

Tell To Win Connect Persuade And Triumph With The Hidden Power Of Story

Tell to Win Peter Guber 2011-03-14 Stories have always had the power to move, but it has only recently become clear that purposeful stories - those created with a specific mission in mind - are essential in persuading others to support a vision or cause. For Peter Guber, what began as a knack for telling stories as one of the world's leading entertainment executives has evolved into a set of principles that anyone can use to achieve their goals - whatever you do in life, you need to be able to tell a good story. In *Tell to Win* Guber explains how to move beyond PowerPoint slides and spreadsheets to create purposeful stories that can serve as powerful calls to action. He reveals the best way to get noticed, how to turn passive listeners into active participants, and how technology can be used to ensure audience commitment. Featuring wisdom from Guber's meetings with (and lessons from) everyone from Nelson Mandela to YouTube founder Chad Hurley, and Muhammed Ali to Steven Spielberg (who he tutored in making films), *Tell to Win* entertainingly shows how to craft, deliver and own a story that is capable of turning others into viral advocates for your goal.

Getting Started with Transmedia Storytelling Robert Pratten 2015 This book is a guide to developing cross-platform and pervasive entertainment. Whether you're a seasoned pro or a complete newbie, this book is filled with tips and insights in multi-platform interactive storytelling.

The Power of Story James E. Loehr 2008-10-07 Explains how the way people tell stories about themselves influences how they are viewed by others in their business and personal lives and explains how to become an engaging story teller.

Hypnotic Writing Joe Vitale 2006-12-22 Discover the secrets of written persuasion! "The principles of hypnosis, when applied to copywriting, add a new spin to selling. Joe Vitale has taken hypnotic words to set the perfect sales environment and then shows us how to use those words to motivate a prospect to take the action you want. This is truly a new and effective approach to copywriting, which I strongly recommend you learn. It's pure genius." -Joseph Sugarman, author of *Triggers* "I've read countless book on persuasion, but none come close to this one in showing you exactly how to put your readers into a buying trance that makes whatever you are offering them irresistible." -David Garfinkel, author of *Advertising Headlines That Make You Rich* "I am a huge fan of Vitale and his books, and *Hypnotic Writing* (first published more than twenty years ago), is my absolute favorite. Updated with additional text and fresh examples, especially from e-mail writing, Joe's specialty, *Hypnotic Writing* is the most important book on copywriting (yes, that's really what it is about) to be published in this century. Read it. It will make you a better copywriter, period." -Bob Bly, copywriter and author of *The Copywriter's Handbook* "I couldn't put this book down. It's eye opening and filled with genuinely new stuff about writing and persuading better. And it communicates it brilliantly and teaches it brilliantly-exemplifying the techniques by the writing of the book itself as you go along." -David Deutsch, author of *Think Inside the Box*, www.thinkinginside.com "*Hypnotic Writing* is packed with so much great information it's hard to know where to start. The insights, strategies, and tactics in the book are easy to apply yet deliver one heck of a punch. And in case there's any question how to apply them, the before-and-after case studies drive the points home like nothing else can. *Hypnotic Writing* is not just about hypnotic writing. It is hypnotic writing. On the count of three, you're going to love it. Just watch and see." -Blair Warren, author of *The Forbidden Keys to Persuasion*

Educated Tara Westover 2018-02-20 #1 NEW YORK TIMES, WALL STREET JOURNAL, AND BOSTON GLOBE BESTSELLER • One of the most acclaimed books of our time: an unforgettable memoir about a young woman who, kept out of school, leaves her survivalist family and goes on to earn a PhD from Cambridge University “Extraordinary . . . an act of courage and self-invention.”—The New York Times NAMED ONE OF THE TEN BEST BOOKS OF THE YEAR BY THE NEW YORK TIMES BOOK REVIEW • ONE OF PRESIDENT BARACK OBAMA’S FAVORITE BOOKS OF THE YEAR • BILL GATES’S HOLIDAY READING LIST • FINALIST: National Book Critics Circle’s Award In Autobiography and John Leonard Prize For Best First Book • PEN/Jean Stein Book Award • Los Angeles Times Book Prize Born to survivalists in the mountains of Idaho, Tara Westover was seventeen the first time she set foot in a classroom. Her family was so isolated from mainstream society that there was no one to ensure the children received an education, and no one to intervene when one of Tara’s older brothers became violent. When another brother got himself into college, Tara decided to try a new kind of life. Her quest for knowledge transformed her, taking her over oceans and across continents, to Harvard and to Cambridge University. Only then would she wonder if she’d traveled too far, if there was still a way home. “Beautiful and propulsive . . . Despite the singularity of [Westover’s] childhood, the questions her book poses are universal: How much of ourselves should we give to those we love? And how much must we betray them to grow up?”—Vogue NAMED ONE OF THE BEST BOOKS OF THE YEAR BY The Washington Post • O: The Oprah Magazine • Time • NPR • Good Morning America • San Francisco Chronicle • The Guardian • The Economist • Financial Times • Newsday • New York Post • theSkimm • Refinery29 • Bloomberg • Self • Real Simple • Town & Country • Bustle • Paste • Publishers Weekly • Library Journal • LibraryReads • Book Riot • Pamela Paul, KQED • New York Public Library

