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9781394186303 Pub Date: 7/31/2023 1008 pages • Paperback Business & Economics / International / Accounting

Wiley 2023 Interpretation and Application of IFRS Standards

PKF Internation

Wiley IFRS® Standards 2023 is a revised and comprehensive resource that includes the information needed to interpret and apply the most recent International Financial Reporting Standards (IFRS®) as outlined by the International Accounting Standards Board (IASB).

This accessible resource contains a wide range of practical examples as well as invaluable guidance on the expanding framework for unified financial reporting. The authors provide IFRIC interpretations and directions designed to ensure a clear understanding of the standards.



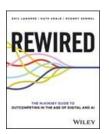
9781394169504 Pub Date: 5/31/2023 368 pages • Paperback Business & Economics / Mergers & Acquisitions

Mergers & Acquisitions For Dummies (2nd Edition)

Bill R. Snow

Explore M&As, in simple terms

Mergers & Acquisitions For Dummies gives you useful techniques and real-world advice for making these business transactions a success, going beyond case studies to include international laws and regulations, environmental issues, and—most importantly—practical instructions you can really use. In plain English terms that anyone can understand, this book discusses the entire M&A process, including different types of transactions and structures, raising funds, partnering, identifying targets, business valuation, doing due diligence, closing the



9781394207114 Pub Date: 6/20/2023 368 pages • Hardcover Business & Economics / Leadership

Rewired for Digital: The McKinsey Guide to Outcompeting with Technology

Eric Lamarre, Kate Smaje, Rodney Zemmel

Digital transform is hard. It is tempting to point to the "usual suspects" as the reasons for these shortfalls: cumbersome IT estates, poor data, lack of talent, among others. These issues are real, but they also tend to mask more fundamental issues that are the real culprits behind stalled transformations, including:

 Pursuing changes that are not economically meaningful to the business. It's good to experiment, but companies too often focus on "shiny objects," such as launching a new app, that signal change but don't deliver substantial



9781119882879
Pub Date: 8/21/2023
256 pages • Hardcover
Business & Economics

The Future Internet: How the Metaverse, Web 3.0, and Blockchain Will Transform Business and Society

Bernard Marr

A sneak peek at the future of the internet, from one of the web's most prescient voices

In *The Future Internet: How the Metaverse, Web3, and NFTs Will Transform Business & Society,* acclaimed futurist, author, and digital strategist Bernard Marr delivers a compelling and engaging discussion of the technologies driving the impending—and ongoing—transformation of the internet, including blockchain, augmented reality (AR), and more. In the book, you'll explore the risks and opportunities presented by these game-changing techs



9781119890294 Pub Date: 8/15/2023 240 pages • Hardcover Business & Economics / Labor

Certifiable: How Businesses Operationalize Responsible Sourcing

Chris Van Bergen

Transformative guidance for putting responsible sourcing at the heart of your supply chain strategy

In Certifiable: How Businesses Operationalize Responsible Sourcing, supply chain and corporate social responsibility expert Chris Van Bergen delivers a practical and incisive discussion of how to create, implement, and audit transformative socially responsible sourcing practices that create a permanent competitive advantage for your firm. In the book, you'll find start-to-finish guidance on doing the hard work and creative problem solving required to put responsibly sourced products on store shel...



9781394172115 Pub Date: 9/6/2023 Hardcover Business & Economics / Leadership

Customer Communities: Engage and Retain Customers to Build the Future of Your Business

Nick Mehta, Robin Van Lieshout

Make community building your ultimate business growth strategy

In Customer Communities: Engage and Retain Customers to Build the Future of Your Business, Nick Mehta and Robin Van Lieshout deliver an actionable playbook on how to cultivate meaningful communities that fuel quantifiable business growth. In the book, you'll learn how to capitalize on this new growth strategy to scale your company and develop excitement around your products and your firm.

The authors outline the 10 foundational Laws of Community, explaining why community development

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9781394184026 Pub Date: 9/6/2023 272 pages • Hardcover Biography & Autobiography / Personal Memoirs

The House that Cheese Built: The Unusual Life of the Mexican Immigrant who Defined a Multibillion-Dollar Global Industry

Miguel A. Leal

A quintessential American dream story from a Mexican entrepreneur who shares the tale of building a multi-million dollar business from scratch, complete with both success and failure, and always a vision of hope.

