

Bookmark File PDF Great By Choice Uncertainty Chaos And Luck Why Some Thrive Despite Them All Kindle Edition James C Collins

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Collaboration
The Focus Effect: Change Your Work, Change Your Life
The Secret to Abundant Living
Strategy Beyond the Hockey Stick
Fortune The Greatest Business Decisions of All Time
Execution Great People Decisions
Lords of Strategy
The Messy Middle
Be Brilliant
The Last Place on Earth
Great at Work
My Basketball Book
Built to Last
One Billion Americans
Great by Choice
Creative Teachers in Primary Schools
It's Not About You
Great
Death by Meeting
The Holiday Window Painting Book
Great by Choice
Think Like a Futurist
Great by Choice
Cracking the Creativity Code
It's Your Ship
First Blood
Preface to a Dictionary of the English Language
Leading the High Energy Culture: What the Best CEOs Do to Create an Atmosphere Where Employees Flourish
Simple Numbers, Straight Talk, Big Profits!
Managing the Small to Mid-sized Company
Good to Great
Joan Garry's Guide to Nonprofit Leadership
You've Got This
Mindwise
Fairest of Them All
How the Mighty Fall
Turning the Flywheel
Raising an Entrepreneur
The Four Obsessions of an Extraordinary Executive

Collaboration

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Decisions equal success--nothing happens until one is made. Businesses make millions of decisions every day. But once in a great while a leader makes a truly game-changing decision that shifts not only the strategy of a single company but how everyone does business. These big decisions are counter intuitive--they go against the conventional wisdom. In hindsight, taking a different direction may seem easy, but these bet-the-company moves involve drama, doubt and high tension. What made Apple's board bring back Steve Jobs to the company? How did J&J decide to recall every bottle of Tylenol after a poisoning scare that only involved a small batch of the drug? What made Henry Ford decide to double the wages of his auto workers and how did that change the American economy for the next century? Here management consultant Verne Harnish, the CEO of Gazelles, along with Fortune's editors, provide the background story behind the 20 great business decisions of all time. You'll get a glimpse into the thought process leading up to these groundbreaking moments and will learn how these decisions have shaped the thinking of today's top leaders. The Greatest Business Decisions of All Time will spur debates and ignite conversations from board rooms to coffee shops and all will be wondering how one might apply these lessons to one's own business.

The Focus Effect: Change Your Work, Change Your Life

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Slow down, own who you really are and unleash your inner brilliance. You already have everything you need to become truly brilliant — to lead a successful, fulfilling life — even though it doesn't always feel like it. When everything external to us is moving so quickly, we feel out of control and exhausted; we worry about what we don't have or what we need more of; we seek solutions to band-aid our perceived imperfections and doubts. Crowded calendars and unending demands at home and work give us little time to look internally — though it is within each of us where the answers can be found. At a time when we suffer from unprecedented stress, comparison-itis and self-doubt, author Janine Garner asks us to slow down and turn our focus inward. She challenges you to take ownership of who you are and who you want to become, to rise above limitations, and unleash your brilliance within. Learn the 4 Laws of Brilliance and explore how to:

- discover and own your spotlight
- harness your natural energy
- connect and collaborate with intent
- enhance and magnify your influence.

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The Secret to Abundant Living

In this contemporary retelling of *The Great Gatsby*, by comedian Sara Benincasa, a teenage girl becomes entangled in the romance and drama of a Hamptons social circle and is implicated in a scandal that shakes the summer community. When Naomi Rye arrives in the Hamptons to spend the summer with her socialite mother, she fully expects to be miserable mingling with the sons and daughters of her mother's mega-rich friends. Yet Naomi finds herself unexpectedly drawn to her mysterious and beautiful next-door neighbor, Jacinta, a Hamptons "It" girl who throws wild, lavish parties that are the talk of the town. But Jacinta is hiding something big, and events unfold with tragic consequences.

Strategy Beyond the Hockey Stick

Want to flourish in a creative industry such as entertainment, marketing, advertising, PR, design, photography, media or the arts? Would you love to score your dream job or start a business doing something you love and be earning a great income – but you aren't sure how to make that happen? Then this is the career hack you've been waiting for. In *You've Got This*, two successful creative founders share their secrets for the very first time about what they've learnt in over twenty years of doing business – all so that you can get ahead. It's full of

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practical advice and easily implementable tips on topics including how to stand out from the crowd by investing in your personal brand, negotiating a promotion, overcoming setbacks, managing your workload, mastering public speaking, and so much more. Refreshingly honest and indispensable, *You've Got This* will help you reach your creative and earning potential and find career fulfillment, without it sucking the life out of you. The working world can be competitive and fast-paced, and the unfortunate reality is that many clever graduates and smart professionals are struggling with feeling anxious or frustrated. And with recent world events, now more than ever many are assessing their values and motivations. But thankfully, there's a way to take charge. And after reading this book, it'll all be clear. Because trust us: you've got this. A portion of the proceeds from every book sold will be donated to two charities that support women: Fitted for Work and Life Changing Experiences' SISTER2sister.

Fortune The Greatest Business Decisions of All Time

NATIONAL BESTSELLER NAMED ONE OF THE MOST INSPIRING BOOKS OF 2018 BY INC. NAMED ONE OF THE BEST STARTUP BOOKS OF ALL TIME BY BOOKAUTHORITY
The Messy Middle is the indispensable guide to navigating the volatility of new ventures and leading bold creative projects by Scott Belsky, bestselling author, entrepreneur, Chief Product Officer at Adobe, and product advisor to many of today's top start-ups. Creating something from nothing is an unpredictable

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journey. The first mile births a new idea into existence, and the final mile is all about letting go. We love talking about starts and finishes, even though the middle stretch is the most important and often the most ignored and misunderstood.

