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"Phil Harkins has it exactly right. To be a leader is to communicate powerfully—as he does in this thoughtful book." - Robert B. Reich, Professor of Social and Economic Policy Brandeis University. Powerful Conversations breed a powerful organization. POWERFUL CONVERSATIONS is packed with goal-oriented strategies, tools, and real-life examples from great leaders. Use its deliberate, directed techniques to achieve exceptional levels of performance, create and maintain valuable relationships, and forward the goals of both yourself

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and your organization with every word you speak. Mastering the three stages of a Powerful Conversation—from shared feelings and beliefs, to an exchange of wants and needs, closing with action steps and mutual commitments—will help you exercise more control over your interactions, and greatly enhance both your leadership skills and your success. Look inside to discover: How to plan, conduct, and measure Powerful Conversations; Using the Tower of Power as a tool in coaching; The four Cs of Trust—clarity, caring, consistency, and commitment Five strategies to satisfy—and keep—your best employees Tools to turn the company grapevine from a poisonous plant into a

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pathway for learning Determining your leadership competencies through the Leadership Assessment Instrument Targeting Passionate Champions to drive an Agenda for Change. Leaders across the country are praising POWERFUL CONVERSATIONS: "Phil Harkins has it exactly right. To be a leader is to communicate powerfully—as he does in this thoughtful book." - Robert B. Reich, Professor of Social and Economic Policy, Brandeis University. "Powerful Conversations have made a real difference in the effectiveness of the Operations Senior Leadership Team. We are delivering unprecedented results thanks to the clearer communication and improved working relationships." -

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Larry Gundrum, Senior Vice President, Kraft Foods. "In my business, Powerful Conversations are leading to believability and a growing sense of achievability by our employees that they can drive a massive agenda for change." - Linda Coughlin,

Managing Director, Scudder Kemper Investments, Inc. "In a fast forward world, candor and clarity are prerequisites for success. POWERFUL

CONVERSATIONS is a must read book for leading into the 21st century." - Steve Ozonian,

Chairman and CEO, Prudential Real Estate and Relocations Solutions. "A powerful guide, both savvy and wise, to emotional intelligence in action. Phil Harkins has given us an essential

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handbook for leaders at any level." - Daniel Goleman, Author, Working with Emotional Intelligence.

What follows (part dialogue, part monologue, mostly rumination) is a series of letters I wrote to my two children, Chris(topher) Russell and Alex(andra) Sophia, over the course of 24 years. The first letter is one I wrote to my son on his day of birth: November 25, 1991; the last is one I wrote to my daughter leading up to her twenty-first birthday on June 8, 2015. Some letters are missing from this publication: they're either lost to other computers, other hard drives, other floppy discs-or are still in storage in the Bronx. I may or may not be able to recover them ever again. What,

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then, is-and was, from its genesis-
the rationale for these letters?
Quite simply, a desire to recall, as
accurately as possible, the
physical, moral and cognitive
development of my two children
year by year, and blow by blow,
as they grew from infancy to
toddlerhood, and from childhood
to adolescence. But why? So that
if they ever needed to, they could
one day look back and
understand a large part of what
made (and makes) them who
they are as adults in all of their
scintillating functionality or
dysfunctionality. This publication
may or may not prove to be a
worthy addition-or at least a side
note-to the ever-raging debate of
Nature vs. Nurture. I'm not a
psychologist. I'm a writer ... "with

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a gift [or at least a head] for fiction" (David Mamet, State and Main) to boot. And so, I must warn you: caveat lector! That said, these letters are the verbal foundation of a truth I aspired to establish early on with my children. What I conveyed often enough orally to my son from the moment he could understand English-namely, "You don't lie to me; I won't lie to you"-was never easy for either of us to embrace. And in some sense, at least, I made my part of the bargain easier by concealing lots of difficult truths until his eighteenth birthday (in 2009), when I suspected he'd be better able to handle those truths in written form. He was. And did. On that basis, and once I'd returned to

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Brooklyn just short of a month ago, I decided to risk the same with Alex, and consequently gave her all of the letters I'd addressed to her and that I could still access. But why should anyone have any interest whatsoever in an otherwise private correspondence between a father and his children? I can't say that anyone will. That said, no one has ever written a series of letters to his or her children over the course of nineteen years (if one includes those children's day of birth). At least, not that I know of. We all think thoughts; forge memories; bond, then break bonds; grow close, then grow apart. But too much of what occurs to a child gets lost in the shuffle-or worse, gets suppressed,