Tell to Win Peter Guber 2011-03-01 Today everyone—whether they know it or not—is in the emotional transportation business. More and more, success is won by creating compelling stories that have the power to move partners, shareholders, customers, and employees to action. Simply put, if you can’t tell it, you can’t sell it. And this book tells you how to do both. Historically, stories have always been igniters of action, moving people to do things. But only recently has it become clear that purposeful stories—those created with a specific mission in mind—are absolutely essential in persuading others to support a vision, dream or cause. Peter Guber, whose executive and entrepreneurial accomplishments have made him a success in multiple industries, has long relied on purposeful story telling to motivate, win over, shape, engage and sell. Indeed, what began as knack for telling stories as an entertainment industry executive has, through years of perspiration and inspiration, evolved into a set of principles that anyone can use to achieve their goals. In *Tell to Win*, Guber shows how to move beyond soulless Power Point slides, facts, and figures to create purposeful stories that can serve as powerful calls to action. Among his techniques: * Capture your audience’s attention first, fast and foremost * Motivate your listeners by demonstrating authenticity * Build your tell around “what’s in it for them” * Change passive listeners into active participants * Use “state-of-the-heart” technology online and offline to make sure audience commitment remains strong To validate the power of telling purposeful stories, Guber includes in this book a remarkably diverse number of “voices” —master tellers with whom he’s shared experiences. They include YouTube founder Chad Hurley, NBA champion Pat Riley, clothing designer Normal Kamali, “Mission to Mars” scientist Gentry Lee, Under Armour CEO Kevin Plank, former South African president Nelson Mandela, magician David Copperfield, film director Steven Spielberg, novelist Nora Roberts, rock legend Gene Simmons, and physician and author Deepak Chopra. After listening to this extraordinary mix of voices, you’ll know how to craft, deliver—and own—a story that is truly compelling, one capable of turning others into viral advocates for your goal.

Hidden Wives Claire Avery 2011-08-30 A powerful and gripping debut novel that follows the journey of two young sisters coming of age in a secret polygamous sect where religion is distorted to justify abuse, misogyny, and the taking of child brides.

Multiplicity Rita Carter 2008 Rita Carter brings to light this new and vital understanding of personality. Rita explains that inside every individual is a team of personalities, working together to give the impression of one unified self.

A Tagalog English and English Tagalog Dictionary Charles Nigg 1904

The Everything Store Brad Stone 2013-10-15 The authoritative account of the rise of Amazon and its intensely driven founder, Jeff Bezos, praised by the Seattle Times as "the definitive account of how a tech icon came

to life." Amazon.com started off delivering books through the mail. But its visionary founder, Jeff Bezos, wasn't content with being a bookseller. He wanted Amazon to become the everything store, offering limitless selection and seductive convenience at disruptively low prices. To do so, he developed a corporate culture of relentless ambition and secrecy that's never been cracked. Until now. Brad Stone enjoyed unprecedented access to current and former Amazon employees and Bezos family members, giving readers the first in-depth, fly-on-the-wall account of life at Amazon. Compared to tech's other elite innovators -- Jobs, Gates, Zuckerberg -- Bezos is a private man. But he stands out for his restless pursuit of new markets, leading Amazon into risky new ventures like the Kindle and cloud computing, and transforming retail in the same way Henry Ford revolutionized manufacturing. The Everything Store is the revealing, definitive biography of the company that placed one of the first and largest bets on the Internet and forever changed the way we shop and read.