Broken into three sections with 100+ lessons, this no-nonsense book will help you:

- Endure the roller coaster of successes and failures by strengthening your resolve, embracing the long-game, and short-circuiting your reward system to get to the finish line.
- Optimize what's working so you can improve the way you hire, better manage your team, and meet your customers' needs.
- Finish strong and avoid the pitfalls many entrepreneurs make, so you can overcome resistance, exit gracefully, and continue onto your next creative endeavor with ease.

With insightful interviews from today's leading entrepreneurs, artists, writers, and executives, as well as Belsky's own experience working with companies like Airbnb, Pinterest, Uber, and sweetgreen, *The Messy Middle* will outfit you to find your way through the hardest parts of any bold project or new venture.

Execution

From New York Times bestselling author, David Morrell, comes a classic thriller that introduced the character of Rambo, one of the most iconic action heroes of the twentieth century. Called "the father of the modern action novel," *FIRST BLOOD* changed the genre. Although the book and the film adaptation have similarities, they are very different, especially its unexpected ending and its greater intensity.

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If you've only experienced the film, you're in for a surprise. Once they were soldiers. Rambo, the ragged kid whose presence in town is considered a threat. And Teasle, the Chief of Police of Madison, Kentucky. Both have been trained to kill: Rambo in Vietnam, Teasle in Korea. They learned different military tactics, different ways of death and survival in two different wars. Now, without warning, they are enemies in a civilian combat that becomes a chase through the woods and mountains and caves above the town. As we follow them, we understand that once a man has been trained as a killer, perhaps he is changed forever. Award-winning *FIRST BLOOD* was published in 1972, was translated into 26 languages, and has never been out of print. It was one of the first novels to deal with post-traumatic stress disorder. David's novelizations for *RAMBO (FIRST BLOOD PART II)* and *RAMBO III* are available as e-books. They're quite different from the films and include revealing introductions. See also David's *RAMBO AND ME: THE STORY BEHIND THE STORY*. Critical reactions: "A fine novel. . . . When Johnny comes marching home this time, watch out." —The New York Times Sunday Book Review "A first-rate thriller." —Newsweek "One of the finest chase novels you will ever read." —Minneapolis Tribune "A terrific thriller." —Saturday Review "One hell of a hard, fast novel." —John D. MacDonald

Great People Decisions

Praise for Great People Decisions "Fernandez-Araoz has captured the essence of

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building great teams with a masterful and entirely practical study of what goes into getting people selection right." --JACK WELCH "Fernandez-Araoz does a great service with this wonderful book, teaching us how to accomplish the first task of any exceptional leader: get the right people on the bus, and into the right seats. His enduring passion, deep practical experience, and analytical methods make his approach refreshing and powerful." --JIM COLLINS, bestselling author of Good to Great "No matter your business or product, your service or strategy, it's all done with people. Great results only come when great people fill the right roles. In Great People Decisions, Fernandez-Araoz clears away the fog of myth and fad that has long clouded people decisions, bringing passion, sound experience, and wisdom to these all-important questions." --DANIEL GOLEMAN, bestselling author of Emotional Intelligence and Social Intelligence "Great People Decisions is a groundbreaking, myth-busting, and standard-setting work. To prepare yourself for the dramatic workforce changes that are expected in the next decade, the first thing you should do is read this book. The second thing you should do is put Fernandez-Araoz's advice into practice immediately." --JIM KOUZES, bestselling coauthor of The Leadership Challenge and A Leader's Legacy "Too many people say 'people are our most important assets' but then don't act on it. In this important and eloquent book, Fernandez-Araoz provides compelling evidence for why making great people decisions is essential for anyone who aspires to become a great leader or build a great company. If you follow the sage advice he offers in this book, you are sure to make great people decisions." --NITIN NOHRIA, Senior Associate Dean of Faculty

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Development, Harvard Business School, and coauthor of Paths to Power and In Their Time

Lords of Strategy

What would actually make America great: more people. If the most challenging crisis in living memory has shown us anything, it's that America has lost the will and the means to lead. We can't compete with the huge population clusters of the global marketplace by keeping our population static or letting it diminish, or with our crumbling transit and unaffordable housing. The winner in the future world is going to have more—more ideas, more ambition, more utilization of resources, more people. Exactly how many Americans do we need to win? According to Matthew Yglesias, one billion. From one of our foremost policy writers, *One Billion Americans* is the provocative yet logical argument that if we aren't moving forward, we're losing. Vox founder Yglesias invites us to think bigger, while taking the problems of decline seriously. What really contributes to national prosperity should not be controversial: supporting parents and children, welcoming immigrants and their contributions, and exploring creative policies that support growth—like more housing, better transportation, improved education, revitalized welfare, and climate change mitigation. Drawing on examples and solutions from around the world, Yglesias shows not only that we can do this, but why we must. Making the case for massive population growth with analytic rigor and imagination,

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One Billion Americans issues a radical but undeniable challenge: Why not do it all, and stay on top forever?

The Messy Middle

Basketballs fun--let's play! Find all the basics ion this lively guide. The markings on a basketball court What basketball players wear The three team positions The excitement of passing the ball The thrill of making a basket All these and more are included, with a useful glossary at the end.

Be Brilliant

Creativity is an acquired skill, one that improves with practice. Cracking the Creativity Code shows you how! This book provides a proven method for generating world-changing ideas. It empowers individuals who have given up on their innate creativity, who believe that they have lost their creative powers through years of disuse. In a light, entertaining style, the authors describe their unique, structured approach to creativity. To bring the reader closer to this lost art, the authors present a 'Zoom in, Zoom out, Zoom in' technique to make 'creation' more accessible to everyone. Reinvigorate your personal creativity machines—once turned on, it will generate an unending stream of novel ideas that

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can change the world.

