

## The Thank You Economy

***A New York Times Bestseller, One of the Wall Street Journal’s “10 Books to Read Now,” and One of Kirkus Reviews’s Best Nonfiction Books of Year We all sense it—something big is going on. You feel it in your workplace. You feel it when you talk to your kids. You can’t miss it when you read the newspapers or watch the news. Our lives are being transformed in so many realms all at once—and it is dizzying. In Thank You for Being Late, version 2.0, with a new afterword, Thomas L. Friedman exposes the tectonic movements that are reshaping the world today and explains how to get the most out of them and cushion their worst impacts. His thesis: to understand the twenty-first century, you need to understand that the planet’s three largest forces—Moore’s law (technology), the Market (globalization), and Mother Nature (climate change and biodiversity loss)—are accelerating all at once. These accelerations are transforming five key realms: the workplace, politics, geopolitics, ethics, and community. The year 2007 was the major inflection point: the release of the iPhone, together with advances in silicon chips, software, sensors, and networking, created a new technology platform that is reshaping everything from how we hail a taxi to the fate of nations to our most intimate relationships. It is providing vast new opportunities for individuals and small groups to save the world—or to destroy it. With his trademark vitality, wit, and optimism, Friedman shows that we can overcome the multiple stresses of an age of accelerations—if we slow down. If we dare to be late and use the time to reimagine work, politics, and community. Thank You for Being Late is an essential guide to the present and the future.***

***From Nobel Prize–winning economist and New York Times bestselling author Robert Shiller, a groundbreaking account of how stories help drive economic events—and why financial panics can spread like epidemic viruses Stories people tell—about financial confidence or panic, housing booms, or Bitcoin—can go viral and powerfully affect economies, but such narratives have traditionally been ignored in economics and finance because they seem anecdotal and unscientific. In this groundbreaking book, Robert Shiller explains why we ignore these stories at our peril—and how we can begin to take them seriously. Using a rich array of examples and data, Shiller argues that studying popular stories that influence individual and collective economic behavior—what he calls “narrative economics”—may vastly improve our ability to predict, prepare for, and lessen the damage of financial crises and other major economic events. The result is nothing less than a new way to think about the economy, economic change, and economics. In a new preface, Shiller reflects on some of the challenges facing narrative economics, discusses the connection between disease epidemics and economic epidemics, and suggests why epidemiology may hold lessons for fighting economic contagions.***

***New York Times bestselling author and social media expert Gary Vaynerchuk shares hard-won advice on how to connect with customers and beat the competition. A mash-up of the best elements of Crush It! and The Thank You Economy with a fresh spin, Jab, Jab, Jab, Right Hook is a blueprint to social media marketing strategies that really works. When managers and marketers outline their social media strategies, they plan for the “right hook”—their next sale or campaign that’s going to knock out the competition. Even companies committed to jabbing—patiently engaging with customers to build the relationships crucial to successful social media campaigns—want to land the punch that will take down their opponent or their customer’s resistance in one blow. Right hooks convert traffic to sales and easily show results. Except when they don’t. Thanks to massive change and proliferation in social media platforms, the winning combination of jabs and right hooks is different now. Vaynerchuk shows that while communication is still key, context matters more than ever. It’s not just about developing high-quality content, but developing high-quality content specifically adapted to specific social media platforms and mobile devices—content tailor-made for Facebook, Instagram, Pinterest, Twitter, and Tumblr.***

***From the New York Times–bestselling author of Quitter and Start comes the definitive guide to getting your dream job. When you don’t like your job, Sunday isn’t really a weekend day. It’s just pre-Monday. But what if you could call a Do Over and actually look forward to Monday? Starting on the first day you got paid to scoop ice cream or restock shelves, you’ve had the chance to develop the four elements all great careers have in common: relationships, skills, character, and hustle. You already have each of those, to one degree or another. Now it’s time to amplify them and apply them in a new way, so you can call a Do Over on your career, at any age. You’ll need a Do Over because you’ll eventually face at least one of these major transitions: • You’ll hit a Career Ceiling and get stuck, requiring sharp skills to free yourself. • You’ll experience a Career Bump and unexpectedly lose your job, requiring strong relationships to survive. • You’ll make a Career Jump to a new role, requiring solid character to push through uncertainty and chaos. • You’ll get a surprise Career Opportunity, requiring dedicated hustle to take advantage of it. Jon Acuff’s unique approach will give you the resources to reinvent your work, get unstuck, and get the job you’ve always wanted!***

## Everything You Need to Know About How the Economy Works

*The Experience Economy*

*Media Economics*

*Rise and Grind*

*The Returns of Middle English Romance*

*Capitalism without Capital*

*Leveraging the Emotional Ingredients Necessary for Business Success*

Media Economics: Applying Economics to New and Traditional Media differs from ordinary media economic texts by taking a conceptual approach to economic issues. As the book progresses through economic principles, authors Colin Hoskins, Stuart McFadyen, and Adam Finn use cases and examples to demonstrate how these principles can be used to analyze media issues and problems. Media Economics emphasizes economic concepts that have distinct application within media industries, including corporate media strategies and mergers, public policy within media industries, how industry structure and changing technologies affect the conduct and performance of media industries, and why the United States dominates trade in information and entertainment.