The Storytelling Edge Shane Snow 2018-01-15 "A terrific and timely book that makes a compelling case for fundamentally rethinking how your business communicates. Recommended!" —Jay Baer, founder of Convince & Convert and author of Hug Your Haters "Once upon a time, storytelling was confused with talking at people. Not anymore. Shane and Joe are your narrators in a journey that will transform how you talk to other human beings to be more believable, relevant, compelling and unforgettable." —Brian Solis, experience architect, digital anthropologist, best-selling author "Shane Snow and Joe Lazauskas spend the overwhelming majority of their time thinking, writing, and theorizing about brand storytelling - so you don't have to. They're smart and they know this topic inside out (and sideways). Read their book. While I can't guarantee you'll rise to Shane and Joe's ridiculously obsessive level, you will be infinitely better prepared to tell your own brand's story. Promise!" —Rebecca Lieb, Analyst, Author & Advisor "The Contently team understands the power of story, and how to craft and spread a great narrative, like no other. In an era where brand, design, and mission are a competitive advantage for every business, Contently underscores the importance of stories and how they transform companies and industries." —Scott Belsky, Entrepreneur, Investor, & Author (Founder of Behance, bestselling author of Making Ideas Happen) "I can't think of a better way to illustrate the power of story telling than by telling great stories. This book should be required reading not just by those with content in their titles, but by anyone in Marketing AND Sales. Then, when you're done, give it to your CEO to read... but make sure you get it back, because I guarantee you'll refer to it more than once." —Shawna Dennis, Senior Marketing Leader "Neuroscience, algorithms, illustrations, personal anecdotes and good, old-fashioned empathy: This entertaining and informative tome journeys to the core of how we communicate and pushes us, as marketers and humans, to do it better, "speeding the reader through and leaving us wanting more." —Ann Hynek, VP of global content marketing at Morgan Stanley Transform your business through the power of storytelling. Content strategists Joe Lazauskas and Shane Snow offer an insider's guide to transforming your business—and all the relationships that matter to it—through the art and science of telling great stories. Smart businesses today understand the need to use stories to better connect with the people they care about. But few know how to do it well. In *The Storytelling Edge*, the strategy minds behind Contently, the world renowned content marketing technology company, reveal their secrets that have helped award-winning brands to build relationships with millions of advocates and customers. Join as they dive into the neuroscience of storytelling, the elements of powerful stories, and methodologies to grow businesses through engaging and accountable content. With *The Storytelling Edge* you will discover how leaders and workers can craft the powerful stories that not only build brands and engage customers, but also build relationships and make people care—in work and in life.

Influx Daniel Suarez 2015-02-03 New York Times bestselling author Daniel Suarez imagines a chilling future where technological advances are held hostage by the government in this thriller that perfectly blends “nail-biting suspense with accessible science” (Publishers Weekly). Physicist Jon Grady and his team have discovered a device that can reflect gravity—a triumph that will revolutionize the field of physics and change the future. But instead of acclaim, Grady’s lab is locked down by a covert organization known as the Bureau of Technology Control. The bureau’s mission: suppress the truth of sudden technological progress and prevent the social upheaval it would trigger. Because the future is already here. And it’s rewards are only for a select few. When Grady refuses to join the BTC, he’s thrown into a nightmarish high-tech prison housing other doomed rebel intellects. Now, as the only hope to usher humanity out of its artificial dark age, Grady and his fellow prisoners must try to expose the secrets of an unimaginable enemy—one that wields a technological advantage half a century in the making.

How to Persuade People Who Don't Want to be Persuaded Joel Bauer 2011-02-23 The art of persuasion as taught by one of the world's most sought-after speakers and pitchmen In this daring book, Joel Bauer teaches you how to persuade by making your messages entertaining. Learn the secrets behind "The Fright Challenge," "The Transformation Mechanism," and other persuasion tactics used by pitchmen, carneys, and conjurors to convince people to their way of thinking. Along with coauthor Mark Levy, Bauer has taken these ethical, entertainment-based techniques, and has made them practical for everyday use-capable of influencing one person or a thousand, in business and in life. Joel Bauer (Los Angeles, CA) is an expert in performance-based live marketing who The Wall Street Journal online referred to as "undoubtedly the chairman of the board" of corporate tradeshow rain-making. Mark Levy (Chester, NJ) has written for the New York Times, has authored or coauthored three books, and is the founder of Levy Innovation, a consulting firm that makes individuals and companies memorable.