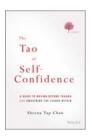
Leal came to the U.S. penniless as a teenager, speaking almost no English; he literally slept in the boiler room of a Wisconsin cheese factory for months before he was caught. Through hard work, grit, and ingenuity Leal would go on to launch his own business. He is widely credited

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9781394209903 Pub Date: 9/13/2023 288 pages • Hardcover Business & Economics / Industries / Computers & Information Technology

Unervised: Controlling Unbridled Technology

Daniel Doll-Steinberg, Stuart Leaf



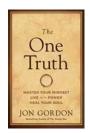
9781394166572 Pub Date: 5/23/2023 208 pages • Hardcover Business & Economics / Personal Success

The Tao of Self-Confidence: A Guide to Moving Beyond Trauma and Awakening the Leader Within

Sheena Yap Chan

A guide for Asian women to tap into their confidence, joy, and shine as leaders in today's world

In 2021, women represented 54.3% of the US workforce but only held 35% of senior leadership positions. Of that percentage, only 2.7% of Asian women were seen in management roles. While there have been great leaps for women in the workplace in the last decade, women of color still fall behind. The Tao of Self-Confidence book sets a foundation to help Asian Women start being seen as leaders in work and life rather than by our stereotypes. In



9781119757351 Pub Date: 6/27/2023 176 pages • Hardcover Business & Economics / Motivational

The One Truth: Master Your Mindset to Transform Stress, Anxiety, and Fear into Clarity, Courage, and Calm

Jon Gordon

Master your mindset and transform stress, anxiety, and fear into courage, clarity, and calm

When the going gets tough, many people wonder how to build resilience. What skills, practices, and habits do mentally tough people have and how can someone build them from scratch? In *The One Truth*, bestselling author Jon Gordon shares the key to mental toughness, high performance, mental wellbeing, and mastering your mindset.

Through the principles of The One Truth Gordon reveals

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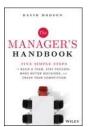
9781394191260 Pub Date: 6/27/2023 256 pages • Hardcover Business & Economics / Motivational

The Undefeated Mentality: A 12 Round Guide to Undisputed Success

Floyd Mayweather, QuHarrison Terry

A powerful and insightful exploration of greatness from an inspiring master of his craft

In *The Undefeated Mentality: A 12 Round Guide to Undisputed Success*, extraordinary boxer and winner of 15 major world championships Floyd Mayweather delivers an inspirational and original roadmap to accomplishing your own goals through the singular power of dedication. In the book, you'll explore how Mayweather became the world's highest paid athlete and a successful businessperson, and how you can apply those same lessons to supercharge your life.



9781394174072 Pub Date: 7/12/2023 288 pages • Hardcover Business & Economics / Management

The Manager's Handbook: Five Simple Steps to Build a Team, Stay Focused, Make Better Decisions, and Crush Your Competition

David Dodson

An actionable strategy guide for busy professionals who want to level up their management game

In *The Manager's Handbook*, Stanford Graduate School of Business faculty member, serial entrepreneur, and investor in over 100 companies, David Dodson, delivers an insightful work that describes, in highly practical detail, five skills every great manager needs to know if they want to get things done.

Managers desperately want a crisp, how-to book that will show them—in one single title—the way to master the

A SYMPHONY OF CHOICES Haw Mentechilip Taught a Manager Decision Making Decision Making Decision Making Decision of Making Decis

9781394197538 Pub Date: 8/1/2023 256 pages • Hardcover Business & Economics / Personal Success

A Symphony of Choices: How Mentorship Taught a Manager Decision-Making, Project Management and Workplace Engagement — and Saved a Concert Season

Gerald J. Leonard

Learn how to make decisions in the face of increasingly complex and multifaceted challenges

In A Symphony of Choices: How Mentorship Taught a Manager Decision-Making, Project Management and Workplace Engagement -- and Saved a Concert Season, workplace culture and strategy expert Gerald Leonard delivers a fascinating narrative following one Jerry Hall, the new Symphony Orchestra manager at a prestigious symphony concerned about the challenging plans for an

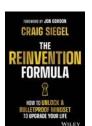
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9781394157853 Pub Date: 8/15/2023 272 pages • Hardcover Business & Economics / Development

Reboot Your Brain: Let Go of the Negativity and Self-Doubt That Keeps You From Achieving Life Goals

Naylor

Since inception, 2logical has merged insights from the greatest minds in cognitive psychology, neuroscience, and evolutionary biology with three decades of practical experience on what makes teams work. Through this process, they have gained critical insights into what holds people back and exactly how to remove those binds. It is this understanding that supports every leadership program they implement. Research has shown that IQ and Emotional Intelligence (EQ) play a role in success, however, in 2016, working with researchers at Harvard



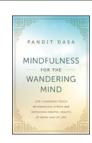
9781394182107 Pub Date: 8/15/2023 224 pages • Hardcover Business & Economics / Personal Success

The Reinvention Formula: How to Unlock a Bulletproof Mindset to Upgrade Your Life

Craig Siegel

Reinvention is ready when you are

In The Reinvention Formula: How to Unlock a Bulletproof Mindset to Upgrade Your Life, accomplished speaker and performance coach Craig Siegel walks you through the exciting process of fundamentally redefining your identity and how you choose to show up in the world. In the book, you'll find a new level of darity, feel more worthy, learn to grow from failure and pivot successfully, find what sets your soul on fire, and commit to changing the course of your life and finding the fulfilment you've been missing.