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only to raise its arrogant head in some other form(s) in adulthood. The events that first kept us together as a family unit- but then blew us apart- were nothing I could've anticipated in my wildest dreams or nightmares. The strategies my children and I have employed to keep us close over the years are ones the children of estranged parents will hardly consider novel. But the words my two children said (and sometimes wrote in e-mails) to me are some of the kindest, most considerate- and yes, most loving- I've ever heard out of the mouth of any child. In that sense, this collection is a gift to all parents for whom it's not already too late. While not everyone has the free time I've had over the years, not

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to mention a facility with writing candidly about family matters for future reference. I don't know that such a facility is really all that important; I rather think it's the gesture, the consistency, the promise made and kept. The royalties, should there be any, are entirely theirs-as are the responsibilities that come with publishing a book. I will henceforth let them speak for themselves. As of this Father's Day in 2015-just as on other Father's Days in years past-I couldn't be happier with either of them. But that's a father speaking. Caveat emptor!

This book has exactly what you need to track your workouts. 150 workout entry pages, each with a unique motivational thought for

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the day written by Lisbeth Darsh! Enter your workout, your status, and your bright spot for the day, with bonus pages at the end to list your Personal Records. It also contains 5 inspirational essays, and 10 goal-related pages for you to fill in. Establish your goals, track your progress, have fun, and more!

SHAPERS is the definitive guide to elevate the way you work and live. PRAISE FOR SHAPERS: "Do you wish you could throw yourself into your work, become energised and enriched by it, and leave the world a better place? Then SHAPERS is for you. Altman shows that your idiosyncrasies and unique skills are not the obstacles to achievement and purpose. They are the path." -Daniel H.

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Pink, #1 New York Times bestselling author of WHEN and DRIVE "With countless nuggets of timeless wisdom, SHAPERS gently nudges readers to envision new possibilities for them to build more meaningful, joyful work and lives." -Amy C. Edmondson, Professor, Harvard Business School, author of The Fearless Organisation and Teaming "Altman mixes together case studies, anecdotes and careful empirical research to offer wise and practical advice about how to make work better, and thus to get better work. If companies followed even a quarter of his suggestions they would foster a more productive and more satisfied workplace for everyone. And his engaging, informal style

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makes for effortless reading.”

–Barry Schwartz teaches at Haas School of Business, U.C. Berkeley and is the author of *The Paradox of Choice* and *Why We Work*. We work in places, ways, and on things that were once the stuff of sci-fi flicks. Yet the reality is that most professionals are unhappy in their work. Whether you want to reset your career, strike out on your own, or just ignite more joy in what you do, this illuminating productivity book shows you how to create a working life that reveals meaning while rewriting our collective future. When we connect with something larger than ourselves, we enjoy the fruits of our labour as well as the journey — the sweat and the struggle. It's the unyielding

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commitment to a purpose that gives shapers their shimmer. The benefits of this shine are plentiful: enhanced wellbeing, more community engagement, a healthier economy, better work for all, and a more beautiful world. Altman is a workologist who guides companies to leave politics and posturing behind in favour of transparent and trusting cultures. After decades facilitating culture-defining practices for leaders, you'll learn everything he knows: Adopt the mindset for creativity, innovation, and boundless growth Amplify your career and inspire others to do the same Help create engaged teams through building leadership skills Become a better leader through the five new modes of

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leadership ethics Learn what underpins the most resilient organisations in the world The stories and anecdotes in SHAPERS come from hundreds of interviews with innovators dedicated to improving our outdated system of work. These trailblazers include CEOs, organisational designers, social psychologists, workplace strategists, and start-up entrepreneurs. See your work from a whole new perspective and focus on what fulfils you. If you seek the freedom to approach work in your own unique way and become energised by what you do, then SHAPERS is your guide.

Shapers

Red Rock

Liminal Thinking

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The Definitive Guide for Business Leaders

The History of the Brooklyn Bridge, Statue of Liberty, Central Park, Grand Central Terminal, Chrysler Building and Empire State Building

We Can Be Who We Are: Movie Musicals from the '70s

Reinvent the Way You Work and Change the Future

Increasing disruption, diminishing returns, and demanding Customers require business leaders to create more Value, remain relevant, and stay ahead of competition. CEOs have to evolve a "Value Creation" culture for the company so as to properly balance the interests of Customers, Employees, Investors,

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and the Marketplace. This pathbreaking book shifts the focus to Creating Value for the entire business ecosystem and not just for the shareholders. It will launch organizations into the world of Value Creation and will convert good CEOs and companies to great ones with longevity and higher profitability.

In this long awaited book, bestselling author Cohen offers a new--and humorous--look at the art and practice of negotiation in the 21st century.

