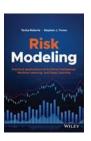




# **Table of Contents**

Accounting		Finance & Investments	
Corporate Finance Corporate/Managerial Accounting CPA / Review General & Introductory Accounting Valuation	1 2 3 5 5	General & Introductory Finance & Investments Investments & Securities Personal Finance Trading	17 18 19 21
Biomedical Engineering		Foreign Languages	
Business & Management Special Topics Property & Real Estate	5 7	Finance & Investments Special Topics	21
Business & Management		Law & Criminology  Criminology	22
Business & Society	7	Criminology	
General & Introductory Business & Management Human Resource Management	7 11	Sociology Emergency Management Homeland Security	22 22
Management Marketing & Sales Non-Profit Organizations	11 12 13		
Organization & Management Theory Production Operations Management Small Business & Entrepreneurship Training & Human Resource Development	14 15 15 16	Test Prep Test Prep General	23
Economics			
Business & Corporate Economics Economic Development Political Economics	16 16 16		



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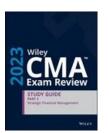
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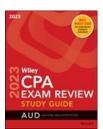
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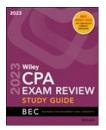
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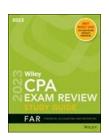
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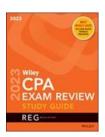
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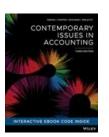
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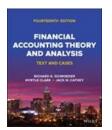
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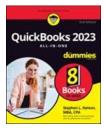
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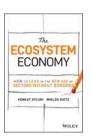
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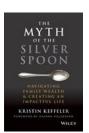
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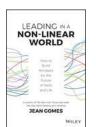


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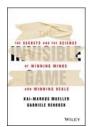
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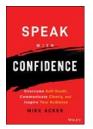


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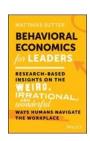
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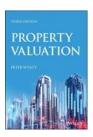
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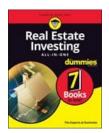
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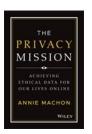
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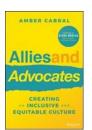


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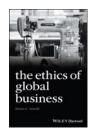
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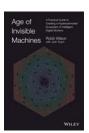
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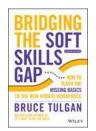
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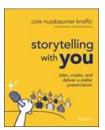
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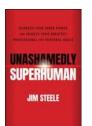
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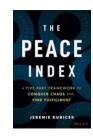
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Jeremie Kubicek

### Without personal peace, we're at war with ourselves—and with the world

Look around you. It doesn't take long to witness unrest, disruption, and chaos. We feel it in our bones, and we see it in our streets. Violent outbursts and market crashes take their toll. Journalism thrives on breaking news, and social media highlights broken lives. It's tempting to isolate and insulate. We often settle for cynical minds and calloused hearts as a means of coping with the chaos.

Thankfully, there's a proven pat...



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### **Disability Friendly: How to Move from Clueless to Inclusive**

John D. Kemp

#### Create a true culture of inclusion

Although progress has been made around equality for many marginalized groups, people with disabilities are still massively underrepresented in organizations' Diversity, Equity, and Indusion efforts. People with disabilities make up at least 15% of the population, yet they are still too often overlooked. Many people with disabilities are highly motivated, create fantastic work, and add tremendous value to organizations.

Disability Friendly is a clarion call to bu...



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#### Tackle What's Next: Own Your Story, Stack Wins, and Achieve Your Goals in Business and Life

Eric Wood

# Transform the next chapter of your life into the best one yet

In Tackle What's Next: Own Your Story, Stack Wins, and Achieve Your Goals in Business and Life, NFL veteran and motivational speaker Eric Wood delivers an inspirational and insightful take on how you can prepare for the next big thing in your life. Whether you're riding high or feeling low, the author shows you how to make your "What's next?" into your best yet.

In the book, Wood draws on his own experiences transitioning out of his NEI



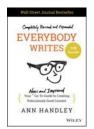
9781394150052 Pub Date: 10/11/2022 \$28.00 USD 320 pages • Paperback Business & Economics

### Take Control: The Career You Want, Where You Want It

Gary Burnison

#### THE WORKSCAPE HAS CHANGED. HAVE YOU?

The workscape has changed—one of the most dramatic transformations of the past few years. Think about it. For so many people just starting their careers, working virtually is all they know. For everyone else who has had the remote option, work is no longer synonymous with a physical location. In this push-pull world, that means navigating and negotiating between the flexibility and opportunity you want—and the commitment and performance that organizations nee...