9781394197620 Pub Date: 8/15/2023 224 pages • Hardcover Business & Economics / Motivational

Mindfulness For the Wandering Mind: Life-Changing Tools for Managing Stress and Improving Mental Health At Work and In Life

Pandit Dasa

Reduce your stress level and become happier and more productive in work and personal life

Written by a monk-turned-leadership-guru, *Mindfulness For the Wandering Mind* offers unique insight on how you can focus your mind, become more resilient, respond better to conflict, and build stronger professional (and personal) relationships. It's all possible when you begin to understand how your mind works and take control of this complicated mechanism. This book will show you how to identify and dose the "apps" that are constantly running in

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9781394174300 Pub Date: 9/6/2023 256 pages • Hardcover Business & Economics / Personal Success

She Believed She Could: Show Up, Shine Bright, and Achieve Abundant Success

Allison Walsh

It is difficult to shine brightly these days when we are facing negativity, imposter syndrome, lack of confidence, fear, and burnout. This book gives readers permission to evolve into the people they want to be, while also equipping them with practical tips as they face challenges while they are leveling up in business and life. With decades of lessons learned the hard way, Walsh incorporates critical teachings from business, brand building, and positive psychology-the science of wellbeing, happiness, and success-into this book. Walsh successfully scaled a startup to a \$1B valuation, juggled b...

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9781119913931 Pub Date: 9/13/2023 256 pages • Hardcover Business & Economics /

Women In Business

Skirt the Rules: The WomenKind World Domination Playbook

Silvina Moschini



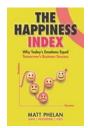
9781394201273 Pub Date: 9/13/2023 400 pages • Paperback Language Arts & Disciplines / Publishers & Publishing Industry

Self-Publishing For Dummies (2nd Edition)

Rich

Get your books into the hands of readers with this simple how-to guide

Self-Publishing For Dummies takes you through the entire process of publishing your own books, starting with the writing and editing process and moving through cover design, printing options, distribution channels, and marketing to a target audience. With the advice in this book, you can tackle self-publishing, no matter what genre you write in. You'll learn how to retain full control over your work and keep the profits from the sales of your book. In this updated edition, you'll discover the latest technologies in self-publ...



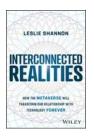
9781394166602 Pub Date: 9/20/2023 224 pages • Hardcover Business & Economics / Personal Success

The Happiness Index: Why Today's Emotions Equal Tomorrow's Business Success

Matthew Phelan

Learn to reconnect the brain and heart to find happiness and engagement at work and in life

In *The Happiness Index*, co-founder and CEO of The Happiness Index organization, Matthew Phelan, offers a fascinating look into data from more than 100 countries and 1 million human beings that helps readers understand what really drives employee engagement and happiness at work. Grounded in an evidence-based and neuroscientific approach, the book skips the memes and inspirational quotes in favor of data and insights based on real-time information from real people.



9781394160846 Pub Date: 6/7/2023 224 pages • Hardcover Technology & Engineering / Social Aspects

Interconnected Realities: How the Metaverse Will Transform Our Relationship to Technology Forever

Leslie Shannon

Explore how the metaverse is changing our lives

In Interconnected Realities, Leslie Shannon, Head of Trend and Innovation Scouting at Nokia, delivers an energizing and optimistic new take on the Metaverse. Starting with metaverse realms already in existence today, the book explores the purpose that each independent platform serves, as well as how all these disparate realms will ultimately be stitched together to permanently transform our personal and business lives.



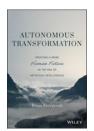
9781394204632 Pub Date: 6/27/2023 160 pages • Paperback Computers / Artificial Intelligence

ChatGPT For Dummies

Pamela Baker

Learn how the disruptive AI chatbot is going to change school, work, and beyond

ChatGPT For Dummies demystifies the artificial intelligence tool that can answer questions, write essays, and generate just about any kind of text it's asked for. This powerful example of generative AI is widely predicted to upend education and business. In this book, you'll learn how ChatGPT works and how you can operate it in a way that yields satisfactory results. You'll also explore the ethics of using AI-generated content for various purposes. Written by a journalist who's been on the front lines of artificial ...