In Happywork, Chris Reimer introduces an ambitious, professional consultant named Sam, who specializes in company

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turnarounds. Sam succeeds by compartmentalizing people, streamlining processes, and creating systems of control. He wastes no energy worrying about human emotions—he gets results. Drawn into an urgent assignment at Vunorri, Inc., a manufacturing company facing foreclosure, Sam's confident spirit is suddenly shaken. A career quiz from an unlikely source, impossible employees, and scandalous dealings at Vunorri cast doubt on Sam's qualifications and test his ability to perform. Against the suspense-building backdrop of a 30-day bank deadline, Reimer reveals a truth many people ignore—unhappiness at work hurts

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employees and employers. The colorful characters and practical advice comprise a thought provoking piece of revolutionary motivation for corporate America. Delivered with wit and packed with profound sentiment, Happywork offers you truth—the way we work is broken, our priorities are out of order, and now is the time for colossal change. Apply these simple methods immediately, and experience a better work environment and life today. If you're an executive, designer, product manager, marketer, or engineer, communication is part of your work. Using images and text in unique ways, comics can engage

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readers in ways traditional methods can't. In *See What I Mean*, you'll learn how to create comics about your products and processes without an illustrator—just like Google, eBay, and Adobe do.

Responsible Design for Digital Places

Strong Starts in the Mind

How (and Why) to Transform Schools with Digital Media

The Connected Company

How Graphics, Sticky Notes and Idea Mapping Can Transform Group Productivity

The Illustrated Guide to Visual Note Taking

Letters to My Children

A year after losing her husband, her

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high school sweetheart and the love of her life to cancer, Janie Anderson embarks on a once-in-a-lifetime trip to New York City. Trying to escape the oppressive loss and hopelessness of a life without him, Janie sets off on the adventure she has dreamed about since she was a little girl. Exploring the Big Apple, New York City, she secretly hopes that this landmark event will free her from her grief and unlock a future as wonderful as the life she had lost with Robert's passing. After a series of embarrassing encounters with a man in a dark grey suit during the flight, Janie wonders if this trip might be more than she bargained for. At 42, she is much too young to spend the rest of her days as a lonely widow, but is resolved to the fact that, like lightning, a love like that of her first marriage rarely strikes twice. When she accepts his invitation

to dinner that evening, Janie is terrified at the realization that she's actually attracted to him. The handsome and wealthy Matt Lathem is sexy as hell, but, as Janie comes to realize, has baggage of his own. Can they help to heal each other in time to realize that a second chance at love is within their grasp? 'First Class to New York' is a contemporary, adult romance novel, written by AJ Harmon. It is the first book in the 'First Class' series, with Janie's story concluding in 'First Class to Portland.'

ÊIf my present reader happens to be a Boy Scout or a scout-master who wants the scouts to build a tower for exhibition purposes, he can do so by following the directions here given, but if there is real necessity for haste in the erection of this tower, of course we cannot build one as tall as we might

where we have more time. With a small tower all the joints may be quickly lashed together with strong, heavy twine, rope, or even wire; and in the wilderness it will probably be necessary to bind the joints with pliable roots, or cordage made of bark or withes; but as this is not a book on woodcraft we will suppose that the reader has secured the proper material for fastening the joints of the frame of this signal-tower and he must now shoulder his axe and go to the woods in order to secure the necessary timber. First let him cut eight straight poles—that is, as straight as he can find them. These poles should be about four and one half inches in diameter at their base and sixteen and one half feet long. After all the branches are trimmed off the poles, cut four more sticks each nine feet long and two and a half or three inches in diameter at the base; when

these are trimmed into shape one will need twenty six or seven more stout sticks each four and one half feet long for braces and for flooring for the platform.

The hero of *The Wheels of Chance*, Mr. Hoopdriver, is a frustrated "draper's assistant"[2] in Putney, a badly paid, grinding position (and one which Wells briefly held); and yet he owns a bicycle and is setting out on a bicycling tour of "the Southern Coast" on his annual ten days' holiday. Hoopdriver survives his frustration by escaping in his imagination into a world of fantasy. He is not a skilled rider of his forty-three-pound bicycle, and his awkwardness reflects both Wells's own uncertainties in negotiating the English class system and his critical view of that society. Nonetheless, Hoopdriver is treated sympathetically: "But if you see how a

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mere counter-jumper, a cad on castors, and a fool to boot, may come to feel the little insufficiencies of life, and if he has to any extent won your sympathies, my end is attained." [3]Hoopdriver's summer adventure begins lyrically: Only those who toil six long days out of the seven, and all the year round, save for one brief glorious fortnight or ten days in the summer time, know the exquisite sensations of the First Holiday Morning. All the dreary, uninteresting routine drops from you suddenly, your chains fall about your feet. . . . There were thrushes in the Richmond Road, and a lark on Putney Heath. The freshness of dew was in the air; dew or the relics of an overnight shower glittered on the leaves and grass. . . . He wheeled his machine up Putney Hill, and his heart sang within him. [4]Hoopdriver encounters a pretty

