard Business Review Classics series now offers you the opportunity to make these seminal pieces a part of your permanent management library. Each highly

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*readable volume contains a
groundbreaking idea that continues to
shape best practices and inspire
countless managers around the world.*

*Wall Street Journal Business
Bestseller A Financial Times Business
Book of the Month Named by The*

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*Washington Post as One of the 11
Leadership Books to Read in 2018*
From the New York Times bestselling
coauthor of *Great by Choice* comes an
authoritative, practical guide to
individual performance—based on
analysis from an exhaustive,

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groundbreaking study. Why do some people perform better at work than others? This deceptively simple question continues to confound professionals in all sectors of the workforce. Now, after a unique, five-year study of more than 5,000

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managers and employees, Morten Hansen reveals the answers in his “Seven Work Smarter Practices” that can be applied by anyone looking to maximize their time and performance. Each of Hansen’s seven practices is highlighted by inspiring stories from

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individuals in his comprehensive study. You'll meet a high school principal who engineered a dramatic turnaround of his failing high school; a rural Indian farmer determined to establish a better way of life for women in his village; and a sushi chef,

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whose simple preparation has led to his restaurant (tucked away under a Tokyo subway station underpass) being awarded the maximum of three Michelin stars. Hansen also explains how the way Alfred Hitchcock filmed Psycho and the 1911 race to become

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the first explorer to reach the South Pole both illustrate the use of his seven practices (even before they were identified). Each chapter contains questions and key insights to allow you to assess your own performance and figure out your work strengths, as well

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as your weaknesses. Once you understand your individual style, there are mini-quizzes, questionnaires, and clear tips to assist you focus on a strategy to become a more productive worker. Extensive, accessible, and friendly, Great at Work will help you

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*achieve more by working less, backed
by unprecedented statistical analysis.*

Billion Dollar Lessons

The Product Manager's Survival

Guide: Everything You Need to Know

to Succeed as a Product Manager

Turning Goals Into Results (Harvard

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Business Review Classics)

*How to Build a Business That People
Love and Be Happy Doing It
The Secret of Timely and
Transforming Leadership
Turning the Flywheel
Building a Culture of Freedom and*

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Why Some Thrive Despite
Responsibility

Law and Policy for the Quantum Age

"This is not a book about charismatic visionary leaders. It is not about visionary product concepts or visionary products or visionary market insights. Nor is it about just having a corporate vision. This is a book about something far more important,

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Why Some Thrive Despite
Them All

enduring, and substantial. This is a book about visionary companies." So write Jim Collins and Jerry Porras in this groundbreaking book that shatters myths, provides new insights, and gives practical guidance to those who would like to build landmark companies that stand the test of time. Drawing upon a six-year research

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*project at the Stanford University
Graduate School of Business, Collins and
Porras took eighteen truly exceptional and
long-lasting companies -- they have an
average age of nearly one hundred years
and have outperformed the general stock
market by a factor of fifteen since 1926 --
and studied each company in direct*

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comparison to one of its top competitors. They examined the companies from their very beginnings to the present day -- as start-ups, as midsize companies, and as large corporations. Throughout, the authors asked: "What makes the truly exceptional companies different from other companies?" What separates

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*General Electric, 3M, Merck, Wal-Mart,
Hewlett-Packard, Walt Disney, and Philip
Morris from their rivals? How, for
example, did Procter & Gamble, which
began life substantially behind rival
Colgate, eventually prevail as the premier
institution in its industry? How was
Motorola able to move from a humble*

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battery repair business into integrated circuits and cellular communications, while Zenith never became dominant in anything other than TVs? How did Boeing unseat McDonnell Douglas as the world's best commercial aircraft company -- what did Boeing have that McDonnell Douglas lacked? By answering such questions,

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Collins and Porras go beyond the incessant barrage of management buzzwords and fads of the day to discover timeless qualities that have consistently distinguished out-standing companies. They also provide inspiration to all executives and entrepreneurs by destroying the false but widely accepted

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*idea that only charismatic visionary
Them All
leaders can build visionary companies.*

*Filled with hundreds of specific examples
and organized into a coherent framework
of practical concepts that can be applied
by managers and entrepreneurs at all
levels, Built to Last provides a master
blueprint for building organizations that*

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will prosper long into the twenty-first century and beyond.