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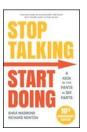
#### Everybody Writes: Your New and Improved Go-To Guide to Creating Ridiculously Good Content (2nd Edition)

Ann Handley

# A hands-on field guide to consistently creating page-turning content that your audience loves. (And that delivers real results.)

In the newly revised and updated edition of *Everybody Writes*, marketer and author Ann Handley improves on her *Wall Street Journal* bestselling book that's helped hundreds of thousands become better, more confident writers

In this brand-new edition, she delivers all the practical,



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# Stop Talking, Start Doing: A Kick in the Pants in Six Parts (2nd Edition)

Shaa Wasmund, Richard Newton

Have you got an itch to start your own business, go to the North Pole, retrain, lose weight, get promoted, learn to play the ukulele? Or do you just have a nagging sense that there must be more to life? If there is something you really want to do, but secretly fear you'll never do it, then you need this.

This is your kick in the pants!

To make your thing happen, you have to dimb into the ring. You have to face your fears and move from talking to doing. In this special 10th year edition of the bes...



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# Human-Driven Experience: The Battle for Trust in the Digital Age

R Harles

### Explore the human side of the latest digital technologies and trends

In *Human-Driven Experience: The Battle for Trust in a Digital Age,* veteran digital strategist delivers a must-read exploration of how to capture the attention of consumers whose tolerance for inauthenticity is at an all-time low. In the book, you'll discover ways to harness the sometimes whiplash-inducing pace of change in the marketplace to accelerate innovation in your own organisation.

The author discusses the need for increas...



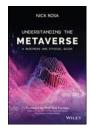
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#### The Human Side of Digital Business Transformation

Kamales Lardi

### Master the essential human component of digital transformation

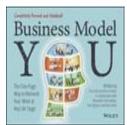
In *The Human Side of Digital Business Transformation*, veteran emerging technology expert Kamales Lardi delivers an essential and practical exploration of the real-world implementation of digital transformation. The book teaches readers how to drive digital business transformation success by addressing a key element – the people side of transformation. This includes managing internal stakeholders, such as leadership teams and employees...



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## Understanding the Metaverse: A Business and Ethica I Survival Guide

N Rosa



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Timothy Clark, Alexander Osterwalder, Yves Pigneur, Bruce Hazen

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Before they make important decisions, entrepreneurs, scientists, and other professionals maximize results and minimize risk by testing future scenarios using *models*. Now you, too, can use models to test *career* decisions: with the single-page visual method that's already helping hundreds of thousands of professionals worldwide.



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# How to Present: The Ultimate Guide to Presenting Live and Online (2nd Edition)

Michelle Bowden

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Presentation skills expert Michelle Bowden shares her internationally proven system for exceptional presenting, starting with analysis (plan what you would like to achieve), then



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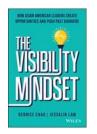
### In Your Power: React Less, Regain Control, Raise Others

Sharon Melnick

#### Be Powerful in a World that Can Make You Feel Powerless

Whether dealing with an underperforming team member, an undervaluing boss, an undermining colleague, a difficult family member or partner, or the overwhelm of too much to do, we can find ourselves feeling "out of our power." In this state of feeling 'done to,' emotionally hijacked, or in a mental swirl, the typical things we do to try to make it better often make it worse.

Based on her research at Harvard Medical School and



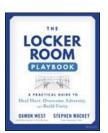
9781119890492 Pub Date: 11/16/2022 \$27.00 USD 240 pages • Hardcover Business & Economics

#### The Visibility Mindset: How Asian American Leaders Create Opportunities and Push Past Barriers

Bernice M. Chao, Jessalin Lam

## Explore the challenges faced by Asian professionals and how to overcome them

Find your voice, own your story, and elevate your professional life. In *The Visibility Mindset: How Asian American Leaders Create Opportunities and Push Past Barriers*, a team of dedicated creative professionals and educators delivers an incisive treatment addressing the importance of cultural upbringing in our lives and careers. In the book, you'll explore the varied realities and experiences of Asian Americans in the di...