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young woman cycling alone and wearing
rationals (bloomers). He dares not
speak to the Young Lady in Grey, as he
calls her, but their paths keep crossing.
She is ultimately revealed to be Jessie
Milton, a girl of seventeen who has run
away from her stepmother in Surbiton,
risking "ruin" at the hands of the
bounder Bechamel, an unscrupulous
older man who has promised to help the
naive Jessie to establish herself an
independent life but who is really intent
on seducing her. Ironically, her flight
has in part been inspired by liberal
ideals of unconventionality that have
been hypocritically promoted by her
stepmother's popular novels. Hoopdriver
half-inadvertently rescues her from
Bechamel's clutches, and the two
proceed to cycle across the south of
England. Ashamed of his true
circumstances, Hoopdriver spins droll

tales of South African origins and the comforts of wealth until shame induces him to confess his true circumstances. But he also displays genuine courage, rebuking insolent travellers who insult Jessie's honour.

What begins as a simple animal rights demonstration leads to a stolen experiment and a conspiracy that may not only bring down the US Government, but destroy civilization as we know it! "Mr. President? We have... a situation." With that simple statement, the President and his advisors found themselves whisked away to a secure location. Their goal: To find a solution to a biological outbreak that could overtake the country. And to do so without anyone knowing how close humanity has come to the brink. But what about the citizens they are trying to protect? Those who

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would be most affected because they were kept in dark? These are their stories. The stories of the common man, the unwitting doctor, and the shady organization trying to clean up a mess they didn't know they were creating.... This is...The Debate of the Dead. The game made popular at conventions by its creators, lost gamers productions, is now a collection of riveting tales from Pro Se Productions.

The Temple of the Twelve
Unauthorized Memoirs of a Hollywood
Slave

The Sketchnote Handbook

The Vegetarian Werewolf and Other
Stories

Book Two of the Coming Storm Trilogy
How To Use Comics to Communicate
Ideas

Distant Thunder

Ever wonder what type of

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stories horror authors tell their children? These six stories by horror novelist Robert Holt answers that question. Wrapped in morals, they will make kids laugh, cry, and maybe even shiver. These stories are great for children and the grownups that read to them. They will stimulate dialogue of more important issues and lead to character building conversations. Enjoy this book, but make sure you put it back on the book shelf. We wouldn't want the dirt monsters to take it!

"Why do some people succeed at change while others fail? It's the way they think! Liminal thinking is a way to create change by understanding, shaping, and reframing beliefs. What beliefs are stopping you right now? You have a choice. You can create the world you want to live in, or live in a world created by others. If you are ready to start making changes, read this book."

Presents a guide to creating illustrated meeting notes which diagram important ideas and people, with tips

on drawing techniques.

The future of work is already

here. Customers are

adopting disruptive

technologies faster than

your company can adapt.

When your customers are

delighted, they can amplify

your message in ways that

were never before possible.

But when your company's

performance runs short of

what you've promised,

customers can seize control

of your brand message,

spreading their

disappointment and

frustration faster than you

can keep up. To keep pace

with today's connected customers, your company must become a connected company. That means deeply engaging with workers, partners, and customers, changing how work is done, how you measure success, and how performance is rewarded. It requires a new way of thinking about your company: less like a machine to be controlled, and more like a complex, dynamic system that can learn and adapt over time. Connected companies have the advantage, because they learn and move faster than

their competitors. While others work in isolation, they link into rich networks of possibility and expand their influence. Connected companies around the world are aggressively acquiring customers and disrupting the competition. In The Connected Company, we examine what they're doing, how they're doing it, and why it works. And we show you how your company can use the same principles to adapt—and thrive—in today's ever-changing global marketplace.

Happywork

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*A Chronicle of
Reconstruction*

*Little Bunny's Own
Storybook*

*Overcoming Fake Talk: How
to Hold REAL Conversations
that Create Respect, Build
Relationships, and Get
Results*

*Living in Information
Immortal Coil*

*Shelters, Shacks and
Shanties*

Use eye-popping visual
tools to energize your
people! Just as social
networking has reclaimed
the Internet for human
interactivity and co-

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creation, the visual meetings movement is reclaiming creativity, productivity, and playful exchange for serious work in groups. Visual Meetings explains how anyone can implement powerful visual tools, and how these tools are being used in Silicon Valley and elsewhere to facilitate both face-to-face and virtual group work. This dynamic and richly illustrated resource gives meeting leaders, presenters, and consultants a slew of

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exciting tricks and tools, including Graphic recording, visual planning, story boarding, graphic templates, idea mapping, etc. Creative ways to energize team building, sales presentations, staff meetings, strategy sessions, brainstorming, and more Getting beyond paper and whiteboards to engage new media platforms Understanding emerging visual language for leading groups Unlocking formerly untapped creative

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resources for business success, Visual Meetings will help you and your team communicate ideas more effectively and engagingly.