The Last Place on Earth

Based on the premise that accountants often make finance unnecessarily confusing, this no-frills guide will help small business owners see beyond the numbers and translate financial statements into tangible business success. The author shows the reader how to use key financial indicators as a basis for smart business decisions, with a focus on companies in the range between start-up and \$5 million in revenue. In a humorous and conversational tone, Crabtree explains how even the most harried business owners can use financial metrics to improve their bottom line. The author's down-to-earth discussion includes many insights: Most business owners are probably not paying themselves enough; Paying taxes can be a positive in accounting; A company-wide salary cap can help immensely with personnel decisions. Additionally, the numerous examples help readers see for themselves how following the author's advice will have a direct impact on their profits.

Great at Work

Push past resistance to discover and own new business territories Think Like a

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Futurist shows how to track changes, explore questions, and engage in new thinking that connects today's pressures with tomorrow's realities. Cecily Sommers shows how to apply long-term focus and strategies to needs as diverse as industry forecasts, innovation challenges, leadership development, or future-proofing a brand. By understanding intersecting potentials that one day may impact your organization, you can readily spot emerging trends and market shifts, uncovering opportunities on the horizon. Think Like a Futurist explores such questions as: Where will new markets emerge over the next 5-10-25 years? What will be the big issues of the day? How will lifestyle, social mores, and policy adapt? And what role do we play in that future? Offers a clear framework for thinking like a futurist, and direction for how to integrate it in high-pressure corporate environments Explains how the social, economic, and environmental crises of our time spring from just four constant and predictable forces Reveals the three dramatic disruptions on the horizon that should be a part of every strategic conversation Written by Cecily Sommers the Founder and President of The Push Institute, a non-profit think tank that tracks significant global trends and their implications for business, government, and non-profit. Filled with tools and models for a new world, this book should be required reading for strategists and innovators across disciplines. "Refreshing. A book that does not follow today's push to be 'innovative' just to snag attention because of the current hot trending keyword. Matter of fact, Cecily Sommers' book works to get us away from simply identifying and going for a ride on the latest trend(s) in our respective industries. Quite the contrary, rather than

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avoid a scientific or tactical discussion of trend identification, she works to give us the ability to go beyond trends and into the future. Cecily has drafted a book providing a nice blend of practical reality, philosophy, and practical execution. It speaks well to current discussions about how to drive 'innovation' or, better, creativity within your businesses—however large or small. All in, this is a book 254 pages long, including index, that is written at a practical level that, after closer study following an initial read-through, provides a methodology for anticipating the future and taking action to meet it. Provides a methodology for anticipating the future and taking action to meet it. Think Like a Futurist is a good read for anyone struggling with how to move their organization forward. Business leaders, product and program managers, service providers will all find the concepts Cecily introduces to be well laid-out with a reasonable amount of supporting content."—The source is a blog: <http://jtpedersen.net/2012/11/15/what-ive-read-lately-think-like-a-futurist/>

My Basketball Book

Who is the fairest bride of all? Sir Austyn of Gavenmore abides beneath the shadow of an ancient Welsh curse. Given to fits of violent jealousy, the Gavenmore men are doomed to heartbreak by their inability to trust the women they love. Austyn fights his destiny until he comes face to face with Lady Holly of Tewksbury, the fairest damsel in all of England. Weary of being revered only for her beauty, the

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mischievous Holly devises an elaborate ruse that unwittingly makes her a Gavenmore bride. Thus begins a dangerous masquerade in which Holly and Austyn must learn that even the most irrevocable of curses can be broken by the blessing of true love. Book 3 of 3 in the ONCE UPON A TIME series, which includes Charming the Prince, The Bride and the Beast, and Fairest of Them All “Romantics will relish this happily ever after.”—Publishers Weekly “A book you'll want to read again and again. Kudos to Ms. Medeiros!”—Paperback Forum “Fast-paced historical romance brilliantly wrapped around a legend. A magnificent masterpiece!”—Affaire de Coeur “Ms. Medeiros breathes life into her tormented hero and her spirited and courageous heroine, directing them straight to the heart. Absolutely wonderful!”—Rendezvous ENGLISH LANGUAGE EDITION Medieval romance, Historical romance, Humorous romance, Knight romance

Built to Last

One Billion Americans

In this stunning follow-up to his best-selling book, *The Five Temptations of a CEO*, Patrick Lencioni offers up another leadership fable that's every bit as compelling and illuminating as its predecessor. This time, Lencioni's focus is on a leader's

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crucial role in building a healthy organization--an often overlooked but essential element of business life that is the linchpin of sustained success. Readers are treated to a story of corporate intrigue as the frustrated head of one consulting firm faces a leadership challenge so great that it threatens to topple his company, his career, and everything he holds true about leadership itself. In the story's telling, Lencioni helps his readers understand the disarming simplicity and power of creating organizational health, and reveals four key disciplines that they can follow to achieve it.

Great by Choice

Creative Teachers in Primary Schools

Casey McDaniel had never been so nervous in his life. In just ten minutes, The Meeting, as it would forever be known, would begin. Casey had every reason to believe that his performance over the next two hours would determine the fate of his career, his financial future, and the company he had built from scratch. "How could my life have unraveled so quickly?" he wondered. In his latest page-turning work of business fiction, best-selling author Patrick Lencioni provides readers with another powerful and thought-provoking book, this one centered around a cure for

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the most painful yet underestimated problem of modern business: bad meetings. And what he suggests is both simple and revolutionary. Casey McDaniel, the founder and CEO of Yip Software, is in the midst of a problem he created, but one he doesn't know how to solve. And he doesn't know where or who to turn to for advice. His staff can't help him; they're as dumbfounded as he is by their tortuous meetings. Then an unlikely advisor, Will Peterson, enters Casey's world. When he proposes an unconventional, even radical, approach to solving the meeting problem, Casey is just desperate enough to listen. As in his other books, Lencioni provides a framework for his groundbreaking model, and makes it applicable to the real world. *Death by Meeting* is nothing short of a blueprint for leaders who want to eliminate waste and frustration among their teams, and create environments of engagement and passion.