Shoot Out Peter Bart 2003 Hollywood thrives on shoot outs - that series of stand-offs, skirmishes and power struggles that mark every stage of the film-making process - be it a director insisting on final cut, a star demanding a bigger trailer, or a grip with a gripe. *Shoot Out* is about how movies are made - from the first pitch to the final cut. For film buffs, aspiring film-makers, students and anyone else intrigued by the inner workings of Hollywood, this is the quintessential take on the how, who, what and why of the film business. 'Packed with insider gossip and some astonishing revelations about the incompetence and self-indulgence that goes on, this is a truly engrossing read. Yet to the authors' credit, none of their stories smack of vindictiveness, whilst the snappy prose ensures that the pages skip by in an entertaining blur. In fact it could be said that this *Shoot Out* scores a bulls-eye!' Film Review (Book of the Month)

Inside the Deep Peter Guber 1977

Never be Boring Again Doug Stevenson 2003 "Discover a simple storytelling formula that will make you a better business speaker and storyteller." - page xvii.

The Storyteller's Secret Carmine Gallo 2016-02-23 How did a Venice Beach T-shirt vendor become television's most successful producer? How did an entrepreneur who started in a garage create the most iconic product launches in business history? How did a timid pastor's son overcome a paralyzing fear of public speaking to captivate sold-out crowds at Yankee Stadium, twice? How did a human rights attorney earn TED's longest standing ovation, and how did a Facebook executive launch a movement to encourage millions of women to "lean in"? They told brilliant stories. In *The Storyteller's Secret: From TED Speakers to Business Legends, Why Some Ideas Catch on and Others Don't*, keynote speaker, bestselling author, and communication expert Carmine Gallo reveals the keys to telling powerful stories that inspire, motivate, educate, build brands, launch movements, and change lives. The New York Times has called a well-told story "a strategic tool with irresistible power" - the proof lies in the success stories of 50 icons, leaders, and legends featured in *The Storyteller's Secret*: entrepreneurs like Richard Branson, Sara Blakely, Elon Musk, Steve Jobs, and Sheryl Sandberg; spellbinding speakers like Dr. Martin Luther King, Jr., Bryan Stevenson, and Malala Yousafzai; and business leaders behind famous brands such as Starbucks, Southwest Airlines, Wynn Resorts, Whole Foods, and Pixar. Whether your goal is to educate, fundraise, inspire teams, build an award-winning culture, or to deliver memorable presentations, a story is your most valuable asset and your competitive advantage. In *The Storyteller's Secret*, Gallo explains why the brain is hardwired to love stories - especially rags-to-riches stories - and how the latest science can help you craft a persuasive narrative that wins hearts and minds. "The art of storytelling can be used to drive change," says billionaire entrepreneur Richard Branson. And since the next decade will see the most change our civilization has ever known, your story will radically transform your business, your life, and the lives of those you touch. Ideas that catch on are wrapped in story. Your story

can change the world. Isn't it time you shared yours?

Summary: Tell to Win BusinessNews Publishing, 2014-10-28 The must-read summary of Peter Guber's book: "Tell to Win: Connect, Persuade and Triumph with the Hidden Power of Story". This complete summary of the ideas from Peter Guber's book "Tell to Win" shows how some people are "born storytellers", but this is a skill that anyone can develop. In his book, the author explains the four elements of a successful story and the mechanics of telling a story to an audience. This summary provides excellent examples of these strategies in practice and teaches the importance of this skill for all business people. Added-value of this summary: • Save time • Understand key concepts • Expand your storytelling skills To learn more, read "Tell to Win" and discover the secret to effective storytelling and how you can use this skill to your advantage.

3D Movie Making Bernard Mendiburu 2009 Hollywood is going 3D, readers learn how to adapt their production skills to this hot new medium so they can be part of the movement.

Great on the Job Jodi Glickman 2011-05-10 A much-needed "people skills" primer and master class in all facets of workplace communication Do you know how to ask for help at work without sounding dumb? Do you know how to get valuable and useful feedback from your colleagues? Have you mastered your professional elevator pitch so that every time you meet someone, they remember and are impressed by you? If you answered "no" to any of these questions, you need Great on the Job. In 2008, Jodi Glickman launched Great on the Job, a communications consulting firm whose distinguished client list includes Harvard Business School, Wharton, The Stern School of Business, Merrill Lynch, and Citigroup. Now, Glickman's three-step training program is available in book form for the first time. With case studies, micro strategies, and example language, readers will learn communication skills that can be practiced and implemented immediately. In today's economy, it's not typically the smartest, hardest working or most technically savvy who succeed. Instead, the ability to communicate well is often the most important precursor to success in the workplace. So whether you're a star performer or a struggling novice, Great on the Job will give you the building blocks you need for every conversation you'll have at work.