It was in 1923, during a desperate walk in the hills on New Year’s Day, John was struck by the belief that his life might become at least tolerable if, instead of focusing on what he didn’t have, he could find some way to be grateful for what he had. Inspired by a beautiful, simple note his ex-girlfriend had sent to thank him for his Christmas gift, John imagined that he might find a way to feel grateful by writing thank-you notes. To keep himself going, he set himself a goal—come what may—of writing 365 thank-you notes in the coming year. One by one, day after day, he began to handwrite thank-yous for gifts or kindnesses he’d received from loved ones and coworkers, from past business associates and current foes, from college friends and doctors and store clerks and handymen and neighbors, and anyone, really, absolutely anyone, who’d done him a good turn, however large or small. Immediately after he’d sent his very first notes, significant and surprising benefits began to come John’s way—from financial gain to true friendship, from weight loss to inner peace. While John wrote his notes, the economy collapsed, the bank across the street from his office failed, but thank-you note by thank-you note, John’s whole life turned around. 365 Thank Yous is a rare memoir: its touching, immediately accessible message—and benefits—come to readers from the plainspoken storytelling of an ordinary man. Kralk sets a believable, doable example of how to live a miraculously good life. To read 365 Thank Yous is to be changed.

Articles conclude with References & Future Readings to guide students to the next step on their research journeys Cross-references between and among articles combine with a thorough Index and the Reader’s Guide to enhance search-and-browse in the electronic version Pedagogical elements include a Chronology of Economics and Society, Resource Guide, and Glossary This academic, multi-author reference work will serve as a general, non-technical resource for students and researchers within social science programs who seek to better understand economics through a contemporary lens.

One recent December, at age 53, John Kralk found his life at a terrible, frightening low: his small law firm was failing; he was struggling through a painful second divorce; he had grown distant from his two older children and was afraid he might lose contact with his young daughter; he was living in a tiny apartment where he froze in the winter and baked in the summer; he was 40 pounds overweight; his girlfriend had just broken up with him; and overall, his dearest life dreams—including hopes of upholding idealistic legal principles and of becoming a judge—seemed to have slipped his reach. Then, during a desperate walk in the hills on New Year’s Day, John was struck by the belief that his life might become at least tolerable if, instead of focusing on what he didn’t have, he could find some way to be grateful for what he had. Inspired by a beautiful, simple note his ex-girlfriend had sent to thank him for his Christmas gift, John imagined that he might find a way to feel grateful by writing thank-you notes. To keep himself going, he set himself a goal—come what may—of writing 365 thank-you notes in the coming year. One by one, day after day, he began to handwrite thank-yous for gifts or kindnesses he’d received from loved ones and coworkers, from past business associates and current foes, from college friends and doctors and store clerks and handymen and neighbors, and anyone, really, absolutely anyone, who’d done him a good turn, however large or small. Immediately after he’d sent his very first notes, significant and surprising benefits began to come John’s way—from financial gain to true friendship, from weight loss to inner peace. While John wrote his notes, the economy collapsed, the bank across the street from his office failed, but thank-you note by thank-you note, John’s whole life turned around. 365 Thank Yous is a rare memoir: its touching, immediately accessible message—and benefits—come to readers from the plainspoken storytelling of an ordinary man. Kralk sets a believable, doable example of how to live a miraculously good life. To read 365 Thank Yous is to be changed.

Impact Evaluation in Practice, Second Edition

Make Today the First Day of Your New Career

The Steal

Doughnut Economics

Crushing It!

Design and Analysis

The New Localism

Unbound

Millions have logged onto Gary Vaynerchuk’s Wine Library TV—watching him boldly and unconventionally rate hundreds of wines. Viewers are attracted to his youthful energy, unique voice, and often outrageous descriptions. Now, in Gary Vaynerchuk’s 101 Wines, Vaynerchuk reveals his first ranked list of the most exciting and tantalizing spirits he has sampled while traveling the globe. Deeming himself “the wine guy for the average Joe,” Vaynerchuk avoids the pomposity of traditional educators. Unlike wine guides that go-drink-wine attitude, Vaynerchuk encourages you to trust your own palate—stressing that your love of a certain wine makes it good regardless of what the experts or the price on the bottle say. Vaynerchuk’s recommendations span a wide range of prices, nations, grapes, and styles—allowing everyone from novices to connoisseurs to expand their wine horizons. Unlock the secret to why Vaynerchuk labels wines “From Ruins to Riches.” “Red with Fish,” and “Not Your Father’s Spumante.” Discover wines that taste like “Bring the Thunder” and “Riding the Rainbow.” Demystify conventions that once limited your wine-tasting desires. Journey through wine styles and break down barriers with his technical notes and stories behind the vintage. Smile as you realize you too can become a wine aficionado. With your newfound knowledge, you will out-entertain and enlighten your friends, host extraordinary parties and treat your taste buds to an exhilarating ride. So if you are ready to become a “Vaynic”—one devoted to selecting wines based on other awaits.