It's Not About You

Smartphones debuted only ten years ago, but their impact has been immense. With up-to-the-minute updates on social media, email, and texts, people are more distracted than ever, which is affecting our psychological and physical well-being. To cut through the disruption, high-performing individuals must construct new practices that encourage focus, creativity, and effectiveness. Greg Wells and Bruce Bowser have perfected the art of unplugging from technology and plugging into reality. In *The Focus Effect*, they present techniques for sustainable, balanced, and

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successful routines in all areas of life. With strategies ranging from practicing healthy mindfulness and meditation, reserving tech-free time, and performing power work, to a revolutionary plan for a hyperproductive workday, Wells and Bowser provide everything needed to activate The Focus Effect in your life. It's time for a worldwide revolution in how we live and work-and The Focus Effect is the jump start you need to be at the forefront of this future.

Great

Nonprofit leadership is messy Nonprofits leaders are optimistic by nature. They believe with time, energy, smarts, strategy and sheer will, they can change the world. But as staff or board leader, you know nonprofits present unique challenges. Too many cooks, not enough money, an abundance of passion. It's enough to make you feel overwhelmed and alone. The people you help need you to be successful. But there are so many obstacles: a micromanaging board that doesn't understand its true role; insufficient fundraising and donors who make unreasonable demands; unclear and inconsistent messaging and marketing; a leader who's a star in her sector but a difficult boss And yet, many nonprofits do thrive. Joan Garry's Guide to Nonprofit Leadership will show you how to do just that. Funny, honest, intensely actionable, and based on her decades of experience, this is the book Joan Garry wishes she had when she led GLAAD out of a financial crisis in 1997. Joan will teach you how to: Build a powerhouse board Create an

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impressive and sustainable fundraising program Become seen as a 'workplace of choice' Be a compelling public face of your nonprofit This book will renew your passion for your mission and organization, and help you make a bigger difference in the world.

Death by Meeting

In this book, a political powerhouse and mother of two thriving entrepreneurs interviews the moms of over fifty of today's most successful innovators and—based on her findings—provides ten rules for raising confident, fearless, self-made individuals whose ideas and drive will change the world. Is your child passionate about something? Maybe it's music, sports, theatre, writing, building things, or helping others—the kind of creative pursuits that create distinguished leaders and make change in the world. All parents want their kids to have success, but how do you help them cultivate their talent and vision for a personally fulfilling and financially successful life? Once you've recognized their drive and passion, how do you set your little trailblazers free? Raising an Entrepreneur presents seventy-six stories from the mothers of some of the most successful entrepreneurs today. Entrepreneurs are the new rock stars—they're the ones who turn their passions into ingenious projects, because they're willing to risk failure to make their dreams come true. Highlighting the various achievements of innovators from a wide range of cultural and socioeconomic backgrounds—such as Geek Squad's

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Robert Stephens and Nantucket Nectars' Tom Scott, nonprofit founders like Mama Hope's Nyla Rodgers and Pencils of Promise's Adam Braun, profit for purpose creators like TOMS Shoes' Blake Mycoskie and FEED Projects' Ellen Gustafson, activists like Mike de la Rocha and Erica Ford, and artists like actress Emmanuelle Chriqui and songwriter Benny Blanco—and with photos of the entrepreneurs as children, these inspirational interviews will provide guidance and support on nurturing your own change maker. Not every kid will be an entrepreneur, but all kids have something that makes them unique. If you're seeking a way to nurture your children's passions and help them harness their talent, drive, and grit into a fulfilling life purpose, this book is for you. With these ten rules and numerous inspiring stories, you'll gain confidence in raising your child into a creatively successful adult.

The Holiday Window Painting Book

A companion guidebook to the number-one bestselling *Good to Great*, focused on implementation of the flywheel concept, one of Jim Collins' most memorable ideas that has been used across industries and the social sectors, and with startups. The key to business success is not a single innovation or one plan. It is the act of turning the flywheel, slowly gaining momentum and eventually reaching a breakthrough. Building upon the flywheel concept introduced in his groundbreaking classic *Good to Great*, Jim Collins teaches readers how to create

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their own flywheel, how to accelerate the flywheel's momentum, and how to stay on the flywheel in shifting markets and during times of turbulence. Combining research from his Good to Great labs and case studies from organizations like Amazon, Vanguard, and the Cleveland Clinic which have turned their flywheels with outstanding results, Collins demonstrates that successful organizations can disrupt the world around them—and reach unprecedented success—by employing the flywheel concept.

Great by Choice

The Challenge Built to Last, the defining management study of the nineties, showed how great companies triumph over time and how long-term sustained performance can be engineered into the DNA of an enterprise from the very beginning. But what about the company that is not born with great DNA? How can good companies, mediocre companies, even bad companies achieve enduring greatness? The Study For years, this question preyed on the mind of Jim Collins. Are there companies that defy gravity and convert long-term mediocrity or worse into long-term superiority? And if so, what are the universal distinguishing characteristics that cause a company to go from good to great? The Standards Using tough benchmarks, Collins and his research team identified a set of elite companies that made the leap to great results and sustained those results for at least fifteen years. How great? After the leap, the good-to-great companies

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generated cumulative stock returns that beat the general stock market by an average of seven times in fifteen years, better than twice the results delivered by a composite index of the world's greatest companies, including Coca-Cola, Intel, General Electric, and Merck. The Comparisons The research team contrasted the good-to-great companies with a carefully selected set of comparison companies that failed to make the leap from good to great. What was different? Why did one set of companies become truly great performers while the other set remained only good? Over five years, the team analyzed the histories of all twenty-eight companies in the study. After sifting through mountains of data and thousands of pages of interviews, Collins and his crew discovered the key determinants of greatness -- why some companies make the leap and others don't. The Findings The findings of the Good to Great study will surprise many readers and shed light on virtually every area of management strategy and practice. The findings include:

- Level 5 Leaders: The research team was shocked to discover the type of leadership required to achieve greatness.
- The Hedgehog Concept (Simplicity within the Three Circles): To go from good to great requires transcending the curse of competence.
- A Culture of Discipline: When you combine a culture of discipline with an ethic of entrepreneurship, you get the magical alchemy of great results.
- Technology Accelerators: Good-to-great companies think differently about the role of technology.
- The Flywheel and the Doom Loop: Those who launch radical change programs and wrenching restructurings will almost certainly fail to make the leap.