9781119985297 Pub Date: 8/1/2023 240 pages • Hardcover Computers / Information Technology

Autonomous Transformation: Creating a More Human Future in the Era of Artificial Intelligence

BJ Evergreen

From technologist and strategist Brian Evergreen, a bold new agenda for the role of organizational leaders in creating a more human future with technology

Social good initiatives are incompatible with the current network of systems that make up and support the private and public sectors. Millions of dollars have been invested in bringing leaders together from organizations around the world to design solutions for global challenges such as the dimate crisis, child labor, racism, war, and many more. Despite executive buy-in, alignment of core capabilities



9781119898757 Pub Date: 8/29/2023 256 pages • Hardcover Business & Economics / Office Automation

The Automation Mindset: Learning to Embrace Automation As a Vehicle for Innovation and Growth

Vijay Tella

Explore the true potential and impact of business automation

Digital transformation of the business landscape is well underway, and businesses are being reshaped faster than ever before. Agility and adaptability are now critical components of these business' survival. But building these traits requires a holistic approach with an unrelenting focus on automation. How does one go about developing that focus?

In The New Automation Mindset. Win hy Creating the



9781394174157 Pub Date: 9/6/2023 250 pages • Hardcover Business & Economics / Industries / Computers & Information Technology

The Battle for Your Computer: Israel and the Growth of the Global Cyber-Security Industry

Alon Arvatz

Tells the story of the global cyber industry that is protecting the computer you are probably using to read this sentence, with a special look at Israel's central role. For example, fully 40% of the world's VC money allocated to cyber is spent in Israel. The book explains why and how there is a strong and peculiar connection between the development of Israel's army defense technology, and Israel's booming cybersecurity and cyber intelligence industry, and how this eventually becomes frontline hacker protection for your computer, (through industry leading companies like Palo Alto Networks and C...



9780857089533 Pub Date: 8/21/2023 256 pages • Paperback

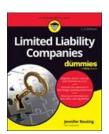
Great People Make People Feel Great: With Cloud Nine Thinking

Stuart Holah, Adrian Webster

Why Cloud Nine Thinking?

"If you want to grow, start by making other people feel taller"

This sentence is one I find myself sharing more than any other when speaking with entrepreneurs, business owners and especially large organisations when they ask how they should attract and retain great talent. These managers know that people are the key to helping them stand head and shoulders above the competition and they are genuine in their desire to foster talent in their teams. Yet



9781394183333 Pub Date: 7/20/2023 384 pages • Paperback Business & Economics / Business Law

Limited Liability Companies For Dummies (4th Edition)

Jennifer Reutina

There's no better time than now to start a new business and tap into the power of the LLC

LLCs For Dummies is your comprehensive guide to limited liability companies. You'll explore whether an LLC is the right business structure for your business, how to set up a corporate structure and membership, and the best ways of managing an LLC. Author Jennifer Reuting explains the pros and cons of LLCs and shares insider tips on choosing members, selecting a company name, creating and filing Articles of Organization, managing day-to-day operations, and beyond. This updated edition covers all the latest ...



9781119671565 Pub Date: 5/31/2023 288 pages • Paperback Family & Relationships / Conflict Resolution

Communication for Constructive Workplace Conflict

Jessica Jameson

A unique textbook for students or professionals across a range of disciplines offering a novel approach to conflict communication

Communication for Constructive Workplace Conflict describes how daily human behavior and communication can contribute to collaborative conflict management in any organization. Using the LEARN (Listening, Engaging, Acknowledging, Rapport, and Nurturing) communication framework, this practical textbook explains, analyzes, and critiques a range of individual responses to workplace friction, offers evidence-based communication strategies



9781119898986 Pub Date: 6/20/2023 208 pages • Hardcover Business & Economics / Human Resources & Personnel Management

Who Is the New How: Strategies to Find, Recruit, and Create the Best Teams

Justin Palmer, Jessica Schertz

Recruit, create, and retain the best teams

In Who Is the New How: Strategies to Find, Recruit, and Create the Best Teams, a team of accomplished talent experts delivers a hands-on roadmap to filling your most mission-critical roles with the best people. In the book, you'll explore strategies that guide the world's most innovative companies and high-performing organizations as they scour the globe to build impactful, productive teams.

You'll learn how to reimagine your talent acquisition strategy from who you're looking for to how you should



9781394159222 Pub Date: 8/29/2023 256 pages • Paperback Business & Economics / New Business Enterprises

Corporate Explorer Fieldbook: How to Build New Ventures In Established Companies

Andrew Binns, Eugene Ivanov, Michael Tushman

Build an innovative new startup using the resources of an existing corporation

The Corporate Explorer Fieldbook: How to Build New Ventures in Established Companies is a one-of-a-kind collection of the tools, methodologies, and techniques you need to build successful, market-ready ventures from within existing organizations. The accomplished authors explain how to develop a practical strategy, gather market insights, develop a Jobs-To-Be-Done market canvas, collect customer research, reduce organizational risk, and more.