The inside story, told with “insight, perspective, and stellar reporting,” of how an unassuming civil servant created trillions of dollars from thin air, combatted a public health crisis, and saved the American economy from a second Great Depression (Alan S. Blinder, former Vice Chair of the Federal Reserve). By February 2020, the U.S. economic expansion had become the longest on record. Unemployment was pluming half-century lows. Stock markets soared to new highs. One month later, the public health battle against workplaces—offices, shops, malls, and factories—shuttered. Many of the nation’s largest employers and tens of thousands of small businesses faced ruin. Over 22 million American jobs were lost. The extreme uncertainty led to some of the largest daily drops ever in the stock market. Nick Timiraos, the Wall Street Journal’s chief economics correspondent, draws on extensive interviews to detail the tense meetings, late night phone calls, and crucial video conferences behind the largest, swiftest U.S. economic policy reversal in history. Important and least understood institutions, to chronicle how its plainspoken chairman, Jay Powell, unleashed an unprecedented monetary barrage to keep the economy on life support. With the bleeding stented, the Fed faced a new challenge: How to nurture a recovery without unleashing an inflation-fueling, bubble-blowing money bomb? Trillion Dollar Triage is the definitive, gripping history of a creative and unprecedented battle to shield the American economy from the twin threats of a public health disaster and a financial crisis.

Wage over a million copies sold, Economics in One Lesson is an essential guide to the basics of economic theory. A fundamental influence on modern libertarianism, Hazlitt defends capitalism and the free market from economic myths that persist to this day. Considered among the leading economic thinkers of the “Austrian School,” which includes Carl Menger, Ludwig von Mises, Friedrich (F.A.) Hayek, and others, Henry Hazlitt (1894-1993), was a libertarian philosopher, an economist, and a journalist. He was the founder of an influential libertarian publication. Hazlitt wrote Economics in One Lesson, his seminal work, in 1946. Concise and instructive, it is also deceptively prescient and far-reaching in its efforts to dissemble economic fallacies that are so prevalent they have almost become a new orthodoxy. Economic commentators across the political spectrum have credited Hazlitt with foreseeing the collapse of the global economy which occurred more than 50 years after the initial publication of Economics in One Lesson. His general emphasis on free markets, economic liberty of individuals, and the dangers of government intervention make Economics in One Lesson every bit as relevant and valuable today as it has been since publication.

How Jay Powell and the Fed Battled a President and a Pandemic--and Prevented Economic Disaster

How Inequality Constricts Our Economy and What We Can Do About It

How to Tell Your Story in a Noisy Social World

An Optimist’s Guide to Thriving in the Age of Accelerations

How Extreme Producers Create Massive Value

Why NOW Is the Time to Cash In on Your Passion

The Rise of the Intangible Economy

The Fourth Industrial Revolution

How the basic concepts of economics—including markets, institutions, and money—can be used to create and analyze economies based on virtual goods. In the twenty-first-century digital world, virtual goods are sold for real money. Digital game players happily pay for avatars, power-ups, and other game items. But behind every virtual sale, there is a virtual economy, simple or complex. In this book, Vili Lehdonvirta and Edward Castronova introduce the basic concepts of economics into the game developer’s and game designer’s toolkits. Lehdonvirta and Castronova explain how the fundamentals of economics—markets, institutions, and money—can be used to create or analyze economies based on artificially scarce virtual goods. They focus on virtual economies in digital games, but also touch on serious digital currencies such as Bitcoin as well as virtual economies that emerge in social media around points, likes, and followers. The theoretical emphasis is on elementary microeconomic theory, with some discussion of behavioral economics, macroeconomics, sociology of consumption, and other social science theories relevant to economic behavior. Topics include the rational choice model of economic decision making; information goods versus virtual goods; supply, demand, and market equilibrium; monopoly power; setting prices; and externalities. The book will enable developers and designers to create and maintain successful virtual economies, introduce social scientists and policy makers to the power of virtual economies, and provide a useful guide to economic fundamentals for students in other disciplines.

The second edition of the Impact Evaluation in Practice handbook is a comprehensive and accessible introduction to impact evaluation for policy makers and development practitioners. First published in 2011, it has been used widely across the development and academic communities. The book incorporates real-world examples to present practical guidelines for designing and implementing impact evaluations. Readers will gain an understanding of impact evaluations and the best ways to use them to design evidence-based policies and programs. The updated version covers the newest techniques for evaluating programs and includes state-of-the-art implementation advice, as well as an expanded set of examples and case studies that draw on recent development challenges. It also includes new material on research ethics and partnerships to conduct impact evaluation. The handbook is divided into four sections: Part One discusses what to evaluate and why; Part Two presents the main impact evaluation methods; Part Three addresses how to manage impact evaluations; Part Four reviews impact evaluation sampling and data collection. Case studies illustrate different applications of impact evaluations. The book links to complementary instructional material available online, including an applied case as well as questions and answers. The updated second edition will be a valuable resource for the international development community, universities, and policy makers looking to build better evidence around what works in development.