"Some of the key concepts discerned in the study," comments Jim Collins, "fly in

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the face of our modern business culture and will, quite frankly, upset some people.” Perhaps, but who can afford to ignore these findings?

Think Like a Futurist

The new question Ten years after the worldwide bestseller *Good to Great*, Jim Collins returns with another groundbreaking work, this time to ask: Why do some companies thrive in uncertainty, even chaos, and others do not? Based on nine years of research, buttressed by rigorous analysis and infused with engaging stories, Collins and his colleague, Morten Hansen, enumerate the principles for building a truly great enterprise in unpredictable, tumultuous, and fast-moving times. The new study *Great by Choice* distinguishes itself from Collins’s prior work by its focus not just on performance, but also on the type of unstable environments faced by leaders today. With a team of more than twenty researchers, Collins and Hansen studied companies that rose to greatness—beating their industry indexes by a minimum of ten times over fifteen years—in environments characterized by big forces and rapid shifts that leaders could not predict or control. The research team then contrasted these “10X companies” to a carefully selected set of comparison companies that failed to achieve greatness in similarly extreme environments. The new findings The study results were full of provocative surprises. Such as: The best leaders were not more risk taking, more visionary, and more creative than the comparisons; they were more disciplined, more empirical,

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and more paranoid. Innovation by itself turns out not to be the trump card in a chaotic and uncertain world; more important is the ability to scale innovation, to blend creativity with discipline. Following the belief that leading in a “fast world” always requires “fast decisions” and “fast action” is a good way to get killed. The great companies changed less in reaction to a radically changing world than the comparison companies. The authors challenge conventional wisdom with thought-provoking, sticky, and supremely practical concepts. They include: 10Xers; the 20 Mile March; Fire Bullets, Then Cannonballs; Leading above the Death Line; Zoom Out, Then Zoom In; and the SMaC Recipe. Finally, in the last chapter, Collins and Hansen present their most provocative and original analysis: defining, quantifying, and studying the role of luck. The great companies and the leaders who built them were not luckier than the comparisons, but they did get a higher Return on Luck. This book is classic Collins: contrarian, data-driven, and uplifting. He and Hansen show convincingly that, even in a chaotic and uncertain world, greatness happens by choice, not chance.

Great by Choice

Holiday window painting is all about creating colorful holiday magic! It's a wonderful skill you can use to make the world a brighter place. You've probably seen holiday window paintings in your community. These festive painted scenes feature whimsical characters and joyful greetings! This book will teach you to

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become an indoor holiday window painter. It includes innovative step-by-step instructions and templates, so you can relax and enjoy yourself as you learn to paint windows. It's a fun artistic activity, and you'll create beautiful results. You'll love painting indoors, because no matter the weather, you can stay warm and toasty, with a mug of something hot, while you paint. Window painting is perfect for anyone who loves art, holiday enthusiasts, teachers and students, parents and kids, creative entrepreneurs, and business owners - anyone who'd like to paint windows. Take the ideas in this book and use them however you want to celebrate your favorite holidays and traditions. With your new window painting skills, you'll take your holiday decorations to the next level! My goal is to empower you by giving you everything you need to get started, succeed, and create your own devastatingly charming holiday window paintings!

Cracking the Creativity Code

Beat the odds with a bold strategy from McKinsey & Company “Every once in a while, a genuinely fresh approach to business strategy appears” - legendary business professor Richard Rumelt, UCLA McKinsey & Company’s newest, most definitive, and most irreverent book on strategy—which thousands of executives are already using—is a must-read for all C-suite executives looking to create winning corporate strategies. Strategy Beyond the Hockey Stick is spearheading an empirical revolution in the field of strategy. Based on an extensive analysis of the

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key factors that drove the long-term performance of thousands of global companies, the book offers a ground-breaking formula that enables you to objectively assess your strategy's real odds of future success. "This book is fundamental. The principles laid out here, with compelling data, are a great way around the social pitfalls in strategy development." — Frans Van Houten, CEO, Royal Philips N.V. The authors have discovered that over a 10-year period, just 1 in 12 companies manage to jump from the middle tier of corporate performance—where 60% of companies reside, making very little economic profit—to the top quintile where 90% of global economic profit is made. This movement does not happen by magic—it depends on your company's current position, the trends it faces, and the big moves you make to give it the strongest chance of vaulting over the competition. This is not another strategy framework. Rather, *Strategy Beyond the Hockey Stick* shows, through empirical analysis and the experiences of dozens of companies that have successfully made multiple big moves, that to dramatically improve performance, you have to overcome incrementalism and corporate inertia. "A different kind of book—I couldn't put it down. Inspiring new insights on the facts of what it takes to move a company's performance, combined with practical advice on how to deal with real-life dynamics in management teams." —Jane Fraser, CEO, Citigroup Latin America