The effectiveness of a good strategy well implemented determines a business' future success or failure. Yet history is full of strategic decisions, big and small, that were ill-conceived, poorly organized and consequently disastrous. This updated

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Why Some Thrive Despite
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guide looks at the whole process of strategic decision-making, from vision, forecasting, and resource allocation, through to implementation and innovation. Strategy is about understanding where you are now, where you are heading and how you will get there. There is no room for timidity or confusion. Although the CEO

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and the board decide a company's overall direction, it is the managers at all levels of the organization who will determine how the vision can be transformed into action. In short, everyone is involved in strategy. But getting it right involves difficult choices: which customers to target, what products to offer, and the best way to keep

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costs low and service high. And constantly changing business conditions inevitably bring risks. Even after business strategy has been developed, a company must remain nimble and alert to change, and view strategy as an ongoing and evolving process. The message of this guide is simple: strategy matters, and getting it

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right is fundamental to business success.

The Quantum Age cuts through the hype to demystify quantum technologies, their development paths, and the policy issues they raise.

Matt Mochary coaches the CEOs of many of the fastest-scaling technology companies in Silicon Valley. With The

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Great CEO Within, he shares his highly effective leadership and business-operating tools with any CEO or manager in the world. Learn how to efficiently scale your business from startup to corporation by implementing a system of accountability, effective problem-solving, and transparent feedback. Becoming a

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*great CEO requires training. For a
founding CEO, there is precious little time
to complete that training, especially at the
helm of a rapidly growing company. Now
you have the guidance you need in one
book.*

*The Discipline of Getting Things Done
Beyond Entrepreneurship 2.0*

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Action Inquiry

*The Wall Street Journal Essential Guide to
Management*

*The 10 Qualities of Superior Executive
Performance*

*Turning Your Business Into an Enduring
Great Company*

Great at Work

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The Dreams to Reality Fieldbook

#1 NEW YORK TIMES

BESTSELLER • More than two million copies in print! The premier resource for how to deliver results in an uncertain world, whether you ' re running an entire company

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Uncertainty Chaos And Luck
Why Some Thrive Despite
Them All
or in your first management job.

“ A must-read for anyone who cares about business. ” —The New York Times
When Execution was first published, it changed the way we did our jobs by focusing on the critical importance of “ the

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discipline of execution ” : the ability to make the final leap to success by actually getting things done. Larry Bossidy and Ram Charan now reframe their empowering message for a world in which the old rules have been shattered, radical change

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is becoming routine, and the ability to execute is more important than ever. Now and for the foreseeable future:

- Growth will be slower.

But the company that executes well will have the confidence, speed, and resources to move fast as new

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opportunities emerge. •

Competition will be fiercer, with companies searching for any possible advantage in every area from products and technologies to location and management. •

Governments will take on new roles

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in their national economies, some as partners to business, others imposing constraints. Companies that execute well will be more attractive to government entities as partners and suppliers and better prepared to adapt to a new wave of regulation.

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- Risk management will become a top priority for every leader.

Execution gives you an edge in detecting new internal and external threats and in weathering crises that can never be fully predicted.

Execution shows how to link

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together people, strategy, and operations, the three core processes of every business. Leading these processes is the real job of running a business, not formulating a “ vision ” and leaving the work of carrying it out to others. Bossidy and

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Charan show the importance of being deeply and passionately engaged in an organization and why robust dialogues about people, strategy, and operations result in a business based on intellectual honesty and realism. With

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paradigmatic case histories from the
real world—including examples like
the diverging paths taken by Jamie
Dimon at JPMorgan Chase and
Charles Prince at
Citigroup—Execution provides the
realistic and hard-nosed approach to

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business success that could come only from authors as accomplished and insightful as Bossidy and Charan.