The Thank You EconomyHarper Collins

How to empower people and communities with user-centric data ownership, transparent and accountable algorithms, and secure digital transaction systems. Data is now central to the economy, government, and health systems—so why are data and the AI systems that interpret the data in the hands of so few people? Building the New Economy calls for us to reinvent the ways that data and artificial intelligence are used in civic and government systems. Arguing that we need to think about data as a new type of capital, the authors show that the use of data trusts and distributed ledgers can empower people and communities with user-centric data ownership, transparent and accountable algorithms, machine learning fairness principles and methodologies, and secure digital transaction systems. It’s well known that social media generate disinformation and that mobile phone tracking apps threaten privacy. But these same technologies may also enable the creation of more agile systems in which power and decision-making are distributed among stakeholders rather than concentrated in a few hands. Offering both big ideas and detailed blueprints, the authors describe such key building blocks as data cooperatives, tokenized funding mechanisms, and tradecoin architecture. They also discuss technical issues, including how to build an ecosystem of trusted data, the implementation of digital currencies, and interoperability, and consider the evolution of computational law systems.

365 Thank Yous

The Little Book of Economics

Do Over

Guaranteed to Inspire, Delight, and Bring Thunder to Your World

The End of the Great Acceleration—and Why It’s Good for the Planet, the Economy, and Our Lives

The Instant Economist

Open Veins of Latin America

Crush It!

*Argues that the economic debate is often won with faulty messages and personification of the economy, leading to uncertainty as to what the economy actually is.*

*Time is limited. Attention is scarce. Are you engaging your customers? Apple Stores, Disney, LEGO, Starbucks. Do these names conjure up images of mere goods and services, or do they evoke something more—something visceral? Welcome to the Experience Economy, where businesses must form unique connections in order to secure their customers’ affections—and ensure their own economic vitality. This seminal book on economic innovation by Joe Pine and Jim Gilmore explores how savvy companies excel by offering compelling experiences for their customers, resulting not only in increased customer allegiance but also in a more profitable bottom line. Translated into thirteen languages, The Experience Economy has become a must-read for leaders of enterprises large and small, for-profit and nonprofit, global and local. Now with a brand-new preface, Pine and Gilmore make an even stronger case for experiences as the critical link between a company and its customers in an increasingly distractible and time-starved world. Filled with detailed examples and actionable advice, The Experience Economy helps you create powerful, dramatic, and even transformative experiences, offering the secret from which managers can generate value in ways aligned with a strong customer-centric strategy.*

*[In this book, the author’s] analysis of the effects and causes of capitalist underdevelopment in Latin America present [an] account of . . . Latin American history. [The author] shows how foreign companies reaped huge profits through their operations in Latin America. He explains the politics of the Latin American bourgeoisies and their subservience to foreign powers, and how they interacted to create increasingly unequal capitalist societies in Latin America.—Back cover.*

*The New York Times bestselling author draws from his popular show #AskGaryVee to offer surprising, often outrageous, and imminently useful and honest answers to everything you’ve ever wanted to know—and more—about navigating the new world. Gary Vaynerchuk—the inspiring and unconventional entrepreneur who introduced us to the concept of crush it—knows how to get things done, have fun, and be massively successful. A marketing and business genius, Gary had the foresight to go beyond traditional methods and use social media tools such as Twitter, Facebook, and YouTube to reach an untapped audience that continues to grow. #AskGaryVee showcases the most useful and interesting questions Gary has addressed on his popular show. Distilling and expanding on the podcast’s most urgent and evergreen themes, Gary presents practical, timely, and timeless advice on marketing, social media, entrepreneurship, and everything else you’ve been afraid to ask but are dying to know. Gary gives you the insights and information you need on everything from effectively using Twitter to launching a small business, hiring superstars to creating a personal brand, launching products effectively to staying healthy—and even buying wine. Whether you’re planning to start your own company, working in digital media, or have landed your first job in a traditional company, #AskGaryVee is your essential guide to making things happen in a big way.*

Competing for Customer Time, Attention, and Money

How Cities Can Thrive in the Age of Populism

Gary Vaynerchuk’s 101 Wines

How the Economy Works in the Real World

Virtual Economies

The Thank You Economy (Enhanced Edition)

Twelve and a Half!