It's Your Ship

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The book that shows how to get the job done and deliver results . . . whether you're running an entire company or in your first management job Larry Bossidy is one of the world's most acclaimed CEOs, a man with few peers who has a track record for delivering results. Ram Charan is a legendary advisor to senior executives and boards of directors, a man with unparalleled insight into why some companies are successful and others are not. Together they've pooled their knowledge and experience into the one book on how to close the gap between results promised and results delivered that people in business need today. After a long, stellar career with General Electric, Larry Bossidy transformed AlliedSignal into one of the world's most admired companies and was named CEO of the year in 1998 by Chief Executive magazine. Accomplishments such as 31 consecutive quarters of earnings-per-share growth of 13 percent or more didn't just happen; they resulted from the consistent practice of the discipline of execution: understanding how to link together people, strategy, and operations, the three core processes of every business. Leading these processes is the real job of running a business, not formulating a "vision" and leaving the work of carrying it out to others. Bossidy and Charan show the importance of being deeply and passionately engaged in an organization and why robust dialogues about people, strategy, and operations result in a business based on intellectual honesty and realism. The leader's most important job—selecting and appraising people—is one that should never be delegated. As a CEO, Larry Bossidy personally makes the calls to check references for key hires. Why? With the right people in the right jobs,

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there's a leadership gene pool that conceives and selects strategies that can be executed. People then work together to create a strategy building block by building block, a strategy in sync with the realities of the marketplace, the economy, and the competition. Once the right people and strategy are in place, they are then linked to an operating process that results in the implementation of specific programs and actions and that assigns accountability. This kind of effective operating process goes way beyond the typical budget exercise that looks into a rearview mirror to set its goals. It puts reality behind the numbers and is where the rubber meets the road. Putting an execution culture in place is hard, but losing it is easy. In July 2001 Larry Bossidy was asked by the board of directors of Honeywell International (it had merged with AlliedSignal) to return and get the company back on track. He's been putting the ideas he writes about in Execution to work in real time.

First Blood

Ten years after the worldwide bestseller Good to Great, Jim Collins returns with another groundbreaking work, this time to ask: why do some companies thrive in uncertainty, even chaos, and others do not? Based on nine years of research, buttressed by rigorous analysis and infused with engaging stories, Collins and his colleague Morten Hansen enumerate the principles for building a truly great enterprise in unpredictable, tumultuous and fast-moving times. This book

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is classic Collins: contrarian, data-driven and uplifting.

Preface to a Dictionary of the English Language

THE NEW QUESTION Ten years after the worldwide bestseller *Good to Great*, Jim Collins returns with another groundbreaking work, this time to ask: Why do some companies thrive in uncertainty, even chaos, and others do not? Based on nine years of research, buttressed by rigorous analysis and infused with engaging stories, Collins and his colleague, Morten Hansen, enumerate the principles for building a truly great enterprise in unpredictable, tumultuous, and fast-moving times. **THE NEW STUDY** *Great by Choice* distinguishes itself from Collins's prior work by its focus not just on performance, but also on the type of unstable environments faced by leaders today. With a team of more than twenty researchers, Collins and Hansen studied companies that rose to greatness - beating their industry indexes by a minimum of ten times over fifteen years - in environments characterized by big forces and rapid shifts that leaders could not predict or control. The research team then contrasted these "10X companies" to a carefully selected set of comparison companies that failed to achieve greatness in similarly extreme environments. **THE NEW FINDINGS** The study results were full of provocative surprises. Such as: * The best leaders were not more risk taking, more visionary, and more creative than the comparisons; they were more disciplined, more empirical, and more paranoid. * Innovation by itself turns out to be the

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trump card in a chaotic and uncertain world; more important is the ability to scale innovation, to blend creativity with discipline. * Following the belief that leading in a "fast world" always requires "fast decisions" and "fast action" is a good way to get killed. * The great companies changed less in reaction to a radically changing world than the comparison companies. The authors challenge conventional wisdom with thought-provoking, sticky, and supremely practical concepts. They include 10Xers; the 20 Mile March; Fire Bullets then Cannonballs; Leading above the Death Line; Zoom Out, Then Zoom In; and the SMaC Recipe. Finally, in the last chapter, Collins and Hansen present their most provocative and original analysis: defining, quantifying, and studying the role of luck. The great companies and the leaders who built them were not luckier than the comparisons, but they did get a higher Return on Luck. This book is classic Collins: contrarian, data driven, and uplifting. He and Hansen show convincingly that, even in a chaotic and uncertain world, greatness happens by choice, not by chance.

Leading the High Energy Culture: What the Best CEOs Do to Create an Atmosphere Where Employees Flourish

Is creative teaching still possible in English schools? Can teachers maintain and promote their own interests and beliefs as well as deliver a prescribed National Curriculum? Originally published in 1995, this book explores creative teachers'

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attempts to pursue their brand of teaching despite the changes. Peter Woods has discovered a range of strategies and adaptations to this end among such teachers, including resisting change which runs counter to their own values; appropriating the National Curriculum within their own ethos; enhancing their role through the use of others; and enriching their work through the National Curriculum to provide quality learning experiences. If all else fails, such teachers remove themselves from the system and take their creativity elsewhere. A strong theme of self-determination runs through these experiences. While acknowledging hard realities, the book is ultimately optimistic, and a tribute to the dedication and inspiration of primary teachers. The book makes an important contribution to educational theory, showing a range of responses to intensification as well as providing many detailed examples of collaborative research methods.

Simple Numbers, Straight Talk, Big Profits!

Imagine, if you can, the world of business - without corporate strategy. Remarkably, fifty years ago that's the way it was. Businesses made plans, certainly, but without understanding the underlying dynamics of competition, costs, and customers. It was like trying to design a large-scale engineering project without knowing the laws of physics. But in the 1960s, four mavericks and their posses instigated a profound shift in thinking that turbocharged business as never before, with implications far beyond what even they imagined. In *The Lords of*

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Strategy, renowned business journalist and editor Walter Kiechel tells, for the first time, the story of the four men who invented corporate strategy as we know it and set in motion the modern, multibillion-dollar consulting industry: Bruce Henderson, founder of Boston Consulting Group Bill Bain, creator of Bain & Company Fred Gluck, longtime Managing Director of McKinsey & Company Michael Porter, Harvard Business School professor Providing a window into how to think about strategy today, Kiechel tells their story with novelistic flair. At times inspiring, at times nearly terrifying, this book is a revealing account of how these iconoclasts and the organizations they led revolutionized the way we think about business, changed the very soul of the corporation, and transformed the way we work.