In the straits of necessity, sometimes there isn't room for freedom. The Price of Silver is the second book in Josie Jaffrey's Solis Invicti paranormal romance series, set in a dystopian, post-apocalyptic London where a deadly infection threatens to wipe out humanity. The only

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people who can stem its
advance are the Silver,
a vampiric race who
offer a simple exchange:
protection in return for
blood and subservience.
Emmy is fenced in by the
city, the walls marking
the edge of safety
closing in around her
and sealing her in with
one vampire who loves
her and another who
wants her dead. As she
struggles to keep
herself and the people
she cares about alive,
her fellow humans chafe
against their enforced

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submission, and it becomes clear that there are bigger schemes and greater deceptions in play than she had ever imagined. All the while, the monsters wait outside the barricades for their moment. Of one thing she is certain: without the help of the Silver, the humans won't be safe for long.

A value proposition is created from the combination of a company's products and services, and the value gained by the customer.

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It is used to drive better business, and is essential to success for any business - without it, companies are at risk of losing customers and being drowned out in crowded marketplaces.

Selling Your Value

Proposition is a practical, user-friendly guide to establishing a streamlined customer-centric selling process to communicate and express value propositions, enabling companies to convey their value-creating

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Stories to customers consistently. Featuring case studies and interviews with renowned business leaders and influencers, *Selling Your Value Proposition* demonstrates how value propositions adeptly position a business across a range of industries. The techniques and skills shared have all been honed through the authors' experience with more than 600 companies around the world, and clear, step-by-step

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guidelines will empower all readers to effectively focus their value propositions for competitive success. This comprehensive and cutting-edge book portrays a vision of how digital media can help transform schools, and what kinds of curriculum pedagogy, assessment, infrastructure, and learning environments are necessary for the transformation to take place. The author and his research team spent thousands of hours

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observing classes and interviewing teachers and students in both successful and unsuccessful technology-rich schools throughout the United States and other countries.

Featuring lessons learned as well as analysis of the most up-to-date research, they offer a welcome response to simplistic approaches that either deny the potential of technology or exaggerate its ability to reform education simply by its

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presence in schools.

Challenging conventional wisdom about technology and education, *Learning in the Cloud*: critically examines concepts such as the "digital divide," "21st-century skills," and "guide on the side" for assessing and guiding efforts to improve schools; combines a compelling vision of technology's potential to transform learning with an insightful analysis of the curricular challenges required for

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meaningful change; and discusses the most recent trends in media and learning, such as the potential of tablets and e-reading.

House of Leaves

Authentic Executive

Presence at Any Stage of
Your Career

By Caring, But Not T-H-A-
T Much

Actress

The Wheels of Chance
Illustrated

How Five Unstoppable
High-Tech Trends Will
Dominate Our Lives and
Transform Our World

Project Management: The Managerial Process

Two souls. One Body. Sharing is not an option... Terrible news has turned Anaea Salis's life upside down. There's nothing she can do to make it right, and the stranger who stops to talk to her can't help. But when that stranger, Hunter, an ancient dragon spirit, is viciously attacked and forced to transfer his spirit into her body, Anaea's life takes a new terrifying twist. Hunter should have known by now not to get involved with human affairs, but there was something about the woman that drew him to her, and he

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just couldn't help himself. Trapped in her body all he wants is to get out, except whoever is trying to kill him is now after her. Their only hope of survival... plunge into the deadly world of dragons. You can take the dead girl out of the country... Veronica Fischer, small-town bloodsucking madam, is an orphan or at least she finally feels that way. Jules, the one who made her, is gone and cleaning up after him isn't something she ever thought she'd have to do. While her hometown seems to be turning against her, she's forced to set off for the bright lights of the big

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city with a carload of her dysfunctional supernatural family, hoping not to have to face the Dragon of Chicago. Now she has to rescue a sister she didn't know she had, keep Rachel-her adopted 8-year-old ghost-safe, and try to keep Pekin from unraveling under the onset of the coming storm. Sex, violence, and cryptic undead prophecy-all for fun and profit. "A novelistic mosaic that simultaneously reads like a thriller and like a strange, dreamlike excursion into the subconscious." —The New York Times Years ago, when House of Leaves was first being passed

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around, it was nothing more than a badly bundled heap of paper, parts of which would occasionally surface on the Internet. No one could have anticipated the small but devoted following this terrifying story would soon command. Starting with an odd assortment of marginalized youth -- musicians, tattoo artists, programmers, strippers, environmentalists, and adrenaline junkies -- the book eventually made its way into the hands of older generations, who not only found themselves in those strangely arranged pages but also discovered a way