Storytelling in Organizations : Facts, Fictions, and Fantasies Yiannis Gabriel 2000-03-23 Myths, stories, and folklore are part of the fabric and life of all organizations, enabling us to understand, identify, and communicate the character of the organization - its ambitions, conflicts, and peculiarities. Drawing on extensive fieldwork of storytelling in five organizations, this book argues that stories open valuable windows into the emotional and symbolic lives of organizations. By collecting stories in different organizations, by listening and comparing different accounts, by investigating how narratives are constructed around specific events, by examining which events in an organization's history generate stories and which ones fail to do so, researchers can gain access to deeper organizational realities, closely linked to their members' experiences. In this way, stories enable researchers to study organizational politics, culture, and change in uniquely illuminating ways, revealing how wider organizational issues are viewed, commented upon, and worked upon by their members. The book's first part develops the theory of storytelling by building on various approaches, including narrative, folkloric, ethnographic, symbolic, social constructionist, and psychoanalytic, while the second offers a set of four studies which make use of stories in exploring particular aspects of organizational life.

Quarantine Jim Crace 2010-04-01 Jim Crace's novel is the brilliantly imagined story of Christ's forty days in the wilderness, a tale of three men, two women, and a curious wanderer whose peculiar fate is transformed into legend. Dazzling, gritty, and utterly compelling, Quarantine is a work at once timeless and timely - a parable for the ages.

Lead with a Story Paul Smith 2012 Storytelling has come of age in the business world. Today, many of the most successful companies use storytelling as a leadership tool. At Nike, all senior executives are designated "corporate storytellers." 3M banned bullet points years ago and replaced them with a process of writing "strategic narratives." Procter Gamble hired Hollywood directors to teach its executives storytelling techniques. Some forward-thinking business schools have even added storytelling courses to their management curriculum. The reason for this is simple: Stories have the ability to engage an audience the way logic and bullet points alone never could. Whether you are trying to communicate a vision, sell an idea, or inspire commitment, storytelling is a powerful business tool that can mean the difference between mediocre results and phenomenal success. Lead with a Story contains both ready-to-use stories and how-to guidance for readers looking to craft their own. Designed for a wide variety of business challenges, the book shows how narrative can help: * Define culture and values * Engender creativity and innovation * Foster collaboration and build relationships * Provide coaching and feedback * Lead change * And more Whether in a speech or a memo, communicated to one person or a thousand, storytelling is an essential skill for success. Complete with examples from companies like Kellogg's, Merrill-Lynch, Procter Gamble, National Car Rental, Wal-Mart, Pizza Hut, and more, this practical resource gives readers the guidance they need to deliver stories to stunning effect.

Get Rich Click! Marc Ostrofsky 2013-01-08 The Internet is changing the way business is conducted and fortunes are made. "Get Rich Click!" shows readers how to jump in and begin making money online immediately.

An Arrow's Flight Mark Merlis 1999-09-24 In this tour-de-force, the author of the award-winning "American Studies" tells the story of the Trojan War and Pyrrhus, the son of the fallen Achilles, now working as a go-go boy and hustler in the big city.

Flicker Jeffrey M. Zacks 2015 How is it that a patch of flickering light on a wall can produce experiences that engage our imaginations and can feel totally real? From the vertigo of a skydive to the emotional charge of an unexpected victory or defeat, movies give us some of our most vivid experiences and most lasting memories. They reshape our emotions and worldviews--but why? In Flicker, Jeff Zacks delves into the history of cinema and the latest research to explain what happens between your ears when you sit down in the theatre and the lights go out. Some of the questions Flicker answers: Why do we flinch when Rocky takes a punch in Sylvester Stallone's movies, duck when the jet careens towards the tower in Airplane, and tap our toes to the dance numbers in Chicago or Moulin Rouge? Why do so many of us cry at the movies? What's the difference between remembering what happened in a movie and what happened in real life--and can we always tell the difference? To answer these questions and more, Flicker gives us an engaging, fast-paced look at what happens in your head when you watch a movie.

The Brain Audit Sean D'Souza 2009-08 How the Brain Goes Through Decision-Making: Do you often wonder what your customer is thinking? Don't leave the thought process to chance and let that customer walk away. Your customers don't want to walk away. They want to buy from you. So how does the brain make decisions? And what causes it to get confused? The Brain Audit shows you how the customer takes decisions. And what you need to put in place, so that the customer feels happy to buy products or services from you. The Brain Audit isn't about persuasion or any mind tricks. Instead it shows you the information that your customers need in order to make a decision. It shows you how to present that information, and thereby enable the customer to intelligently go through a purchase sequence. The Brain Audit is designed to do the following: brain_audit_benefits 1) Enable you to spot every one of the 'seven bags' that are required to make a decision 2) Present those bags to the customer in the right sequence. 3) Enable you to get the customer to buy without needing to use pressure tactics.