Managing the Small to Mid-sized Company

Decline can be avoided. Decline can be detected. Decline can be reversed. Amidst the desolate landscape of fallen great companies, Jim Collins began to wonder: How do the mighty fall? Can decline be detected early and avoided? How far can a company fall before the path toward doom becomes inevitable and unshakable? How can companies reverse course? In *How the Mighty Fall*, Collins confronts these questions, offering leaders the well-founded hope that they can learn how to stave off decline and, if they find themselves falling, reverse their course. Collins' research project—more than four years in duration—uncovered five step-wise stages of decline: Stage 1: Hubris Born of Success Stage 2: Undisciplined Pursuit of

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More Stage 3: Denial of Risk and Peril Stage 4: Grasping for Salvation Stage 5: Capitulation to Irrelevance or Death By understanding these stages of decline, leaders can substantially reduce their chances of falling all the way to the bottom. Great companies can stumble, badly, and recover. Every institution, no matter how great, is vulnerable to decline. There is no law of nature that the most powerful will inevitably remain at the top. Anyone can fall and most eventually do. But, as Collins' research emphasizes, some companies do indeed recover—in some cases, coming back even stronger—even after having crashed into the depths of Stage 4. Decline, it turns out, is largely self-inflicted, and the path to recovery lies largely within our own hands. We are not imprisoned by our circumstances, our history, or even our staggering defeats along the way. As long as we never get entirely knocked out of the game, hope always remains. The mighty can fall, but they can often rise again.

Good to Great

Read this million-copy bestseller for leadership insights about top-down change to improve productivity in your business starting with the most important person: You. When Captain Abrashoff took over as commander of USS Benfold, it was like a business that had all the latest technology but only some of the productivity. Knowing that responsibility for improving performance rested with him, he realized he had to improve his own leadership skills before he could improve his ship.

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Within months, he created a crew of confident and inspired problem-solvers eager to take the initiative and responsibility for their actions. The slogan on board became "It's your ship," and Benfold was soon recognized far and wide as a model of naval efficiency. How did Abrashoff do it? Against the backdrop of today's United States Navy, Abrashoff shares his secrets of successful management including: See the ship through the eyes of the crew: By soliciting a sailor's suggestions, Abrashoff drastically reduced tedious chores that provided little additional value. Communicate, communicate, communicate: The more Abrashoff communicated the plan, the better the crew's performance. His crew eventually started calling him "Megaphone Mike," since they heard from him so often. Create discipline by focusing on purpose: Discipline skyrocketed when Abrashoff's crew believed that what they were doing was important. Listen aggressively: After learning that many sailors wanted to use the GI Bill, Abrashoff brought a test official aboard the ship and held the SATs forty miles off the Iraqi coast. From achieving amazing cost savings to winning the highest gunnery score in the Pacific Fleet, Captain Abrashoff's extraordinary campaign sent shock waves through the U.S. Navy. It can help you change the course of your ship, no matter where your business battles are fought.

Joan Garry's Guide to Nonprofit Leadership

Praise for Leading the High-Energy Culture "If you're looking for a step-by-step

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guide on how to become a high-energy leader, you've found it here!" --Tom Croston, Vice President/General Manager of Corporate Shared Services, Gap, Inc. "Whether its business, sports, or even parenting, successful leaders share one thing in common--high energy! David is right; it can be developed. I find it unique for someone to identify the truly key elements of leadership. David has done this in a way that fosters success in these endeavors as well as those of family, church, and community." --Pat Williams, Senior Vice President, Orlando Magic, and author of Leadership Excellence "Jack Welch identified 'energy' as one of the critical characteristics he looked for in effective leaders but never talked about how they develop it. David Casullo's book provides the road map for how to harness your own energy while energizing those around you. Every leader can increase their effectiveness by implementing the ideas he presents." --Patrick M. Wright, William J. Conaty GE Professor of Strategic Human Resources in the ILR School (Industrial and Labor Relations), Cornell University Leaders and managers today are experiencing an "energy crisis" resulting from the failure to engage and inspire their people. Yet, a handful of leaders have found an endless supply of energy to fuel their organizations. They're the ones who attract the top talent, the most loyal customers, and the public's imagination. They're leaders like Zappos's Tony Hsieh and the late Steve Jobs, who've built cultures energized at every level to innovate, grow, and succeed. Leading the High-Energy Culture: What the Best CEOs Do to Create an Atmosphere Where Employees Flourish is the handbook to powering this kind of workplace with the energy that your workforce already possesses. A change

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this big starts at the top. David Casullo, a leadership authority and strategic consultant to businesses large and small, explains the steps for establishing an authentic leadership presence based on your powerful personal truths. Then he shares the secrets for how to communicate your vision in order to create a sense of purpose throughout your organization and beyond, thereby spreading excitement to consumers, investors, and the media. Using his own experience, research, and demonstrated results from the leadership development program that he developed while helping transform Raymour & Flanigan from a small regional company to a billion-dollar furniture retail giant, Casullo outlines the specific steps that let you discover and unlock the latent energy in your team. Casullo organizes these practices into 10 simple principles, each illustrated and reinforced with firsthand client interviews; real-world examples from businesses such as Ford, FedEx, and GE; and thought-provoking interactive exercises. These principles illuminate the path to creating real employee engagement by giving you an actionable model to: Learn what matters to your organization and its people, and align your leadership strategy with these truths Communicate clearly, with purpose and passion, to create a resonant message Find the leaders in your workforce who give your organization a competitive advantage Leading the High-Energy Culture uses methods proven to generate results. Beyond the bottom line, however, it will reignite your own commitment and passion by giving you a fresh perspective on how to become an energized leader of a charged-up organization.