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# The Locker Room Playbook: A Practical Guide to Heal Hurt, Overcome Adversity, and Build Unity

Damon West, Stephen Mackey

# Discover how to achieve success together with this hands-on guide to the lessons found in The Locker Room

In The Locker Room Playbook: A Practical Guide to Heal Hurt, Overcome Adversity, and Build Unity, bestselling author Damon West and player development coach Stephen Mackey teach you how to apply the principles and concepts found in The Locker Room. You'll find lists of core lessons, chapter summaries, detailed lesson breakdowns, discussion questions, exercises, and key takeaways in every chap...



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## Kind Folks Finish First: The Considerate Path to Success in Business and Life

Sam Jacobs, Kerri Linsenbigler

# You don't have to be ruthless to get ahead—kindness will get you there faster

From the CEO of the Pavilion community, Sam Jacobs, Kind Folks Finish First weaves practical business lessons with fresh perspectives on how you can achieve success. The ideas in this book are backed by the author's personal experience building a nearly \$200-million business rooted in kindness, reciprocity, and deeply held values. More than that, they're proven principles that have helped thousands reach their goals in ...



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#### The Self-Care Mindset: Rethinking How We Change and Grow, Harness Well-Being, and Reclaim Work-Life Quality

Jeanette Bronee

Inclusion. Wellbeing. Care. This is the future of work. The new generation no longer wants to accept that work hurts and that to succeed, we must sacrifice our well-being and health. Throw in the fact that our three core relationships - "self," "others," and "work," are overlapping like never before, and to create the future of work we all want to see, we must rethink self-care in the workplace and stop seeing it as something we do on our own time, but rather a mindset that provides us with the ...



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# Advances in Business Statistics, Methods and Data Collection

Ger Snijkers, Mojca Bavdaz, Stefan Bender, Jacqui Jones, Steve MacFeely, Joseph W Sakshaug, Katherine J Thompson, Amout van Delden

Advances in Business Statistics, Methods and Data Collection delivers insights into the latest state of play in producing establishment statistics, obtained from businesses, farms and institutions. Presenting materials and reflecting discussions from the 6<sup>th</sup> International Conference on Establishment Statistics (ICES-VI), this edited volume provides a broad overview of methodology underlying current establishment statistics from every aspect of the production-life cycle while spotlighting

# DATA ANALYTICS FOR ACCOUNTING 1ST EDITION INTERNATIONAL ADAPTATION

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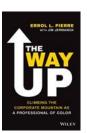
9780857089502 Pub Date: 1/10/2023 \$18.99 USD 272 pages • Paperback Business & Economics

# The Negotiation Book: Your Definitive Guide to Successful Negotiating (3rd Edition)

Steve Gates

NEGOTIATION IS ONE OF THE MOST IMPORTANT SKILLS IN BUSINESS. FACT: bWe all have to negotiate at some point; whether in the office or at home. Successful negotiating can lead to great results that can in turn have a profound effect on our lives – financially, personally and professionally. No other skill will give you a better chance of optimizing opportunities in life.

GAIN THE COMPETITIVE ADVANTAGE: Steve Gates, founder and CEO of The Gap Partnership, the world's leading negotiation consultants, ...



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# The Way Up: Climbing the Corporate Mountain as a Professional of Color

**Errol Pierre** 

#### Practical and actionable advice for minorities seeking concrete strategies to help them move up the corporate ladder

In *The Way Up: Climbing the Corporate Mountain as a Professional of Color*, accomplished executive Dr. Errol L. Pierre delivers a pragmatic and actionable guide to help underrepresented individuals from all ethnic backgrounds achieve their professional goals and elevate their careers in today's virtual workplace. The book takes a step-by-step approach to understanding the skills and...

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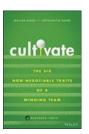
9781119899488 Pub Date: 12/20/2022 \$35.00 USD 256 pages • Hardcover Business & Economics

# Career Anchors Revisited: Finding Stability and Opportunity in the Changing Nature of Work (5th Edition)

Edgar H. Schein, John Van Maanen, Peter A. Schein

Career Anchors helps you explore and better understand your workplace skills and competencies, career motives, and values. Rather than a participant workbook, the fifth edition will be a trade book with a free assessment that's accessible with a unique pin included in the book.

With this program, you will gain new insight into your career values and how they relate to your past and future choices. This easy-to-use workbook includes information about career development and updated descriptions of ...