9781119766971 Pub Date: 8/7/2023 464 pages • Paperback Business & Economics / Leadership

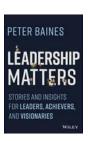
Mindfulness-based Strategic Awareness Training Comprehensive Workbook: New Approach based on free energy and active inference for skillful decision-making

J Humberto Young

Mindfulness-based **STRATEGIC AWARENESS TRAINING**

This comprehensive workbook provides training based on new findings in computational neuroscience. It will enhance your decision-making skills by increasing the precision of your perception and mental processing.

This training will enable you to navigate these disruptive, uncertain times skillfully, and in good emotional and mental health.



9781394176977 Pub Date: 9/5/2023 304 pages • Paperback Business & Economics / Leadership

Leadership Matters: Stories and Insights for Leaders, Achievers and Visionaries

P Baines

Become a courageous leader and learn how to take risks, defy limitations and inspire the extraordinary

In Leadership Matters, celebrated humanitarian Peter Baines OAM shares remarkable stories and unique insights about leadership in challenging times. Drawing on more than 20 years of experience in leading others through crises and disasters, Peter demonstrates how great leaders rise above adversity. He unpacks how leadership skills such as courage, compassion, and integrity are essential for finding a way forward and triumphing against the odds.

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Pub Date: 9/5/2023 Paperback Business & Economics / Leadership

Best Possible Outcome: A Field Guide to **Business Decision-Making and Crisis Planning**

Garth Callender

"How do I achieve the best possible outcome?" is the single most important question leaders can ask

In boardrooms and workplaces, as in war zones, there is a simple truth: leaders must make hard decisions. It's only through clear, considered strategy and timely decisionmaking that leaders can cut through ambiguity and chaos and best protect their people and their organisations. With Best Possible Outcome, you'll learn how the military cultivates the mindset, the people, and the processes that can turn the dial.

How do you actablish a system that oncurse the bost

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9781119657736 Pub Date: 9/12/2023 256 pages • Hardcover Business & Economics / Leadership

Leading the Way: How Transformational **Experiences Are Shaping Leadership and Culture**

Derek Loudermilk

Leading the Way looks at how transformational experiences such as travel, experiences, events and festivals are shaping the next generation of leaders and may be the key to solving humanity's greatest challenges. World traveler and adventure podcaster, Derek Loudermilk argues that embracing unconventional means of leadership development, and innovation are the best means to get out of our comfort zones. Derek highlights certain leadership traits, values, big visions, and personal characteristics that directly result from seeking and achieving transformational experiences.

ALL PRIDE. NO EG 🍮 JIM FIELDING

9781394165285 Pub Date: 8/15/2023 256 pages • Hardcover Business & Economics / Leadership

All Pride, No Ego: A Queer Executive's Journey to **Living and Leading Authentically**

Jim Fieldina

An inspiring and personal roadmap to servant leadership

In All Pride, No Ego: A Queer Executive's Journey to Living and Leading Authentically, celebrated corporate leader James Fielding delivers an inspirational leadership story told from the perspective of an out and proud LGBTQ+ executive. In the book, you'll explore a call-to-action for authentic servant leadership that encourages people to own their truth and bring out the best in themselves and their communities.

The author evolaine his less decisions and inflection noints



9781394171736 Pub Date: 8/29/2023 256 pages • Hardcover Business & Economics / Leadership

The End of Leadership as We Know It: What Takes It to Lead in Today's Volatile and Complex World

Steve Garcia, Daniel Fisher

Maximize your leadership impact with the latest insights and research from the field of adaptive leadership

In The End of Leadership as We Know It, a team of veteran executive and leadership strategists delivers an expert analysis of the ten most common errors leaders make when attempting to address disruption and concrete strategies for avoiding them. In the book, you'll find ways to apply the latest research in adaptive leadership and complexity to your own leadership style and achieve the

Great Change: The WAY to Get Big Strategy Done

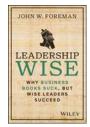
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Adam Bennett

Learn how to handle disruption and create positive, impactful change in your organisation — by rethinking what you know about ways of being and doing

9781394203727 Pub Date: 10/9/2023 **Paperback** Business & Economics / Leadership

Developing a strategy has always been easier than actually *implementing* that strategy. If "easier said than done" sounds all too familiar to you, then Great Change is the book that show you how to turn your plans into reality. Author and transformation leader Adam Bennet shares the transformation mindset and the practical actions that will ensure your efforts to transform your organisation



9781394191680 Pub Date: 9/6/2023 250 pages • Hardcover Business & Economics / Leadership

Leadership Wise: Why Business Books Suck, but Wise Leaders Succeed

John W. Foreman

Leadership Wise: Why Business Books Suck, but Wise Leaders Succeed eschews the one-size-fits-all approach of most business books and instead explores the single most important thing every successful leader needs to have: contextual awareness. Taking inspiration from the ancient Eastern tradition of "wisdom literature," Leadership Wise aims to help leaders leverage ways of thinking that will empower them to ultimately choose the best option amongst competing good ones according to the unique context of their businesses. Through focusing on the key behaviors and techniques essential to practicin...