You've Got This

The Wall Street Journal bestseller—a Financial Times Business Book of the Month and named by The Washington Post as “One of the 11 Leadership Books to Read in 2018”—is “a refreshingly data-based, clearheaded guide” (Publishers Weekly) to individual performance, based on a groundbreaking study. Why do some people perform better at work than others? This deceptively simple question continues to confound professionals in all sectors of the workforce. Now, after a unique, five-year study of more than 5,000 managers and employees, Morten Hansen reveals the answers in his “Seven Work Smarter Practices” that can be applied by anyone looking to maximize their time and performance. Each of Hansen’s seven practices is highlighted by inspiring stories from individuals in his comprehensive study. You’ll meet a high school principal who engineered a dramatic turnaround of his failing high school; a rural Indian farmer determined to establish a better way of life for women in his village; and a sushi chef, whose simple preparation has led to his unassuming restaurant being awarded the maximum of three Michelin stars. Hansen also explains how the way Alfred Hitchcock filmed Psycho and the 1911 race to become the first explorer to reach the South Pole both illustrate the use of his seven practices. Each chapter “is intended to inspire people to be better workers...and improve their own work performance” (Booklist) with questions and key insights to allow you to assess your own performance and figure out your work strengths, as well as your weaknesses. Once you understand your individual style,

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there are mini-quizzes, questionnaires, and clear tips to assist you focus on a strategy to become a more productive worker. Extensive, accessible, and friendly, Great at Work will help us “reengineer our work lives, reduce burnout, and improve performance and job satisfaction” (Psychology Today).

Mindwise

An exploration of the human mind's capacity for instinctive understanding about the feelings and desires of others explains how the ability or inability to understand the minds of those around us leads to connection or conflict.

Fairest of Them All

Please note that IT'S NOT ABOUT YOU has been revised and republished with a new title, THE GO-GIVER LEADER (ISBN: 9780399562945). We encourage you to search for THE GO-GIVER LEADER instead of the old edition. From the Hardcover edition.

How the Mighty Fall

In Collaboration, author Morten Hansen takes aim at what many leaders inherently

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know: in today's competitive environment, companywide collaboration is an imperative for successful strategy execution, yet the sought-after synergies are rarely, if ever, realized. In fact, most cross-unit collaborative efforts end up wasting time, money, and resources. How can managers avoid the costly traps of collaboration and instead start getting the results they need? In this book, Hansen shows managers how to get collaboration right through "disciplined collaboration"--a practical framework and set of tools managers can use to:

- Assess when--and when not--to pursue collaboration across units to achieve goals
- Identify and overcome the four barriers to collaboration
- Get people to buy into the larger picture, even when they own only a small piece of it
- Be a "T-Shaped Manager," collaborating across divisions while still working deeply in your own unit
- Create networks across the organization that are not large, but nimble and effective

Based on the author's long-running research, in-depth case studies, and company interviews, Collaboration delivers practical advice and tools to help your organization collaborate--for real results.

Turning the Flywheel

A once-hidden mystery has now been revealed-THE SECRET TO ABUNDANT LIVING! The amazing key is entering a relationship with the Creator of all things-THEN EXPRESSING HIS DIVINE NATURE! In an easy-to-read, conversational style, author and motivational speaker Jim Collins helps you to discover this transformational

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truth, and then, more importantly, to put it into practice. Your life will be dramatically changed, and in the process-YOU WILL BECOME A CATALYST TO BRING CHANGE TO THIS WORLD! T! * Find keys to success in family, friendships, finances, and your spiritual calling! * Achieve optimum prosperity both materially and spiritually! * Love God more deeply and love others more freely! * Blossom with fruitfulness, purpose, success, and abundance! * Experience wholeness in body, mind, soul, and spirit!

Raising an Entrepreneur

The Four Obsessions of an Extraordinary Executive

"This is not a book about charismatic visionary leaders. It is not about visionary product concepts or visionary products or visionary market insights. Nor is it about just having a corporate vision. This is a book about something far more important, enduring, and substantial. This is a book about visionary companies." So write Jim Collins and Jerry Porras in this groundbreaking book that shatters myths, provides new insights, and gives practical guidance to those who would like to build landmark companies that stand the test of time. Drawing upon a six-year research project at the Stanford University Graduate School of Business, Collins and Porras

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took eighteen truly exceptional and long-lasting companies -- they have an average age of nearly one hundred years and have outperformed the general stock market by a factor of fifteen since 1926 -- and studied each company in direct comparison to one of its top competitors. They examined the companies from their very beginnings to the present day -- as start-ups, as midsize companies, and as large corporations. Throughout, the authors asked: "What makes the truly exceptional companies different from other companies?" What separates General Electric, 3M, Merck, Wal-Mart, Hewlett-Packard, Walt Disney, and Philip Morris from their rivals? How, for example, did Procter & Gamble, which began life substantially behind rival Colgate, eventually prevail as the premier institution in its industry? How was Motorola able to move from a humble battery repair business into integrated circuits and cellular communications, while Zenith never became dominant in anything other than TVs? How did Boeing unseat McDonnell Douglas as the world's best commercial aircraft company -- what did Boeing have that McDonnell Douglas lacked? By answering such questions, Collins and Porras go beyond the incessant barrage of management buzzwords and fads of the day to discover timeless qualities that have consistently distinguished out-standing companies. They also provide inspiration to all executives and entrepreneurs by destroying the false but widely accepted idea that only charismatic visionary leaders can build visionary companies. Filled with hundreds of specific examples and organized into a coherent framework of practical concepts that can be applied by managers and entrepreneurs at all levels, Built to Last provides a master

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blueprint for building organizations that will prosper long into the twenty-first century and beyond.

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