Black Swan Green David Mitchell 2007-02-27 By the New York Times bestselling author of The Bone Clocks and Cloud Atlas | Longlisted for the Man Booker Prize Selected by Time as One of the Ten Best Books of the Year | A New York Times Notable Book | Named One of the Best Books of the Year by The Washington Post Book World, The Christian Science Monitor, Rocky Mountain News, and Kirkus Reviews | A Los Angeles Times Book Prize Finalist | Winner of the ALA Alex Award | Finalist for the Costa Novel Award From award-winning writer David Mitchell comes a sinewy, meditative novel of boyhood on the cusp of adulthood and the old on the cusp of the new. Black Swan Green tracks a single year in what is, for thirteen-year-old Jason Taylor, the sleepiest village in muddiest Worcestershire in a dying Cold War England, 1982. But the thirteen chapters, each a short story in its own right, create an exquisitely observed world that is anything but sleepy. A world of Kissingeresque realpolitik enacted in boys' games on a frozen lake; of "nightcreeping" through the summer backyards of strangers; of the tabloid-fueled thrills of the Falklands War and its human toll; of the cruel, luscious Dawn Madden and her power-hungry boyfriend, Ross Wilcox; of a certain Madame Eva van Outryve de

Crommelynck, an elderly bohemian emigré who is both more and less than she appears; of Jason's search to replace his dead grandfather's irreplaceable smashed watch before the crime is discovered; of first cigarettes, first kisses, first Duran Duran LPs, and first deaths; of Margaret Thatcher's recession; of Gypsies camping in the woods and the hysteria they inspire; and, even closer to home, of a slow-motion divorce in four seasons. Pointed, funny, profound, left-field, elegiac, and painted with the stuff of life, *Black Swan Green* is David Mitchell's subtlest and most effective achievement to date. Praise for *Black Swan Green* "[David Mitchell has created] one of the most endearing, smart, and funny young narrators ever to rise up from the pages of a novel. . . . The always fresh and brilliant writing will carry readers back to their own childhoods. . . . This enchanting novel makes us remember exactly what it was like."—The Boston Globe "[David Mitchell is a] prodigiously daring and imaginative young writer. . . . As in the works of Thomas Pynchon and Herman Melville, one feels the roof of the narrative lifted off and oneself in thrall."—Time

Double Your Income Doing What You Love Raymond Aaron 2011-01-07 *Double Your Income Doing What You Love* breaks life down into six pathways, and then sets out a simple but highly effective system for you to set goals in all six categories every month. Using his MTO system, author Raymond Aaron teaches you how to set each goal at three levels—Minimum, Target, and Outrageous—so that you can begin to move ever closer to fully creating, and then living, the life of your dreams.

The Book of Doing and Being Barnet Bain 2015-07-07 "How to unlock your most creative self"--

Alexander Hamilton Ron Chernow 2005-03-29 The #1 New York Times bestseller, and the inspiration for the hit Broadway musical *Hamilton*! Pulitzer Prize-winning author Ron Chernow presents a landmark biography of Alexander Hamilton, the Founding Father who galvanized, inspired, scandalized, and shaped the newborn nation. "Grand-scale biography at its best—thorough, insightful, consistently fair, and superbly written . . . A genuinely great book." —David McCullough "A robust full-length portrait, in my view the best ever written, of the most brilliant, charismatic and dangerous founder of them all." —Joseph Ellis Few figures in American history have been more hotly debated or more grossly misunderstood than Alexander Hamilton. Chernow's biography gives Hamilton his due and sets the record straight, deftly illustrating that the political and economic greatness of today's America is the result of Hamilton's countless sacrifices to champion ideas that were often wildly disputed during his time. "To repudiate his legacy," Chernow writes, "is, in many ways, to repudiate the modern world." Chernow here recounts Hamilton's turbulent life: an illegitimate, largely self-taught orphan from the Caribbean, he came out of nowhere to take America by storm, rising to become George Washington's aide-de-camp in the Continental Army, coauthoring *The Federalist Papers*, founding the Bank of New York, leading the Federalist Party, and becoming the first Treasury Secretary of the United States. Historians have long told the story of America's birth as the triumph of Jefferson's democratic ideals over the aristocratic intentions of Hamilton. Chernow presents an entirely different man, whose legendary ambitions were motivated not merely by self-interest but by passionate patriotism and a stubborn will to build the foundations of American prosperity and power. His is a Hamilton far more human than we've encountered before—from his shame about his birth to his fiery aspirations, from his intimate relationships with childhood friends to his titanic feuds with Jefferson, Madison, Adams, Monroe, and Burr, and from his highly public affair with Maria Reynolds to his loving marriage to his loyal wife Eliza. And never before has there been a more vivid account of Hamilton's famous and mysterious death in a duel with Aaron Burr in July of 1804. Chernow's biography is not just a portrait of Hamilton, but the story of America's birth seen through its most central figure. At a critical time to look back to our roots, Alexander Hamilton will remind readers of the purpose of our institutions and our heritage as Americans. 9780143034759