One Entrepreneur’s Take on Leadership, Social Media, and Self-Awareness

Shortlisted for the Financial Times and McKinsey Best Book of the Year Award in 2011 “A masterpiece.” —Steven D. Levitt, coauthor of Freakonomics “Bursting with insights.” —The New York Times Book Review A pioneering urban economist presents a myth-shattering look at the majesty and greatness of cities America is an urban nation, yet cities get a bad rap: they’re dirty, poor, unhealthy, environmentally unfriendly . . . or are they? In this revelatory book, Edward Glaeser, a leading urban economist, declares that cities are actually the healthiest, greenest, and richest (in both cultural and economic terms) places to live. He travels through history and around the globe to reveal the hidden workings of cities and how they bring out the best in humankind. Using intrepid reportage, keen analysis, and cogent argument, Glaeser makes an urgent, eloquent case for the city’s importance and splendor, offering inspiring proof that the city is humanity’s greatest creation and our best hope for the future.

The Only Economics Book You Will Ever Need – A Library Journal 2012 Best Business Book of the Year Economics isn’t just about numbers: It’s about politics, psychology, history, and so much more. We are all economists—when we work, save for the future, invest, pay taxes, and buy our groceries. Yet many of us feel lost when the subject arises. Award-winning professor Timothy Taylor tackles all the key questions and hot topics of both microeconomics and macroeconomics, including: Why do budget deficits matter? What exactly does the Federal Reserve do? Does globalization take jobs away from American workers? Why is health insurance so costly? The Instant Economist offers the knowledge and sophistication to understand the issues—so you can understand and discuss economics on a personal, national, and global level. Early in the twenty-first century, a quiet revolution occurred. For the first time, the major developed economies began to invest more in intangible assets, like design, branding, and software, than in tangible assets, like machinery, buildings, and computers. For all sorts of businesses, the ability to deploy assets that one can neither see nor touch is increasingly the main source of long-term success. But this is not just a familiar story of the so-called new economy. Capitalism without Capital shows that the growing importance of intangible assets has also played a role in some of the larger economic changes of the past decade, including the growth in economic inequality and the stagnation of productivity. Jonathan Haskel and Stian Westlake explore the unusual economic characteristics of intangible investment and discuss how an economy rich in intangibles is fundamentally different from one based on tangibles. Capitalism without Capital concludes by outlining how managers, investors, and policymakers can exploit the characteristics of an intangible age to grow their businesses, portfolios, and economies.

Provides a comprehensive explanation of how the economy works while examining the roots of the current crisis and offering advice to prevent future meltdowns.

Applying Economics to New and Traditional Media

Work Is Theatre & Every Business a Stage

The SAGE Encyclopedia of Economics and Society

The Attempt to Overturn the 2020 Election and the People Who Stopped It

Thank You, President Bush

Savage Economy

The Thank You Economy

Seven Ways to Think Like a 21st-Century Economist

*“Gary Vaynerchuk has seen the future of marketing. The Thank You Economy shows how it’s built on both the time-honored techniques of listening to and appreciating customers and newer services like Twitter that allow you to engage directly with customers at unprecedented scale and speed. The book, like Gary, is also a lot of fun and full of passion.” —Dick Costolo, chief executive officer, Twitter Gary Vaynerchuk, the New York Times bestselling author and creator of Wine Library TV, is back with a bold and expansive look at the evolution of today’s marketplace, revealing the essential factors defining and driving successful relationships between businesses and consumers. In this groundbreaking follow-up to the bestselling Crush It!, Vaynerchuk—one of Bloomberg Businessweek’s “20 People Every Entrepreneur Should Follow”—looks beyond a numbers-based analysis to explore the value of social interactions in building our economy.*

*John has never been a stranger to hard work. As a young man he started a hip-hop inspired fashion brand on the streets of Queens, New York, with a \$40 budget; today his brand, FUBU, has over \$6 billion in sales. The truth, he says, is that if you want to get and stay ahead, you need to put in the work. You need to outthink, outhustle, and outperform everyone around you. You’ve got to rise and grind every day. Here John shares the habits and mind-set that empower him, letting us in on how he makes the most of his 24/7. And he opens up about his recent cancer scare and how it fuels him to continue to challenge himself.*

*Four-time New York Times bestselling author Gary Vaynerchuk offers new lessons and inspiration drawn from the experiences of dozens of influencers and entrepreneurs who rejected the predictable corporate path in favor of pursuing their dreams by building thriving businesses and extraordinary personal brands. In his 2009 international bestseller Crush It, Gary insisted that a vibrant personal brand was crucial to entrepreneurial success. In Crushing It!, Gary explains why that’s even more true today, offering his unique perspective on what has changed and what principles remain timeless. He also shares stories from other entrepreneurs who have grown wealthier—and not just financially—than they ever imagined possible by following Crush It principles. The secret to their success (and Gary’s) has everything to do with their understanding of the social media platforms, and their willingness to do whatever it took to make these tools work to their utmost potential. That’s what Crushing It! teaches readers to do. In this lively, practical, and inspiring book, Gary dissects every current major social media platform so that anyone, from a plumber to a professional ice skater, will know exactly how to amplify his or her personal brand on each and every one of them. And he offers advice on how to become the biggest thing on old standbys like Twitter, Facebook, YouTube, Instagram, Pinterest, and Snapchat; podcast platforms like Spotify, SoundCloud, iHeartRadio, and iTunes; and other emerging platforms such as Musical.ly. For those with more experience, Crushing It! illuminates some little-known nuances and provides innovative tips and clever tweaks proven to enhance more common tried-and-true strategies. Crushing It! is a state-of-the-art guide to building your own path to professional and financial success, but it’s not about getting rich. It’s a blueprint to living life on your own terms.*