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back into the lives of their estranged children. Now this astonishing novel is made available in book form, complete with the original colored words, vertical footnotes, and second and third appendices. The story remains unchanged, focusing on a young family that moves into a small home on Ash Tree Lane where they discover something is terribly wrong: their house is bigger on the inside than it is on the outside. Of course, neither Pulitzer Prize-winning photojournalist Will Navidson nor his companion Karen Green was prepared to face the

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*consequences of that
impossibility, until the day their
two little children wandered off
and their voices eerily began to
return another story -- of
creature darkness, of an ever-
growing abyss behind a closet
door, and of that unholy growl
which soon enough would tear
through their walls and
consume all their dreams.
With a foreword by Alex
Osterwalder. The future of work
is already here. Customers are
adopting disruptive
technologies faster than your
company can adapt. When your
customers are delighted, they
can amplify your message in*

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ways that were never before possible. But when your company's performance runs short of what you've promised, customers can seize control of your brand message, spreading their disappointment and frustration faster than you can keep up. To keep pace with today's connected customers, your company must become a connected company. That means deeply engaging with workers, partners, and customers, changing how work is done, how you measure success, and how performance is rewarded. It requires a new way of thinking about your

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company: less like a machine to be controlled, and more like a complex, dynamic system that can learn and adapt over time. Connected companies have the advantage, because they learn and move faster than their competitors. While others work in isolation, they link into rich networks of possibility and expand their influence. Connected companies around the world are aggressively acquiring customers and disrupting the competition. In The Connected Company, we examine what they're doing, how they're doing it, and why it works. And we show you how

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your company can use the same principles to adapt—and thrive—in today's ever-changing global marketplace.

A Volume of Facts Gathered from Experience

Learning in the Cloud

A Business Parable About the Journey to Teamwork, Profit, and Purpose

*Seeing Yourself as Others Do
The Remastered, Full-Color Edition*

Buffalo Jones' Forty Years of Adventure

Workout Journal #1

*MAKE EVERY CONVERSATION
A REAL CONVERSATION THAT
GETS RESULTS In*

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Overcoming Fake Talk, business communication guru John R. Stoker offers proven advice for turning challenging confrontations into rewarding exchanges that foster collaboration, improve performance, and achieve results.

"Overcoming Fake Talk is a thorough compendium of ideas, frameworks, examples, and actions to improve conversations. Stoker's four 'REAL' conversation skills and eight principles give the novice and master

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*insights and guidelines
for improving
conversation." -- Dave
Ulrich, Professor, Ross
School of Business,
University of Michigan;
Partner, The RBL Group;
and author of The Why of
Work "Great questions,
great suggestions. . . .
Bravo! I will put
Stoker's ideas to use in
my own practice." --
Beverly Kaye, founder
and co-CEO, Career
Systems International,
and coauthor of Help
Them Grow or Watch Them
Go "Adhering to and*

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implementing these principles will dramatically increase your ability to communicate and improve your relationships in your professional and personal life." -- Hyrum W. Smith, cofounder, FranklinCovey "An insightful blend of rock-solid theory accompanied by compelling examples of the huge distinction between real and fake communication." -- John H. Zenger, CEO, Zenger Folkman, and coauthor of How to Be Exceptional

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"Stoker teaches true principles for getting Results, Respect, and great Relationships using REAL conversation." -- Brent D. Peterson, PhD, coauthor of *Fake Work* With a foreword by Alex Osterwalder.

Project Management, 8e provides a holistic and realistic approach to Project Management that combines the human aspect and culture of an organization with the tools and methods used It covers concepts and

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skills used to propose, plan secure resources, budget and lead project teams to successful completion of projects. this text is not only on how the management process works, but also, and more importantly, on why it works. It's not intended to specialize by industry type or project scope, rather it is written for the individual who will be required to manage a variety of projects in a variety of organizational settings.

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It was written for a broad range of audiences including, project managers, students, analysts and Project Management Institute Members preparing for certification exams. The digital component, Connect, now has enhanced algorithmic problems, Application Based Activities, SmartBook 2.0 and Practice Operations, a game-based 3D operations management simulation. "This picture book for children between the

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ages of three and eight tells the story of a little rabbit who takes matters into his own hands when he finds the library closed for inventory. The story explores the importance of literacy, libraries and solving one's own problems."--

*Powerful Conversations:
How High Impact Leaders
Communicate
Debate of the Dead
A Playbook for
Innovators,
Rulebreakers, and
Changemakers*