Power Skills: The Six Core Competencies for Modern Leaders Committed Triple Bottom-Line **Impact**

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Lisen Stromberg, JeanAnn Nichols

An evidence-based, real-world-tested approach to leading modern companies

9781394193509 Pub Date: 9/20/2023 Hardcover Business & Economics / Leadership

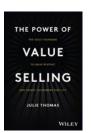
In Power Skills: The Six Core Competencies for Modern Leaders Committed Triple Bottom-line Impact, a team of accomplished executive leadership experts delivers a singularly effective approach to leadership based on solid research and extensive experience with real-world business leaders. In the book, you'll explore the latest literature on cognitive and positive psychology, organizational design, and performance management and No Image Available

9781394171798 Pub Date: 9/13/2023 272 pages • Hardcover Business & Economics / Development / Business Development

Boundless

Vala Afshar, Henry King

Silos kill companies. Theyve always slowed companies down and threatened their success but the more connected the world becomes and the greater the rate of change and innovation, the more deadly these silos are becoming. And yet theyre everywhere, and that is because our companies are built to be silos or collections of silos, the inheritance of an earlier age when corporations were centers of control, and consumers had no connections, no information, no capabilities. But now, none of those old conditions apply. We need an entirely new mindset and design paradigm for this newly decentralized a...

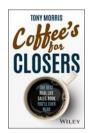


9781394182565 Pub Date: 9/20/2023 Hardcover Business & Economics / Sales & Selling

The Power of Value Selling: The Gold Standard to Drive Revenue and Create Customers for Life

Thomas

The Power of Value Selling offers a fresh perspective on how salespeople can adopt a customer-centric approach to reverse engineer how modern buyers want to buy. This field-honed guidebook enables sales professionals to become the trusted business advisors buyers crave in unpredictable environments. Julie Thomas provides an actionable guide to having better business conversations, the kind that build trust, forge human-to-human connections, and enable sellers to compete on value, not price. In fast-paced chapters, Thomas guides sales



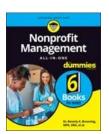
9780857089557 Pub Date: 7/3/2023 400 pages • Hardcover Business & Economics / Sales & Selling

Coffee's for Closers: The Best Real Life Sales Book You'll Ever Read

T Morris

PRACTICAL SALES ADVICE INFORMED BY REAL-WORLD EXPERIENCE AND COMMON SENSE CRAFTED FOR FRONTLINE SALES PROFESSIONALS

Coffee's For Closers: The Best Real-Life Sales Book You'll Ever Read is jam packed full of practical tools, tips, and techniques on how to become a top sales performer. Veteran sales leader and coach, Tony Morris, delivers essential advice culled from thousands of hours closing sales in the real world and training thousands of high performing salespeople. Every idea Tony shares in this book can be implemented immediately, and you will see



9781394172436 Pub Date: 5/23/2023 784 pages • Paperback Business & Economics / Nonprofit Organizations & Charities

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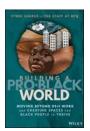
Pub Date: 9/1/2022

Nonprofit Management All-in-One For Dummies

Beverly A. Browning, Sharon Farris, Maire Loughran

Learn the ins-and-outs of managing, funding, and handling the accounting for a nonprofit

Nonprofits are not like other businesses. They're special. It doesn't matter if you're launching a career as part of a multi-million dollar organization or a volunteer running your local little league, you'll need special know-how to navigate the accounting practices and funding needs of a not-for-profit. Nonprofit Management All-in-One For Dummies is your guide for know-how on making a nonprofit organization operate properly. This beginner-friendly reference helps replace your shelf of nonprofit



9781394196906 Pub Date: 7/25/2023 272 pages • Hardcover Business & Economics / Nonprofit Organizations & Charities

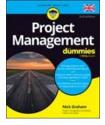
Building A Pro-Black World: Moving Beyond DE&I Work and Creating Spaces for Black People to Thrive

Cyndi Suarez

Learn to create a nonprofit organization and society in which Black people can thrive

In Building A Pro-Black World: A Guide To Creating True Equity in The Workplace and In Life, a team of dedicated nonprofit leaders delivers a timely roadmap to building pro-Black nonprofit organizations. Refreshingly moving the conversation beyond stale DEI cliches, editors Cyndi Suarez and Joel Toner have included works from leading racial justice voices that show you how to create an environment—and society—in which Black people can

ORGANIZATIONAL BEHAVIOR, 3RD EDITION: INTERNATIONAL ADAPTATION



9781394201884 Pub Date: 9/6/2023

Project Management for Dummies, 3E, UK Edition

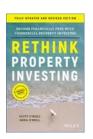
Nick Graham



9781394170456 Pub Date: 6/22/2023 208 pages • Paperback

Property Investing Essentials For Dummies

N McDougall



9781394188574 Pub Date: 10/16/2023 288 pages • Paperback Business & Economics / Real Estate

Rethink Property Investing: Become Financially Free with Commercial Property Investing (2nd Edition)