This is not a book about one thing. It's not a 250-paged dissertation on leadership, teams or motivation.

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Instead, it's an agenda for building organizations that can flourish in a world of diminished hopes, relentless change and ferocious competition. This is not a book about doing better. It's not a manual for people who want to tinker at the margins.

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Instead, it's an impassioned plea to reinvent management as we know it—to rethink the fundamental assumptions we have about capitalism, organizational life, and the meaning of work. Leaders today confront a world where the

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unprecedented is thenorm.

Wherever one looks, one sees the exceptional and the extraordinary: Business newspapers decrying the state of capitalism. Once-innovative companies struggling to save offsenescence. Next gen employees

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shunning blue chips for socialstart-ups. Corporate miscreants getting pilloried in the blogosphere. Entry barriers tumbling in what were once oligopolisticstrongholds. Hundred year-old business models being rendered irrelevantovernight.

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Newbie organizations
crowdsourcing their most
creativework. National governments
lurching towards bankruptcy.
Investors angrily confronting greedy
CEOs and complacent boards.
Newly omnipotent customers

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eagerly wielding their power. Social media dramatically transforming the way human beings connect, learn and collaborate. Obviously, there are lots of things that matter now. But in a world of fractured certainties and battered trust, some

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things matter more than others.

While the challenges facing organizations are limitless; leadership bandwidth isn't. That's why you have to be clear about what really matters now. What are the fundamental, make-or-break issues

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that will determine whether your organization thrives or dives in the years ahead? Hamel identifies five issues that are paramount: values, innovation, adaptability, passion and ideology. In doing so he presents an essential agenda for leaders

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everywhere who are eager to... move
from defense to offense reverse the
tide of commoditization defeat
bureaucracy astonish their
customers foster extraordinary
contribution capture the moral high
ground outrun change build a

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company that's truly fit for the future Concise and to the point, the book will inspire you to rethink your business, your company and how you lead.

Change Your Luck and Live a Charmed Life! What if you could

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create your own luck? What if living a charmed life—being lucky in love, lucky in money, lucky in your chosen work—was within your control? The good news is that it ' s all entirely possible...when you know how! In *Conscious Luck*, New York

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Times bestselling authors Gay
Hendricks and Carol Kline share
eight Secrets that will allow you to
intentionally change your fortune.
Instead of hoping and wishing that
luck will come your way, let
Conscious Luck show you how to

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seize control of your destiny and create the dazzling life of your dreams. This powerful step-by-step program, which includes practical techniques, inspiring true stories, and the authors ' personal journeys, will lead you to greater

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freedom and abundance. The
Secrets—four core shifts and four
daily practices—teach you how to:

- plant the seeds of luck in your
own psyche
- remove unlucky
programming (including lifting
“ curses ”)
- move at your

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Essence Pace · practice Radical
Gratitude, and much more. Based
on decades of the authors '
trailblazing work, this unique and
highly effective toolkit offers a
surefire way to transform your life.

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NEARLY THIRTY YEARS
AGO, Stanford University faculty
members Jim Collins and Bill Lazier
showed you how to turn an
entrepreneurial business into an
enduring great company. Beyond
Entrepreneurship became a

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leadership staple, particularly among small and early-stage companies. And while Collins would go on to write a series of famous bestsellers that have sold more than ten million copies worldwide, this lesser-known early work remains the

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favourite of many of his loyal readers. Now, with *Beyond Entrepreneurship 2.0*, Collins re-shares the timeless insights in *Beyond Entrepreneurship* alongside new perspectives gleaned after decades of additional research into

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what makes great companies tick. In Beyond Entrepreneurship 2.0, you'll learn how to turn your company into the 2.0 version of itself. You'll be challenged to grow your own leadership as your company grows, from 1x to 2x to 5x to 10x. You'll

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Learn Collins's newest reflections on people decisions, insights that extend beyond his seminal "first who" principle about getting the right people on the bus. You'll learn why luck favours the persistent, and what it means to look for "who luck."