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My Vietnam War

Designing Agentive

Technology

Value Creation

The movie musical has been a much loved genre since motion pictures found a voice and learned to sing. Throughout the decades, audiences thrilled to the glamour of the musicals of Busby Berkley and were emotionally invested in stories about Austrian nuns and the King of Siam with the musicals from Rodgers and Hammerstein. With the advent of Rock 'n Roll, Heavy Metal, R&B, Motown, Punk Rock, and Disco entering the public

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consciousness, musicals started to sing a very different tune. Into the 1970s, the movie musical became a daring, dangerous, and divinely decadent cinema experience. Lee Gambin's *We Can Be Who We Are: Movie Musicals from the 1970s* explores this explosive energy and diversity. From the quirky sophistication of *On A Clear Day You Can See Forever* and the dark unnerving genius of *Cabaret* to the sweet sentimentality of *Charlotte's Web*, Gambin's book offers insightful film criticism while exhaustively covering the decade. Some of the films Gambin examines include *Phantom of the*

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Paradise, Grease, The Wiz, Rock'n'Roll High School, Bedknobs and Broomsticks, All That Jazz, Godspell, Hair, The Rose, Saturday Night Fever, The Rocky Horror Picture Show, Willy Wonka and the Chocolate Factory, Pete's Dragon, Tommy, Kiss Meets The Phantom of the Park, and many, many more. The book also features incredible brand new interviews from dozens of extremely talented artists who made these movies possible: director John Carpenter discussing his biopic Elvis; Lesley Ann Warren giving fascinating insight into the made for TV production It's A Bird...It's A

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Plane...It's Superman; auteur filmmaker Norman Jewison delivering two very different musicals with Fiddler on the Roof and Jesus Christ Superstar. This book is loaded with numerous production stories and candid insights into how these films were made and received. Gambin's book also features loads of wonderful photos, many of which have never before been seen including wonderfully candid behind the scenes stills!

*Includes pictures *Includes accounts of the construction of each landmark by those who worked on it. *Includes bibliographies for further reading

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*Includes a table of contents Of all the great cities in the world, few personify their country like New York City. As America's largest city and best known immigration gateway into the country, the Big Apple represents the beauty, diversity and sheer strength of the United States, a global financial center that has enticed people chasing the "American Dream" for centuries. New York City has countless landmarks and tourist spots, but few are as old or as associated with the city as the Brooklyn Bridge, the giant suspension bridge that spans nearly 1,600 feet as it connects lower Manhattan to Brooklyn.

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Indeed, the bridge is so old that Manhattan and Brooklyn represented the largest and third largest cities in America at the time of its construction, and the East River posed a formidable enough challenge that taking a ferry across could be dangerous. Among America's countless monuments and landmarks, none embody the principles of the nation quite like Lady Liberty, the colossal statue that stands on Liberty Island in New York Harbor. A gift from the French that was built and transported in the late 19th century, the Statue of Liberty has been a symbol of the United States' guaranty of

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individual freedom, and its location took on added meaning as it welcomed millions of immigrants sailing across the Atlantic to nearby Ellis Island. When Central Park was designed, it was an ambitious project on an almost unprecedented affair. As serene as Central Park is today, it's hard to imagine that its creation was an entirely manmade affair consisting of dynamite blasts, tons of imported topsoil, and the labor of thousands of workers. Before the area's transformation, the land was swampy terrain used by impoverished squatters and people who let their livestock

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roam the grounds, but after nearly 15 years of work, the metamorphosis was nearly complete. Like Manhattan itself, Grand Central Station, which recently celebrated its 100th birthday, manages to be both historic and modern. Built upon the site of a former railroad depot, the current structure and layout was phased in over the course of nearly a decade in the early 20th century. Whereas the first railroad stations depressed the value of land nearby in the 19th century, the location of Grand Central was a boon that actually helped bring about construction all across Midtown, including the nearby

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Chrysler Building, thereby serving to transform the cityscape altogether. It's no surprise that New Yorkers have always wanted to construct the biggest and best structures possible, even in the early 1930s at the height of the Great Depression. Indeed, those years produced the Empire State Building, which remains the city's most iconic building, but New York's most famous skyscraper wouldn't have been possible without the Chrysler Building, a landmark in its own right that was the tallest building in the world for nearly a year before its more famous counterpart's completion. In fact, the spirit of competition

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between the groups working on the two buildings helped ensure that both look like they do today, and the Chrysler Building only reached the height it did because a large skyscraper at 40 Wall Street was also trying to claim the mantle of tallest building at the same time. The Most Famous Landmarks of New York City chronicles the story of how the Big Apple's greatest landmarks came to be. Along with pictures of important people, places, and events, you will learn about New York City's most famous landmarks like never before. Advances in narrow artificial intelligence make possible

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agentive systems that do things directly for their users (like, say, an automatic pet feeder). They deliver on the promise of user-centered design, but present fresh challenges in understanding their unique promises and pitfalls. *Designing Agentive Technology* provides both a conceptual grounding and practical advice to unlock agentive technology's massive potential.