Scott O'Neill, Mina O'Neill



9781394184552 Pub Date: 7/31/2023 256 pages • Paperback Business & Economics / Entrepreneurship

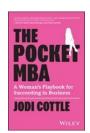
The Very Good Marketing Guide: How to Grow Your Business on a Budget

Amy Miocevich

Grow your business faster with this revolutionary marketing framework

Do you want to stop wasting time and money on marketing that doesn't get results? *The Very Good Marketing Guide* explains exactly where to spend your next marketing dollar and where to focus your attention — so your marketing will make a real difference in growing your business and profits.

In this book, marketing expert Amy Miocevich shares a simple but genius 5-step model for marketing your small business. She reveals on icial insights into why marketing



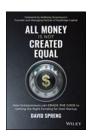
9781394194575 Pub Date: 7/31/2023 240 pages • Paperback Business & Economics / Entrepreneurship

The Pocket MBA: A Woman's Playbook for Succeeding in Business

Jodi Cottle

Set yourself up for business success with this pocket-sized playbook

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9781119887805 Pub Date: 7/5/2023 272 pages • Hardcover Business & Economics / Entrepreneurship

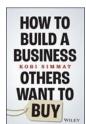
All Money Is Not Created Equal: How Entrepreneurs can Crack the Code to Getting the Right Funding for their Startup

David A Spreng, Patricia m O'Connell

Finance your company's growth without losing your stake in it

Too often, thanks to multiple rounds of equity investment, company founders wind up with only a small fraction of the businesses they start. But this situation isn't inevitable. The intelligent use of a variety of financing options —including debt financing—can help to maintain, or even grow, a founder's stake.

In All Money Is Not Created Equal: The Entrepreneur's Guide to Finding the Right Funding for Your Rusiness



9781394194605 Pub Date: 9/5/2023 368 pages • Paperback Business & Economics / Entrepreneurship

How to Build a Business Others Want to Buy

Kobi Simmat

A 5-step blueprint for business brilliance

In How to Build a Business Others Want to Buy, successful entrepreneur Kobi Simmat reveals how to build a profitable, attractive business and sell it for the payday of your dreams. As a business coach and accreditation expert, Kobi built a multi-million-dollar business around knowing exactly what sets a successful business apart from its competitors. In this book, he shares the secrets he learned on that journey. You'll discover a 5-step process that starts with an idea and ends with a respected, sustainable brand that generates enviable profits.

How to

Selling Online dummies

9780730394525 Pub Date: 9/12/2023 400 pages • Paperback Business & Economics / Commerce

Selling Online For Dummies

Paul Waddy

Transform your ecommerce ideas into profitable reality with this page-turning new handbook

You've probably heard that online stores and ecommerce just had their best year in history. But have you ever wondered how to start selling online? Do you dream of staking out a piece of online real estate and grabbing a big share of that multi-billion-dollar industry?

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Starting & Running a Business All-in-One For Dummi es, 4th Edition (UK Edition)

Barrow

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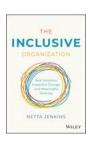
9781394181179 Pub Date: 7/13/2023 384 pages • Paperback Business & Economics / Mentoring & Coaching

Coaching & Mentoring For Dummies (2nd Edition)

MacLeod

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9781119910138 Pub Date: 6/14/2023 240 pages • Hardcover Business & Economics / Workplace Culture

The Inclusive Organization: Real Solutions, Impactful Change, and Meaningful Diversity

Netta Jenkins

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A practical hands-on and revolutionary DEI formula for real and lasting change.

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However, through a powerful formula of policies and practices that motivate employees to be more socially and

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The Equity Mindset: Redefining Work Culture and Designing the Just Spaces We Deserve

Ifeomasinachi Ike

Equity is a Verb journeys, moving the reader via narratives and voice to deepen how we grasp the very live dynamics of normalized institutional oppression, then transporting us to our current landscape, with case studies across industries of what's working-and what's not. Finally, it trains us with new practices, new milestones, new KPIs (Key Performance Indicator). The transformation occurs when the readers make up in their mind that no Black, brown, disabled, queer, immigrant, neurodivergent or othered community member should be left behind. The layering of principles, practices and producti...