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You'll learn about the origins of the "BHAG" (Big Hairy Audacious Goal), and why even a small business needs a galvanising BHAG to have a complete and inspiring vision. You'll also unlock what Collins calls "The Map." The Map

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is a road map that pulls together the key concepts developed from thirty years of research and writing into one integrated framework for building a company that delivers superior results, makes a distinctive impact, and achieves lasting

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endurance. Finally, you'll learn the lessons that Jim Collins himself learned from the most influential mentor in his life, Bill Lazier.

Beyond Entrepreneurship 2.0 is the ambitious upgrade to a classic. In Beyond Entrepreneurship 2.0, you'll

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discover that the goal to turn your
business into an enduring great
company is as relevant - and as
within your reach - as ever.

Why Some Companies Make the
Leap ... and Others Don't
A Decolonial Ecology

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The Internationally-Bestselling
Business Classic

How the Mighty Fall

The Billionaire Who Wasn't

How Chuck Feeney Secretly Made
and Gave Away a Fortune

Business Strategy

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Eight Secrets to Intentionally
Change Your Fortune

Jeff Boss has faced and
overcome uncertainty in the most
tumultuous circumstances. As a
Navy SEAL, he worked in some
of the most unforgiving

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environments on earth and faced enemies that constantly changed, much like today's business landscape. In a world of chaos, how do individuals and teams stay together to find certainty in a world where there

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is anything but? This book reveals how. Using anecdotal experiences from both the military and business worlds, Boss highlights the mindset and practical steps of how people and organizations can forge

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certainty amidst inevitable chaos.
The new question Ten years
after the worldwide bestseller
Good to Great, Jim Collins
returns with another
groundbreaking work, this time to
ask: Why do some companies

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thrive in uncertainty, even chaos,
and others do not? Based on
nine years of research,
buttressed by rigorous analysis
and infused with engaging
stories, Collins and his
colleague, Morten Hansen,

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enumerate the principles for building a truly great enterprise in unpredictable, tumultuous, and fast-moving times. The new study Great by Choice distinguishes itself from Collins's prior work by its focus not just on

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performance, but also on the type of unstable environments faced by leaders today. With a team of more than twenty researchers, Collins and Hansen studied companies that rose to greatness—beating their industry

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indexes by a minimum of ten times over fifteen years—in environments characterized by big forces and rapid shifts that leaders could not predict or control. The research team then contrasted these “10X

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companies” to a carefully selected set of comparison companies that failed to achieve greatness in similarly extreme environments. The new findings The study results were full of provocative surprises. Such as:

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The best leaders were not more risk taking, more visionary, and more creative than the comparisons; they were more disciplined, more empirical, and more paranoid. Innovation by itself turns out not to be the

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trump card in a chaotic and
uncertain world; more important
is the ability to scale innovation,
to blend creativity with discipline.
Following the belief that leading
in a “fast world” always requires
“fast decisions” and “fast

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Why Some Thrive Despite

Them All
action” is a good way to get
killed. The great companies
changed less in reaction to a
radically changing world than the
comparison companies. The
authors challenge conventional
wisdom with thought-provoking,

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sticky, and supremely practical
concepts. They include: 10Xers;
the 20 Mile March; Fire Bullets,
Then Cannonballs; Leading
above the Death Line; Zoom
Out, Then Zoom In; and the
SMaC Recipe. Finally, in the last

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chapter, Collins and Hansen present their most provocative and original analysis: defining, quantifying, and studying the role of luck. The great companies and the leaders who built them were not luckier than the

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comparisons, but they did get a higher Return on Luck. This book is classic Collins: contrarian, data-driven, and uplifting. He and Hansen show convincingly that, even in a chaotic and uncertain world, greatness happens by

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choice, not chance.