*“A gripping ground-level narrative—a marvel of reporting: tightly wound...but also panoramic.”—Washington Post “A lean, fast-paced and important account of the chaotic final weeks.”—New York Times In The Steal, veteran journalists Mark Bowden and Matthew Teague offer a week-by-week, state-by-state account of the effort to overturn the 2020 presidential election. In the sixty-four days between November 3 and January 6, President Donald Trump and his allies fought to reverse the outcome of the vote. Focusing on six states—Arizona, Georgia, Michigan, Nevada, Pennsylvania, and Wisconsin—Trump’s supporters claimed widespread voter fraud. Caught up in this effort were scores of activists, lawyers, judges, and state and local officials. Working with a team of researchers and reporters, Bowden and Teague uncover never-before-told accounts from the election officials fighting to do their jobs amid outlandish claims and threats to themselves, their colleagues, and their families. The Steal is an engaging, in-depth report on what happened during those crucial nine weeks and a portrait of the dedicated individuals who did their duty and stood firm against the unprecedented, sustained attack on our election system and ensured that every legal vote was counted and that the will of the people prevailed.*

The Shortest and Surest Way to Understand Basic Economics

The Experience Economy, With a New Preface by the Authors

Triumph of the City

The Year a Simple Act of Daily Gratitude Changed My Life

Five Centuries of the Pillage of a Continent

The Passion Economy

How Stories Go Viral and Drive Major Economic Events

*Data as Capital*

In *Savage Economy: The Returns of Middle English Romance*, Walter Wadiak traces the evolution of the medieval English romance from its thirteenth-century origins to 1500, and from a genre that affirmed aristocratic identity to one that appealed more broadly to an array of late medieval communities. Essential to this literary evolution is the concept and practice of “noble” gift-giving, which binds together knights and commoners in ways that both echo and displace the notorious violence of many of these stories. Wadiak begins with the assumption that “romance” names a particular kind of chivalric fantasy to which violence is central, just as violence was instrumental to the formation and identity of the medieval warrior aristocracy. A traditional view is that the violence of romance stories is an expression of aristocratic privilege wielded by a military caste in its relations with one another as well as with those lower on the social scale. In this sense, violence is the aristocratic gift that underwrites and reaffirms the feudal power of a privileged group, with the noble gift performing the symbolic violence on which romance depends in order to present itself as both a coded threat and an expression of chivalric values. Well-known examples of romance in Middle English, such as Sir Gawain and the Green Knight and Chaucer’s Knight’s Tale, are considered alongside more “popular” examples of the genre to demonstrate a surprising continuity of function across a range of social contexts. Wadiak charts a trajectory from violence aimed directly at securing feudal domination to the subtler and more diffuse modes of coercion that later English romances explore. Ultimately, this is a book about the ways in which romance lives on as an idea, even as the genre itself begins to lose ground at the close of the Middle Ages.

The end of our high-growth world was underway well before COVID-19 arrived. In this powerful and timely argument, Danny Dorling demonstrates the benefits of a larger, ongoing societal slowdownDrawing from an incredibly rich trove of global data, this groundbreaking book reveals that human progress has been slowing down since the early 1970s. Danny Dorling uses compelling visualizations to illustrate how fertility rates, growth in GDP per person, and even the frequency of new social movements have all steadily declined over the last few generations.Perhaps most surprising of all is the fact that even as new technologies frequently reshape our everyday lives and are widely believed to be propelling our civilization into new and uncharted waters, the rate of technological progress is also rapidly dropping. Rather than lament this turn of events, Dorling embraces it as a moment of promise and a move toward stability, and he notes that many of the older great strides in progress that have defined recent history also brought with them widespread warfare, divided societies, and massive inequality.

The New Localism provides a roadmap for change that starts in the communities where most people live and work. In their new book, *The New Localism*, urban experts Bruce Katz and Jeremy Nowak reveal where the real power to create change lies and how it can be used to address our most serious social, economic, and environmental challenges. Power is shifting in the world: downward from national governments and states to cities and metropolitan communities; horizontally from the public sector to networks of public, private and civic actors; and globally along circuits of capital, trade, and innovation. This new locus of power—this new localism—is emerging by necessity to solve the grand challenges characteristic of modern societies: economic competitiveness, social inclusion and opportunity; a renewed public life; the challenge of diversity; and the imperative of environmental sustainability. Where rising populism on the right and the left exploits the grievances of those left behind in the global economy, new localism has developed as a mechanism to address them head on. New localism is not a replacement for the vital roles federal governments play; it is the ideal complement to an effective federal government, and, currently, an urgently needed remedy for national dysfunction. In *The New Localism*, Katz and Nowak tell the stories of the cities that are on the vanguard of problem solving. Pittsburgh is catalyzing inclusive growth by inventing and deploying new industries and technologies. Indianapolis is governing its city and metropolis through a network of public, private and civic leaders. Copenhagen is using publicly owned assets like their waterfront to spur large scale redevelopment and finance infrastructure from land sales. Out of these stories emerge new norms of growth, governance, and finance and a path toward a more prosperous, sustainable, and inclusive society. Katz and Nowak imagine a world in which urban institutions finance the future through smart investments in innovation, infrastructure and children and urban intermediaries take solutions created in one city and adapt and tailor them to other cities with speed and precision. As Katz and Nowak show us in *The New Localism*, “Power now belongs to the problem solvers.”