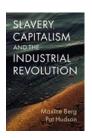
9781119913801 Pub Date: 6/14/2023 272 pages • Hardcover Business & Economics / Environmental Economics

Pricing the Priceless: The Financial Transformation to Value the Planet, Solve the Climate Crisis, and Protect Our Most Precious Assets

Paula DiPema

An exciting exploration of the new frontier of finance, to value the planet and protect what has too long been treated as free and taken for granted—the natural assets we need and love most

In Pricing the Priceless: The Financial Transformation to Value the Planet, Solve the Climate Crisis, and Protect Our Most Precious Assets, renowned environmental strategist, speaker, world traveler and author Paula DiPerna brings a unique voice and optic to de-mystify and unveil today's



9781509552689 Pub Date: 8/14/2023 282 pages • Hardcover Business & Economics / Economic History

Slavery, Capitalism and the Industrial Revolution

Berg

The role of slavery in driving Britain's economic development is often debated but seldom given a central place.

In their remarkable new book, Maxine Berg and Pat Hudson "follow the money" to document in revealing detail the role of slavery in the making of Britain's industrial revolution. Slavery was not just a source of wealth for a narrow circle of slave owners who built grand country houses and filled them with luxuries. The forces set in motion by the slave and plantation trades seeped into



9781394178049 Pub Date: 7/3/2023 288 pages • Hardcover Business & Economics / Finance

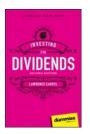
Halal Investing for Beginners: How to Start, Grow and Scale Your Halal Investment Portfolio

I Khan

An intuitive and eye-opening guide to halal investing

In Halal Investing for Beginners: How to Start, Grow and Scale Your Halal Investment Portfolio, a team of Oxfordeducated Islamic finance gurus deliver a one-of-a-kind investing roadmap for Muslims who want to watch their savings grow while abiding by Islamic law. You'll learn to distinguish between halal and haram investment products, get key strategies for saving on your taxes, learn to build a variety of portfolios, and more.

In the hook the authors introduce and evolain the wide



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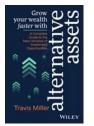


9781119747918
Pub Date: 8/29/2023
256 pages • Hardcover
Business & Economics /
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/ Portfolio Management

The Missing Billionaires: A Guide to Better Financial Decisions

Victor Haghani, James White

Over the past century, if the wealthiest families had spent a reasonable fraction of their wealth, paid taxes, invested in the stock market, and passed their wealth down to the next generation, there would be tens of thousands of billionaire heirs to generations-old fortunes today. The puzzle of *The Missing Billionaires* is why you cannot find one such billionaire on any current rich list. There are a number of explanations, but this book is focused on one mistake which is of profound importance to all investors: poor risk decisions, both in investing and spending. Many of these families didn't...



9781394184996 Pub Date: 7/11/2023 224 pages • Paperback Business & Economics / Personal Finance

Grow Your Wealth Faster with Alternative Assets: A Complete Guide to the New Universe of Investment Opportunities

T Miller

Expand your investment horizons and increase your returns with alternative assets

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The Experts at AARP

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9781394188635 Pub Date: 5/31/2023 336 pages • Paperback

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Kerry Pechter

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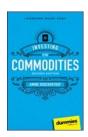
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Amine Bouchentouf

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Close Your Wealth Gap: Financial Lessons to Upgrade Your Life

Rob Luna

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Pub Date: 9/20/2023 224 pages • Hardcover Business & Economics / Personal Finance / Money Management

Sell More with Attention Hacking: How to Survive the Social Media Jungle

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R Kiera

Why do people queue in front of Apple stores all night long — but not with you? And isn't it grotesque that mobile phones are more in demand than, for example, products for wealth accumulation, health and family protection? However, this does not have to be the case. There are tools and strategies that your industry can use to attract customers. This book uses the insurance industry to show how to do it. And it's easy! Because insurers and intermediaries help people in their darkest hours. But despite billions invested in sales and marketing, no one is interested in it.



9781394183364 Pub Date: 5/31/2023 464 pages • Paperback Study Aids / GMAT (Graduate Management Admission Test)

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Lisa Zimmer Hatch, Scott A. Hatch

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9781394189052 Pub Date: 8/21/2023 200 pages • Hardcover Business & Economics / Finance / Financial Risk Management



9781394180998 Pub Date: 4/11/2023 176 pages • Paperback Study Aids / GMAT (Graduate Management Admission Test)

GMAT Official Quantitative Review: Data Sufficiency 2023-2024, Book + Online Question Bank

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Your official source of authentic Data Sufficiency GMAT™ practice questions for the GMAT™ exam.

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(GMAC™), including exclusive questions specific to the Quantitative Review (Data Sufficiency) section of the exam. The latest addition to the GMAT™ Official Guide portfolio, this book includes detailed answer explanations



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Ron Woldoff

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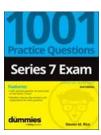
9781394187034 Pub Date: 6/7/2023 496 pages • Paperback Study Aids / Tests (Other)

Series 7 Exam 2023/2024 For Dummies (+ Practice Tests Online) (6th Edition)

Rice

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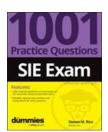
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