The story of the amazing Charles Jesse Jones who helped saved the buffalo from extinction.

Create the Change You Want by Changing the Way You Think
First Class to New York

The Most Famous Landmarks of

New York City

Negotiate This!

How to Transform Your Business
into a Selling Organization

The Reality of Our Global Future

AI That Works for People

Websites and apps are places where critical parts of our lives happen. We shop, bank, learn, gossip, and select our leaders there. But many of these places weren't intended to support these activities. Instead, they're designed to capture your attention and sell it to the highest bidder. Living in Information draws upon architecture as a way to design information

**environments that serve our
humanity.**

**Where are we
heading? Stripped of all the
hype and fantasy – where
really is the world economy
set to take us by 2040? Those
of us alive today are on an
extraordinary course: For
several decades our future
has largely been determined
by a handful of relatively-
obscure trends that together
generate the awesome
propulsion of a High-Tech
engine that is launching the
international community on a
voyage into completely
unfamiliar territory. But where**

Will we all end up? Based on unparalleled insights into what organizations across the globe are actually doing, for the first time the world's foremost expert on the hidden inner-workings of society explains in simple and accessible language exactly where the most deeply-established trends are taking us. How, despite claims that its accelerating progress is not sustainable for much longer, Digitization is on an inexorable course to a mind-blowing society of virtual-assistants, robot cars, cyborgs and everything on-the-

record. And how Networking will combine with Digitization to lead by 2040 to computers capable of human-like interaction and an internet a billion times more powerful than today's. Dr. Scott-Morgan reveals how the Miniaturization trend offers nanotech breakthroughs ranging from cancer treatments to quantum computing – but not, as has often been claimed, Star-Trek Replicators or the threat of 'grey goo'. And he shows how exponential Simulation will support fundamental and sweeping advances that lead

to almost limitless electricity and maybe almost limitless life-extension. Our world is set for a Global Renaissance. However, the backdraft of the High-Tech launch engine is also stirring up a turbulence of unintended consequences that threaten to disrupt our trajectory. Rather than Global Renaissance, we would then enter Global Chaos. Yet these are not ordinary times. In the startling conclusion to his book, Dr. Scott-Morgan reveals how in only the last couple of years a brand new exponential trend has begun to emerge out of the

turbulence. In terms of influencing our destination – whether we end up in a Global Renaissance or in Global Chaos – it is that trend that will be the most important one of all. NOTE: This is the companion volume to 'The Reality of Global Crises' by the same author.

The Connected Company" O'Reilly Media, Inc." Great things don't happen in a vacuum. But creating an environment for creative thinking and innovation can be a daunting challenge. How can you make it happen at your company? The answer

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**may surprise you:
gamestorming. This book
includes more than 80 games
to help you break down
barriers, communicate better,
and generate new ideas,
insights, and strategies. The
authors have identified tools
and techniques from some of
the world's most innovative
professionals, whose teams
collaborate and make great
things happen. This book is
the result: a unique collection
of games that encourage
engagement and creativity
while bringing more structure
and clarity to the workplace.
Find out why -- and how -- with**

Gamestorming. Overcome conflict and increase engagement with team-oriented games Improve collaboration and communication in cross-disciplinary teams with visual-thinking techniques Improve understanding by role-playing customer and user experiences Generate better ideas and more of them, faster than ever before Shorten meetings and make them more productive Simulate and explore complex systems, interactions, and dynamics Identify a problem's root cause, and find the paths that

point toward a solution

The Price of Silver

Visual Meetings

Gamestorming

See What I Mean

Selling Your Value Proposition

Writers have been writing about war since the siege of Troy, but few, if any, have captured the first-person experience of war as deeply as *My Vietnam War*. Set in 1967 (the deadliest year of the Vietnam War), this memoir-style novel depicts the psychological journey of a young man whose carefree days of studying philosophy at the university are ended by the draft. The story follows him from his initial rear-echelon assignment in Saigon, where he falls for a mysterious

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storytelling bar girl, to his eventual posting at an isolated front-line firebase in one of the deepest parts of the Vietnam jungle. While recovering from a leg wound (he is hit by a piece of bone from a fellow soldier who stepped on a booby trap mine), he becomes the assistant medic and sees the horrors of war close up. The experience begins his steady spiral down into PTSD. After he is seriously wounded, he ends up back in Saigon where, after an old friend from Arizona gets him involved in the underground drug trade, the mysterious bar girl may be his only hope for salvation. It is a powerful story, well-written, with vivid detail that you will never

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forget.**