Between the 18th and 19th centuries, Britain experienced massive leaps in technological, scientific, and economical advancement

Thank You for Being Late

#AskGaryVee

Building the New Economy

Nine Rules for Thriving in the Twenty-First Century

Outperform, Outwork, and Outhustle Your Way to a More Successful and Rewarding Life

How Our Greatest Invention Makes Us Richer, Smarter, Greener, Healthier, and Happier

Trillion Dollar Triage

Economics in One Lesson

A Financial Times “Best Book of 2017: Economics” 800-CEO-Read “Best Business Book of 2017: Current Events & Public Affairs” Economics is the mother tongue of public policy. It dominates our decision-making for the future, guides multi-billion-dollar investments, and shapes our responses to climate change, inequality, and other environmental and social challenges that define our times. Pity then, or more like disaster, that its fundamental ideas are centuries out of date yet are still taught in college courses worldwide and still used to address critical issues in government and business alike. That’s why it is time, says renegade economist Kate Raworth, to revise our economic thinking for the 21st century. In *Doughnut Economics*, she sets out seven key ways to fundamentally reframe our understanding of what economics is and does. Along the way, she points out how we can break our addiction to growth; redesign money, finance, and business to be in service to people; and create economies that are regenerative and distributive by design. Named after the now-iconic “doughnut” image that Raworth first drew to depict a sweet spot of human prosperity (an image that appealed to the Occupy Movement, the United Nations, eco-activists, and business leaders alike), *Doughnut Economics* offers a radically new compass for guiding global development, government policy, and corporate strategy, and sets new standards for what economic success looks like. Raworth handpicks the best emergent ideas—from ecological, behavioral, feminist, and institutional economics to complexity thinking and Earth-systems science—to address this question: How can we turn economies that need to grow, whether or not they make us thrive, into economies that make us thrive, whether or not they grow? Simple, playful, and eloquent, *Doughnut Economics* offers game-changing analysis and inspiration for a new generation of economic thinkers.

In *Crush It!*, online marketing trailblazer Gary Vaynerchuk tells business owners what they need to do to boost their sales using the internet—just as he has done to build his family’s wine store from a \$4 million business to a \$60 million one. *Crush It!* will show readers how to find their passion, then step by step how to turn it into a flourishing, monetized business.

USA Today Bestseller In his sixth business book, bestselling author, entrepreneur, and investor Gary Vaynerchuk explores the twelve essential emotional skills that are integral to his life—and business—success and provides today’s (and tomorrow’s) leaders with critical tools to acquire and develop these traits. For decades, leaders have relied on “hard” skills to make smart decisions, while dismissing the importance of emotional intelligence. Soft skills like self-awareness and curiosity aren’t quantifiable; they can’t be measured on a spreadsheet and aren’t taught in B-schools or emphasized in institutions. We’ve been taught that emotional intelligence is a “nice to have” in business, not a requirement. But soft skills can actually accelerate business success, Gary Vaynerchuk argues. For analytical minds, it’s challenging to understand how to get “better” at being self-aware, curious, or empathetic—or even why it’s important to try. In this wise and practical book, Gary explores the 12 human ingredients that have led to his success and happiness and provides exercises to help you develop these traits yourself. He also shares what the “half” is—that emotional ingredient of leadership he’s weakest at and makes the most effort to improve. Working through the ideas and exercises in the book, he teaches you how to discover your own “halves” and offers insight on how to strengthen them. Gary’s secret to success is using these twelve traits in varying mixtures, depending on the situation. But how do we know when to balance patience with ambition? Humility with conviction? Gary provides real-life examples involving common business scenarios to show you how to use them together for optimum results. This iconoclastic book will help you refine your ingredients and improve your leadership capabilities. When implemented in the proper situation, these ingredients can help leaders land promotions, retain core employees, move faster than competitors, win the loyalty of customers, and build successful organizations that last.

Thank You, President Bush brings together the nation’s leading conservative and libertarian policy makers and scholars to analyze every aspect of George W. Bush’s presidency and to make the compelling case that he will be seen as one of the nation’s great Presidents. This landmark anthology features contributions from George Shultz, Phyllis Schlafly, James Dobson, Art Laffer, William Bennett, Edwin Meese III, Gov. Mike Huckabee, Stephen Moore and Grover Norquist, and serves as a strong rebuttal to the legion of Bush-haters who seek nothing but to distort his ongoing record of achievement under trying conditions.