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# Cultivate: The 6 Non-Negotiable Traits of a Winning Team

W Bond

Cultivate: The Six Non-Negotiable Traits of a Winning Team is a rich and empowering parable that follows three corporate team leaders as they discover how to build an elite corporate team. Throughout the story, the frustrated leaders who are all neighbors in a high-end country dub take a casual yet profoundly introspective look into their own character flaws, strengths, fears, habits, and shortcomings and discover firsthand how they impact their team's culture. As the story unfolds each leader ...



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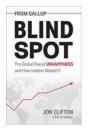
# Work Here Now: Think Like a Human and Build a Powerhouse Workplace

Melissa Swift

### Make work suck less and improve the performance of your people with this practical, hands-on guide

The COVID-19 pandemic and an ever-changing array of new ways of working seem to have all of us asking, "Does work really have to suck this bad?" It looks like a small taste of flexibility and freedom has made many of us rethink the nature of the work we do and how we do it.

In Work Here Now: Think Like a Human and Build a Powerhouse Workplace, Mercer's North American Transformation Leader Melissa Swi...



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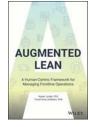
# Blind Spot: The Global Rise of Unhappiness and How Leaders Missed It

Jon Clifton

#### The rising unhappiness that leaders didn't see

That's because while leaders pay close attention to measures like GDP or unemployment, almost none of them track their citizens' wellbeing.

The implications of this blind spot are significant and far-reaching — leaders missed the citizen unhappiness that triggered events ranging from the Arab uprisings to Brexit to the election of Donald Trump.



9781119906001 Pub Date: 10/11/2022 \$26.95 USD 416 pages • Hardcover Business & Economics

# Augmented Lean: A Human-Centric Framework for Managing Frontline Operations

Natan Linder, Trond Ame Undheim

# Explore the real future of work in this expert tech implementation guide that goes beyond automation

In Augmented Lean: A Human-Centric Framework for Managing Frontline Operations, serial startup founder Dr. Natan Linder and futurist podcaster Dr. Trond Ame Undheim deliver an urgent and incisive exploration of how to facilitate agile processes amongst a millennial workforce that already lives by many of its tenets. The book demonstrates how to abandon legacy industrial technology that is failing...

#### **Open Innovation Strategies**

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9781786307088 Pub Date: 10/11/2022 \$165.00 USD Hardcover Business & Economics Camille Aouinait

The main aim of opening up innovation is to optimize the process of creating innovations, while pooling human, financial and material resources. Various profiles of actors are thus brought together in order to collaborate to achieve common objectives and share their particular interests.

This book describes the challenges of collaboration in the development of innovations in a context where the sustainability of value chains is central. The diversity of collaborative forms, shared spaces (FabLab,...



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#### EXPLORING MANAGEMENT 1ST ASIA-PACIFIC EDITION PRINT AND INTERACTIVE E-TEXT



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#### The Successful Hybrid Team: What the Best Hybrid Teams Know About Culture that Others Don't (But Wish They Did)

Perrine Farque

# Proven strategies to build, nurture, and retain world-class talent in a hybrid environment

In The Successful Hybrid Team: What the Best Hybrid Teams Know About Culture that Others Don't (But Wish They Did), award-winning diversity and inclusion expert Perrine Farque delivers an eye-opening look into what distinguishes world-class teams from the also-rans. The book explores the permanent changes being made in the modern workplace, how hybrid work is fundamentally changing the nature of teams, and ...



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#### OKRs for All: Making Objectives and Key Results Work for your Entire Organization

Vetri Vellore

# Transform your organization and get everyone pulling in the same direction by doing OKR's better

The spiritual successor to KPIs (key performance indicators), OKRs, or objectives and key results, are rapidly gaining popularity and helping some of the world's most successful businesses solve their strategic execution problems. However, some companies struggle with their implementation, finding that using OKRs as top-down directives changes little.

In OKR's for All, Objectives and Key Results (OKR...



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# The Four Factors of Trust: How Organizations Can Earn Lifelong Loyalty

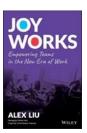
Ashley Reichheld, Amelia Dunlop

### The essential, data-driven blueprint to build trust in your organization.

Did you know that trusted companies outperform their peers by up to 400%? That customers who trust a brand are 88% more likely to buy again? And that 79% of employees who trust their employer are more motivated to work (and less likely to leave)?

The importance of trust is at an all-time high—just as our inclination to trust is at an all-time low.