How Would You Move Mount Fuji? William Poundstone 2003-05-01 From Wall Street to Silicon Valley, employers are using tough and tricky questions to gauge job candidates' intelligence, imagination, and problem-solving ability -- qualities needed to survive in today's hypercompetitive global marketplace. For the first time, William Poundstone reveals the toughest questions used at Microsoft and other Fortune 500 companies -- and supplies the answers. He traces the rise and controversial fall of employer-mandated IQ tests, the peculiar obsessions of Bill Gates (who plays jigsaw puzzles as a competitive sport), the sadistic mind games of Wall Street (which reportedly led one job seeker to smash a forty-third-story window), and the bizarre excesses of today's hiring managers (who may start off your interview with a box of Legos or a game of virtual Russian roulette). *How Would You Move Mount Fuji?* is an indispensable book for anyone in business. Managers seeking the most talented employees will learn to incorporate puzzle interviews in their search for the top candidates. Job seekers will discover how to tackle even the most brain-busting questions, and gain the advantage that could win the job of a lifetime. And anyone who has ever dreamed of going up against the best minds in business may discover that these puzzles are simply a lot of fun. Why are beer cans tapered on the end, anyway?

Amusing Ourselves to Death Neil Postman 2005-12-27 What happens when media and politics become forms of entertainment? As our world begins to look more and more like Orwell's *1984*, Neil's Postman's essential guide to the modern media is more relevant than ever. "It's unlikely that Trump has ever read *Amusing Ourselves to Death*, but his ascent would not have surprised Postman." -CNN Originally published in 1985, Neil Postman's groundbreaking polemic about the corrosive effects of television on our politics and public discourse has been hailed as a twenty-first-century book published in the twentieth century. Now, with television joined by more sophisticated electronic media—from the Internet to cell phones to DVDs—it has taken on even greater significance. *Amusing Ourselves to Death* is a prophetic look at what happens when politics, journalism, education, and even religion become subject to the demands of entertainment. It is also a blueprint for regaining control of our media, so that they can serve our highest goals. "A brilliant, powerful, and important book. This is an indictment that Postman has laid down and, so far as I can see, an irrefutable one." -Jonathan Yardley, *The Washington Post Book World*

The Sense of an Ending Julian Barnes 2011-10-05 BOOKER PRIZE WINNER • NATIONAL BESTSELLER • A novel that follows a middle-aged man as he contends with a past he never much thought about—until his closest childhood friends return with a vengeance: one of them from the grave, another maddeningly present. A novel so compelling that it begs to be read in a single sitting, *The Sense of an Ending* has the psychological and emotional depth and sophistication of Henry James at his best, and is a stunning achievement in Julian Barnes's oeuvre. Tony Webster thought he left his past behind as he built a life for himself, and his career has provided him with a secure retirement and an amicable relationship with his ex-wife and daughter, who now has a family of her own. But when he is presented with a mysterious legacy, he is forced to revise his estimation of his own nature and place in the world.

The Lost Art of Reading David L. Ulin 2010-06-01 Reading is a revolutionary act, an act of engagement in a culture that wants us to disengage. In *The Lost Art of Reading*, David L. Ulin asks a number of timely questions - why is literature important? What does it offer, especially now? Blending commentary with memoir, Ulin addresses the importance of the simple act of reading in an increasingly digital culture. Reading a book, flipping through hard pages, or shuffling them on screen - it doesn't matter. The key is the act of reading, and it's seriousness and depth. Ulin emphasizes the importance of reflection and pause allowed by stopping to read a book, and the accompanying focus required to let the mind run free in a world that is not one's own. Are we willing to risk our collective interest in contemplation, nuanced thinking, and empathy? Far from preaching to the choir, *The Lost Art of Reading* is a call to arms, or rather, to pages.