Baseball bonded the Collins family, culminating when Michael played in the junior college World Series in Enid, Oklahoma, while Jim was coaching University High School in the Illinois state

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finalseven hundred miles apart!

Those bonds reached new heights with Jim as a head coach and Michael his assistant at University High School. A doorbell rings and lives are changed forever. A drunk driver

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and a horrific crash. Two brain surgeries. Five days in the hospital. A funeral. All played out in a very dramatic and public manner. But with all the pain comes some miracles, including a Pay It Forward movement with

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positive impact around the world in honor of Michael. Knowing it is what Michael would want, Jim returns to the dugout to coach the University High School Pioneers. How does a team of high school kids attend the

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funeral of their assistant coach one day, then resume their season the next? Players, parents, and coaches pull together unlike any team Jim has coached before. There are no complaints about playing time,

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just a focus on the emotional well-being of this savvy group of teenagers and their still-grieving head coach. One post-season win would be an upset. A regional championship seemed impossible. The team discovers

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that no adversity on the field can come close to what they have already experienced off it.

Coaches, players, and parents learn the power of one team playing with a purpose bigger than the game. The season ends

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where Jim never could have
imagined that first day of
practice.

It's the Subtleties that Matter!

What is the real difference
between competent leader and
extraordinary executive? Is it

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pedigree, experience,
intelligence? The answer is
yes...and much more.

Exceptional leadership hinges on
a complex interaction between
individual psychology and unique
business needs. At the top rung

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of the ladder, where the dynamics are most complicated, subtle adjustments in style can produce outstanding results. In his new book, *The Intangibles of Leadership, Management* Psychologist Richard Davis,

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Ph.D., uncovers patterns in the attributes that truly distinguish those who succeed at the top. What he found was that extraordinary leaders possess certain characteristics that fall between the lines of existing

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leadership models, yet are fundamental to executive success. Davis explains each of these qualities, the people who exemplify them, how to detect them in others, and most importantly, how to develop the

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subtle characteristics that will enable them to stand out from the pack. Learn why... It's often better to aim for silver than for gold Playing hard to get attracts people to you It's important to have a slightly inflated view of

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your abilities Your peripheral
vision is so important It's ok to
get angry with your team So
many extraordinary executives
have gone through crises early in
their lives
Built to Last

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Why Some Thrive Despite
Conscious Luck

Turning Your Business into an
Enduring Great Company
And Why Some Companies
Never Give In
Brave Work. Tough
Conversations. Whole Hearts.

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What They Teach You at
Harvard Business School
The Hidden Habits of Top
Performers

#1 NEW YORK TIMES BESTSELLER •

*Brené Brown has taught us what it means to
dare greatly, rise strong, and brave the*

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wilderness. Now, based on new research conducted with leaders, change makers, and culture shifters, she's showing us how to put those ideas into practice so we can step up and lead. Look for Brené Brown's new podcast, Dare to Lead, as well as her ongoing podcast Unlocking Us! NAMED ONE OF THE BEST BOOKS OF THE

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YEAR BY BLOOMBERG Leadership is not about titles, status, and wielding power. A leader is anyone who takes responsibility for recognizing the potential in people and ideas, and has the courage to develop that potential. When we dare to lead, we don't pretend to have the right answers; we stay curious and ask the right questions. We don't

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see power as finite and hoard it; we know that power becomes infinite when we share it with others. We don't avoid difficult conversations and situations; we lean into vulnerability when it's necessary to do good work. But daring leadership in a culture defined by scarcity, fear, and uncertainty requires skill-building around traits that are

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deeply and uniquely human. The irony is that we're choosing not to invest in developing the hearts and minds of leaders at the exact same time as we're scrambling to figure out what we have to offer that machines and AI can't do better and faster. What can we do better? Empathy, connection, and courage, to start. Four-time