Building trust is your single greatest opportunity to create



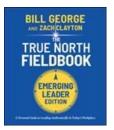
9781119988052 Pub Date: 11/15/2022 \$28.00 USD 144 pages • Hardcover Business & Economics

## Joy Works: Empowering Teams in the New Era of Work

Alex Liu

#### Joy at work-why settle for anything less?

In Joy Works: Empowering Teams in the New Era of Work, Alex Liu delivers an engaging blueprint for ensuring people feel safe and inspired at work. Liu, the managing partner and chairman of Keamey, asks, "Why would we settle for anything less than joy at work?" In the book, you'll find a step-by-step action plan for approaching joy at work using the three key drivers that determine employee happiness—people, praise, and purpose—and learn how to implement...



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Bill George, Zach Clayton

Whether you are just starting your leadership journey or leading a large organization, the third edition of *The True North Fieldbook* will help you find your leadership purpose, that internal Compass that provides direction and keeps you oriented—your True North. Through a series of reflective exercises, this *Fieldbook* helps you become a better leader by learning to be a more authentic one.

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# STRATEGIC MANAGEMENT, FOURTH EDITION: INTERNATIONAL ADAPTATION



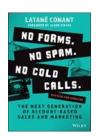
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## Decoded: The Science Behind Why We Buy (2nd Edition)

Phil Barden, Rory Sutherland

#### A groundbreaking exploration of purchasing behaviour and its essential role in smarter marketing practices to benefit your organization

If you understand why people buy, you are already one step ahead in reaching out to them effectively with your products and services. *Decoded: The Science Behind Why We Buy* offers a groundbreaking exploration into the science of purchasing. The book specifically demonstrates why decision science has proven invaluable to the field of marketing by helping to explai...



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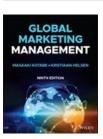
#### No Forms. No Spam. No Cold Calls.: The Next Generation of Account-Based Sales and Marketing

Latané Conant

### Unlock the full potential of modern marketing and sales

In the newly revised and updated edition of *No Forms. No Spam. No Cold Calls: The Next Generation of Account-Based Sales and Marketing,* celebrated speaker, writer, and Chief Market Officer of 6sense, Latané Conant, delivers an eye-opening and engaging guide for salespeople and marketers to use technology to identify prospects and put them at the center of everything they

Vol I'll learn how to prioritize which accounts to work



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#### Global Marketing Management (9th Edition)

Masaaki (Mike) Kotabe, Kristiaan Helsen

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McMurtry

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In a post-pandemic, up or down economy, it's harder than ever to meet highly complex and ever-changing customer expectations. The top-selling *Marketing For Dummies* covers basics like sales strategy, channel selection and development, pricing, and advertising. We also teach you complex elements like personalization, customer behavior, purchasing trends, ESG ratings, and market influences. With this complete quide, you can build a...

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#### Selling in a Crisis: 21 Ways to Stay Motivated, Destroy Your Competition, and Crush Your Number in Volatile Times

Jeb Blount

In an economic downturn, you are going to have those days, weeks, and even months where everything will go wrong. But if you can look up, you can get up. The difference between those who fail in a crisis and those who survive and thrive is when they are knocked down, bruised, and battered, they refuse to stay down. The get back up, dust themselves off, and run headlong back into the game.

In times of crisis, sooner or later we are all going to experience, setbacks, defeat, adversity, failure, and...

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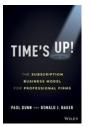
9781119874904 Pub Date: 12/27/2022 \$45.00 USD 240 pages • Hardcover Business & Economics

#### **Bootstrapping Ethics:** Integrity Risk Management for Real World Application

Rupert Evill

Risk, ethics and compliance requirements are a daily reality for most organisations. Regulators and stakeholders (including employees) demand more of most organisations, from equality, to anti-corruption, to supply chain ethics.

Start-ups stutter and unicoms crash to earth when they get risk wrong. What should be done? Where should you start? How can risk management enable, not hinder, the organization's strategic goals? This book answers these questions – rightsizing risk for every organization...



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#### Time's Up!: The Subscription Business Model for Professional Firms

Paul Dunn, Ronald J. Baker

### Put values—and value—over volume with a professional services subscription model

Professional firms are built on relationships. But you wouldn't know it by observing their predominant business model — a model centered on selling transactions and inputs, not outcomes that deepen and strengthen relationships.

Time's Up! offers you a guide to building a more valuable firm, one where relationships and lifetime customer value are at the center of how you create and capture value.