We Beat the Street Sampson Davis 2006-04-20 Growing up on the rough streets of Newark, New Jersey, Rameck, George, and Sampson could easily have followed their childhood friends into drug dealing, gangs, and prison. But when a presentation at their school made the three boys aware of the opportunities available to them in the medical and dental professions, they made a pact among themselves that they would become doctors. It took a lot of determination—and a lot of support from one another—but despite all the hardships along the way, the three succeeded. Retold with the help of an award-winning author, this younger adaptation of the adult hit novel *The Pact* is a hard-hitting, powerful, and inspirational book that will speak to young readers everywhere.

What You Really Need to Lead Robert Steven Kaplan 2015 As Harvard Business School professor and business executive Robert Steven Kaplan explains in this new book, leadership is accessible to all of us today—and it

starts with an ownership mind-set. You don't need an invitation to lead. Leadership is a dynamic way of thinking and acting that anyone can take on. For Kaplan, acting as a leader is a function of three key questions: 1. Do you work to figure out what you believe as if you were an owner? 2. Do you take action based on those beliefs? 3. Do you focus on adding value to others and take responsibility for the impact of your actions on others-both positive and negative? The book is full of stories taken from the author's own leadership experience as well as from his work helping various types of leaders and organizations. What's revealed is that leadership is not a role reserved for an elite few blessed with the right skills and key positions-it's about a focus on taking ownership and adding value to others. What's more, leadership is a lifelong journey of learning for which you must take responsibility. It's about learning to ask the right questions and learning to understand yourself. As in his earlier books, Kaplan asks probing questions, provides exercises, and suggests follow-up steps that will help you develop your skills, create new habits, and move you toward reaching your unique potential. What You Really Need to Lead is your key to unlocking the power of thinking and acting like an owner"--

Amplify Your Influence Rene Rodriguez 2022-04-19 Wall Street Journal, USA Today, and Publishers Weekly Bestseller Apply the latest advances in neuroscience to your real-world persuasion and influence strategies for immediate results In Amplify Your Influence: Transform How You Communicate and Lead, celebrated keynote speaker, trainer and leadership coach Rene Rodriguez delivers an eye-opening roadmap to using applied neuroscience to improve readers' communication ability, critical thinking, cultural awareness, and leadership skills. Based in the author's proprietary AMPLIFII system and methodologies he has taught to over 100,000 participants around the world, the book offers practical tips, useful frameworks, guided practice, and simple application exercises to help readers create new and lasting behaviors that effect change in their life and work. Amplify Your Influence shows leaders how to: Leverage various human motivators for positive outcomes and results Frame and communicate their ideas in a way that encourages engagement and gets an active response Intentionally choose a communication style based on their influence objective Perfect for executives, managers, sales professionals, and other business leaders, Amplify Your Influence is required reading for anyone seeking to improve their ability to effect change in the people around them, whether they're in the office, the boardroom, the classroom, or at home.

Spy the Lie Philip Houston 2013-07-16 Three former CIA officers share their techniques for lie detection, outlining methods for identifying deceptiveness as revealed by verbal and non-verbal behaviors from facial expressions and grooming gestures to invoking religion and using qualifying language.

American Prometheus Kai Bird 2007-12-18 THE INSPIRATION FOR THE MAJOR MOTION PICTURE OPPENHEIMER • "A riveting account of one of history's most essential and paradoxical figures."—Christopher Nolan #1 NEW YORK TIMES BESTSELLER • PULITZER PRIZE WINNER • The definitive biography of J. Robert Oppenheimer, one of the iconic figures of the twentieth century, a brilliant physicist who led the effort to build the atomic bomb for his country in a time of war, and who later found himself confronting the moral consequences of scientific progress. In this magisterial, acclaimed biography twenty-five years in the making, Kai Bird and Martin Sherwin capture Oppenheimer's life and times, from his early career to his central role in the Cold War. This is biography and history at its finest, riveting and deeply informative. "A masterful account of Oppenheimer's rise and fall, set in the context of the turbulent decades of America's own transformation. It is a tour de force." —Los Angeles Times Book Review "A work of voluminous scholarship and lucid insight, unifying its multifaceted portrait with a keen grasp of Oppenheimer's essential nature.... It succeeds in deeply fathoming his most damaging, self-contradictory behavior." —The New York Times

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