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#1 New York Times bestselling author Brené Brown has spent the past two decades studying the emotions and experiences that give meaning to our lives, and the past seven years working with transformative leaders and teams spanning the globe. She found that leaders in organizations ranging from small entrepreneurial startups and family-

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owned businesses to nonprofits, civic organizations, and Fortune 50 companies all ask the same question: How do you cultivate braver, more daring leaders, and how do you embed the value of courage in your culture? In this new book, Brown uses research, stories, and examples to answer these questions in the no-BS style that

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millions of readers have come to expect and love. Brown writes, "One of the most important findings of my career is that daring leadership is a collection of four skill sets that are 100 percent teachable, observable, and measurable. It's learning and unlearning that requires brave work, tough conversations, and showing up with

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your whole heart. Easy? No. Because choosing courage over comfort is not always our default. Worth it? Always. We want to be brave with our lives and our work. It's why we're here." Whether you've read Daring Greatly and Rising Strong or you're new to Brené Brown's work, this book is for anyone who wants to step up

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and into brave leadership.

Love is the surprising emotion that company builders cannot afford to ignore. Genuine, heartfelt devotion and loyalty from customers — yes, love — is what propels a select few companies ahead. Think about the products and companies that you really care about and how they make you feel.

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You do not merely like those products, you adore them. Consider your own emotions and a key insight is revealed: Love is central to business. Nobody talks about it, but it is obvious in hindsight. Lovability: How to Build a Business That People Love and Be Happy Doing It shares what Silicon Valley-based author and Aha! CEO Brian de

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Haaff knows from a career of founding successful technology companies and creating award-winning products. He reveals the secret to the phenomenal growth of Aha! and the engine that powers lasting customer devotion — a set of principles that he pioneered and named The Responsive Method. Lovability provides valuable

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lessons and actionable steps for product and company builders everywhere, including: •

Why you should rethink everything you know about building a business • What a product really is • The magic of finding what your customers truly desire • How to turn business strategy and product roadmaps into customer love • Why you

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should chase company value, not valuation

• *Surveys to measure your company's lovability* Brian de Haaff has spent the last 20 years focused on business strategy, product management, and bringing disruptive technologies to market. And in preparation for writing this book, he interviewed well-known startup founders,

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product managers, executives, and CEOs at hundreds of name brand and agile organizations. Their experiences, along with headline-grabbing case studies (both inspiring successes and cautionary tales), will help readers discover how to build something that matters. Much has been written about how entrepreneurs build

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innovative products and successful businesses, but the author's message is original and refreshing. He convincingly explains that there is a better path forward — a people-first way grounded in love. In a business world that has increasingly emphasized hype over substance and get-big-at-any-cost thinking over profitable and

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sustainable growth, it's time for a new recipe for company success. Insightful, thought-provoking, and sometimes controversial, Lovability is the book that you turn to when you know there has to be a better way.

'For anyone thinking of doing an MBA, or indeed anyone who wants to understand

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how the corporate elite are moulded, this is a must read' Luke Johnson, British entrepreneur The internationally best-selling business classic that reveals what it's really like to study an MBA at one of the most prestigious institutions in the world. Philip Delves Broughton quit his position as New York correspondent for The Daily

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Telegraph to take his place on one of the most-coveted and exclusive courses in the world - an MBA at Harvard Business School - to acquire the wisdom reserved for the world's global elite. And what he learns is truly jaw-dropping. From his first class to graduation - encompassing the guest lectures, the Apprentice-style tasks, the booze-

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luge, the burnouts and the high flyers - Delves Broughton divulges the advice, wisdom and folly he found whilst studying at the most prestigious business school in the world. 'Anyone considering enrolling will find this an insightful portrait of Harvard Business School life' Economist 'Very funny. An excellent book' Wall Street

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