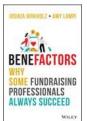
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# Digital Marketing All-In-One For Dummies (2nd Edition)

Stephanie Diamond

### Develop and refine your comprehensive online marketing plan

With more than 800 content-packed pages, *Digital Marketing All-in-One For Dummies* is the most comprehensive tool for marketers looking to beef up their online presence. In this edition, you'll learn the latest trends in digital marketing strategies, including brand new insight on how to incorporate artificial intelligence into your marketing plans. You'll also get the latest information on how to manage your customers' experiences, creat...



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## **BeneFactors**: Why Some Fundraising Professionals Always Succeed

Joshua M. Birkholz, Amy S. Lampi

#### Overcome contemporary fundraising challenges and equip your non-profit or charity to meet the digital age head-on

Contemporary fundraisers and development professionals are meeting a new and challenging set of obstades as they go out into the world and attempt to raise money for their causes and organizations.

In BeneFactors: Fundraising Strategies for the 21st Century, a team of veteran philanthropy strategists and consultants delivers an exciting and practical playbook for modern fundraising th



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#### The Tax Law of Private Foundations: 2022 Cumulative Supplement (5th Edition)

Bruce R. Hopkins, Shane Hamilton

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#### The Toolbox: Methods and Mindsets for Maximizing Social Impact

Jacob Harold

# Transform your corner of the world with strategies from a social change visionary

In *The Toolbox: Methods and Mindsets for Social Impact*, celebrated nonprofit executive Jacob Harold delivers an expert guide to doing good in the 21st century. In the book, you'll explore nine tools that have driven world-shaking social movements and billion-dollar businesses —tools that can work just as well for a farmers market or fire department or small business.

The author describes each of the tools—including st...



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### Innovation for Social Change: How Wildly Successful Nonprofits Inspire and Deliver Results

Leah Kral

### Transform your nonprofit's ability to innovate for the future

In Innovation for Social Change, distinguished author Leah Kral delivers a practical manual for nonprofits and charitable organizations seeking to innovate their way toward new and exciting possibilities. In the book, you'll explore hands-on design thinking strategies and techniques you can use as a disciplined process for exploring what's possible in your organization. You'll learn how to identify hidden needs, deal with the knock-on ...



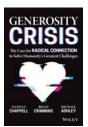
9781119912750 Pub Date: 12/8/2022 \$29.99 USD Paperback Business & Economics

#### Fundraising For Dummies (4th Edition)

Beverly A. Browning

## Follow the mission and the money, even when it takes you online

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Brian Crimmins, Nathan Chappell, Michael Ashley

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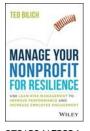
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Ted Bilich

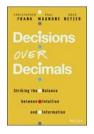
Some 78,000,000 readers in the United States work for a nonprofit or serve on a nonprofit Board of Directors. Those nonprofits are in peril: they have a tough business model even in the best of times, and the past few years have not been the best of times.

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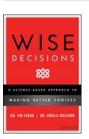


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### Decisions Over Decimals: Striking the Balance between Intuition and Information

Christopher J. Frank, Paul F. Magnone, Oded Netzer

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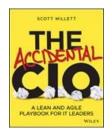
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James E. Loehr, Sheila Ohlsson

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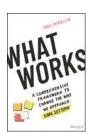
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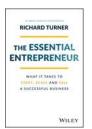
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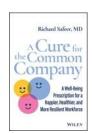
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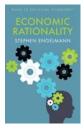
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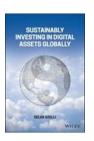
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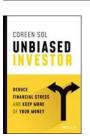
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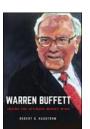
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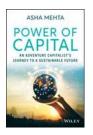
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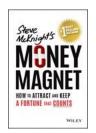
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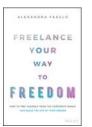
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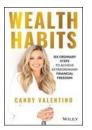
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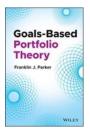
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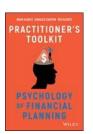
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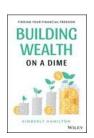
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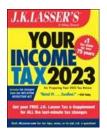
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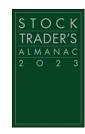
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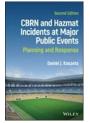
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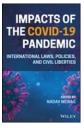
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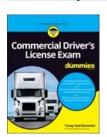
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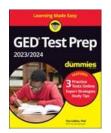
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