Thank You for Your Service

Jab, Jab, Jab, Right Hook

Narrative Economics

Don’t Buy it

How Great Entrepreneurs Build Their Business and Influence—and How You Can, Too

The Trouble with Talking Nonsense about the Economy

The Self-Made Billionaire Effect

Discover and cultivate the secret traits of self-made billionaires with THE SELF-MADE BILLIONAIRE EFFECT by John Sviokla and Mitch Cohen Imagine what Atari might have achieved if Steve Jobs had stayed there. Or what Steve Case could have done for Pepsi if he hadn’t left for a start-up that eventually became AOL. Scores of billionaires worked for established corporations before they struck out on their own. People like Michael Bloomberg and Mark Cuban went on to build iconic people? And why are most big companies unable to create as much value as the world’s 800 self-made billionaires? Billionaires aren’t necessarily luckier, smarter or harder working than the rest of us - and they rarely build something brand-new. The key difference is their mindset. They redefine what’s possible - and they are critical to any company looking to create massive value. The Self-Made Billionaire Effect breaks down the five critical habits of massive value-creators, so you yourself. It will forever change the way you think about talent and business value. John J. Sviokla is the head of Global Thought Leadership with PricewaterhouseCoopers. He is a frequent speaker on innovation, growth, and customer behavior. In addition to working with clients, John serves on PwC’s Advisory Leadership Group and Global Thought Leadership Council. He was on the faculty of the Harvard Business School for ten years and has written for Harvard Business Review, The Mitch Cohen is PwC’s Vice Chairman. During his 33 years at the firm and 20 years as a partner, Cohen has held a variety of leadership roles and served numerous Fortune 500 clients.

The brilliant creator of NPR’s Planet Money podcast and award-winning New Yorker staff writer explains our current economy: laying out its internal logic and revealing the transformative hope it offers for millions of people to thrive as they never have before. Contrary to what you may have heard, the middle class is not dying and robots are not stealing our jobs. In fact, writes Adam Davidson—one of our leading public voices on economic issues—the twenty-first-century economy is fulfilling, and unprecedented opportunities for curious, ambitious individuals to combine the things they love with their careers. Drawing on the stories of average people doing exactly this—an accountant overturning his industry, a sweatshop owner’s daughter fighting for better working conditions, an Amish craftsman meeting the technological needs of Amish farmers—as well as the latest academic research, Davidson shows us how the twentieth-century economy of scale has made the adjustment has brought measures of dislocation, confusion, and even panic, these are most often the result of a lack of understanding. The Passion Economy delineates the ground rules of the new economy, and armed with these, we begin to see how we can succeed in it according to its own terms—intimacy, insight, attention, automation, and, of course, passion. An indispensable road map and a refreshingly optimistic take on our economic future.

Now a Major Motion Picture Directed by American Sniper Writer Jason Hall and Starring Miles Teller The wars of the past decade have been covered by brave and talented reporters, but none has reckoned with the psychology of these wars as intimately as the Pulitzer Prize-winning journalist David Finkel. For *The Good Soldiers*, his bestselling account from the front lines of Baghdad, Finkel embedded with the men of the 2-16 Infantry Battalion during the infamous “surge,” a grueling can feel what these young men were experiencing, and his harrowing story instantly became a classic in the literature of modern war. In *Thank You for Your Service*, Finkel has done something even more extraordinary. Once again, he has embedded with some of the men of the 2-16—but this time he has done it at home, here in the States, after their deployments have ended. He is with them in their most intimate, painful, and hopeful moments as they try to recover, and in doing these soldiers, but for their wives, widows, children, and friends, and for the professionals who are truly trying, and to a great degree failing, to undo the damage that has been done. The story Finkel tells is mesmerizing, impossible to put down. With his unparalleled ability to report a story, he climbs into the hearts and minds of those he writes about. *Thank You for Your Service* is an act of understanding, and it offers a more complete picture than we have ever had of these two asking of them? And when they return, what are we thanking them for? One of Publishers Weekly’s Best Nonfiction Books of 2013 One of The Washington Post’s Top 10 Books of the Year A New York Times Notable Book of 2013 An NPR Best Book of 2013 A Kirkus Reviews Best Nonfiction Book of 2013

Future economic growth lies in the value of experiences and transformations--good and services are no longer enough. We are on the threshold, say authors Pine and Gilmore, of the Experience Economy, a new economic era in which all businesses must orchestrate memorable events for their customers. The Experience Economy offers a creative, highly original, and yet eminently practical strategy for companies to script and stage the experiences that will transform the value of their rich and varied mix of examples that showcase businesses in the midst of creating personal experiences for both consumers and businesses. The authors urge managers to look beyond traditional pricing factors like time and cost, and consider charging for the value of the transformation that an experience offers. Goods and services, say Pine and Gilmore, are no longer enough. Experiences and transformations are the basis for future economic growth, and The Experience Economy