

Business, Finance, Accounting & Economics

September to December 2023

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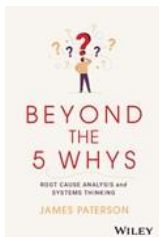
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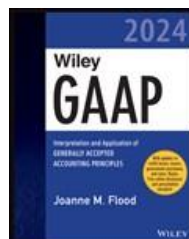
Beyond the Five Whys: Root Cause Analysis and Systems Thinking

J Paterson

A straightforward explanation of root cause analysis and systems thinking, illustrating, with real-world examples and first-hand accounts, why things can 'slip through our fingers' and what to do to reduce the chances of things going off track.

Beyond the Five Whys summarises, for the first time, many of the tried and tested ways of understanding problems using insights from aviation, high reliability organisations and a range of thought-provoking sources. The book provides readers with a clear and structured explanation how to analyse setbacks and head off

9781394191055
Pub Date: 12/26/23
\$50.00 USD
352 pages • Hardcover
Business & Economics /
Auditing



Wiley GAAP 2024: Interpretation and Application of Generally Accepted Accounting Principles

Joanne M. Flood

Wiley GAAP 2024: Interpretation and Application of Generally Accepted Accounting Principles is a thorough study and analysis of all US Generally Accepted Accounting Principles (GAAP) set forth in the pronouncements of the FASB (Financial Accounting Standards Board) and its predecessors. This useful guide also contains AICPA Accounting Standards Executive Committee (ASEC) Statements of position. All pronouncements are explained with relevant terminology and practice-oriented real world examples. Each chapter is composed of a discussion of

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Study Aids / CPA
(Certified Public
Accountant)

Accounting Information Systems: Connecting Careers, Systems, and Analytics, First Edition International Adaptation

Arline A. Savage

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Paperback



MYOB For Dummies (9th Edition)

S Prosper

Unlock the power of MYOB with the ultimate handbook, MYOB for Dummies

Looking for a hands-on guide that will show you how MYOB helps you manage everyday business tasks? Want practical tips for handling your finances (including payroll and tax reporting!) more easily? Comprehensively updated for the new MYOB Business, *MYOB For Dummies* shows you how to take full advantage of the online flexibility and handy features offered by Australia's leading home-grown business management platform.

Whether you're new to MYOB Business or wanting to get more from AccountRight, this is your guide to harnessing

9781394170517
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Business & Economics /
Accounting

Forensic Accounting and Fraud Examination (3rd Edition)

Mary-Jo Kranacher, Richard Riley

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Business & Economics /
Accounting



QuickBooks 2024 All-in-One For Dummies

Stephen L. Nelson

The quick way to get started—and get proficient—with QuickBooks

QuickBooks 2024 All-in-One For Dummies is the solution small business owners and managers are seeking. This high-value reference combines 8 content-rich mini-books into one complete package, providing the answers you need to get the most out of the 2024 version of QuickBooks. You'll learn the key features of QuickBooks and small business accounting, including setting up the software, understanding double-entry bookkeeping, invoicing customers, paying vendors, tracking inventory, creating reports, and beyond. Plus, you'll discover h...

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Business & Economics /
Accounting / Managerial

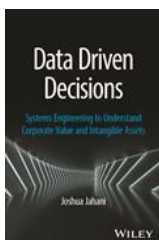
Data Driven Decisions: Systems Engineering to Understand Corporate Value and Intangible Assets

JM Jahani

Expand your enterprise into new regions using systems engineering and data analysis

In *Data Driven Decisions: Systems Engineering to Understand Corporate Valuation and Intangible Assets*, investment banker, systems engineer, and Cornell University lecturer Joshua Michael Jahani delivers an incisive and unique unveiling of how to use the tools of systems engineering to value your organization, its intangible assets, and how to gauge or prepare its readiness for an overseas or cross-border expansion.

In the book, you'll learn to implement a wide range of



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272 pages • Hardcover
Business & Economics /
Accounting

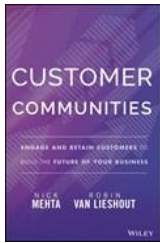


Financial Valuation: Applications and Models: Book + Workbook Set (5th Edition)

James R. Hitchner

Financial Valuation: Applications and Models provides authoritative reference and practical guidance on the appropriate, defensible way to prepare and present business valuations. With contributions by 30 top experts in the field, this new edition provides an essential resource for those seeking the most up-to-date guidance, with a strong emphasis on applications and models. Coverage includes state-of-the-art methods for the valuation of closely-held businesses, nonpublic entities, intangible, and other assets, with comprehensive discussion on valuation theory, a consensus view on application,...

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Pub Date: 11/14/23
\$185.00 USD
Hardcover
Business & Economics /
Corporate Finance /
Valuation



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.

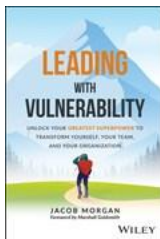
The authors outline the 10 foundational Laws of Community, explaining why community development

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Foundations of Sustainable Business (3rd Edition)

Nada R. Sanders

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Pub Date: 12/12/23
\$130.95 USD
Paperback
Business & Economics /
Green Business



Leading with Vulnerability: Unlock Your Greatest Superpower to Transform Yourself, Your Team, and Your Organization

Jacob Morgan

How do some of the world's top leaders unlock the potential of others, create trust, and lead through change?

Jacob started out with one basic question: Is vulnerability the same for leaders as it is for everyone else? It turns out that it's not. On August 20, 1991, Hollis Harris, the CEO of struggling Continental Airlines told his 42,000 employees to pray for the future of the company. The next day he was fired. What Hollis did was vulnerable, but it was not leadership.



The Power of Play: The Game Design Approach to Transforming Employee Engagement

George Kesselman

Re-design employee productivity, creativity, and inspiration at your workplace

In *The Power of Play: The Game Design Approach to Transforming Employee Engagement*, the Chief Commercial Officer for ZhongAn Tech—a global insurance innovation leader—George Kesselman, delivers a one-of-a-kind and exciting take on employee productivity and engagement. He dives deep into the gamification of work, exploring the motivational and behavioural elements behind the “fun” kind of problem solving we find in games and showing you how to apply them to your workplace.

9781394228010
Pub Date: 1/23/24
\$24.95 USD
256 pages • Hardcover
Business & Economics /
Management Science



Strategy In the Age of Disruption

Henrik Von Scheel

Seize your place in a new era in commerce and industry

In *Strategy In The Age of Disruption*, a team of dedicated strategists delivers an exciting and practical guide to Industry 4.0, a commercial transformation that's impacting every facet of the market, the environment, and our social lives. You'll learn what Industry 4.0 is, what it means for you and your company, and how you—as a leader, manager, expert, entrepreneur, or investor—can capitalize on it and put it into practice.

This is a complete handbook on strategic execution. It's a step-by-step tutorial designed to get you to clearly see



The Future of Community: How to Leverage Web3 Technologies to Grow Your Business

John Kraski, Justin Shenkarow

A penetrating look at how web3 will shape our shared future

In *The Future of Community: How to Leverage Web3 Technologies to Grow Your Business*, a team of web3 visionaries and tech-savvy executives delivers a groundbreaking new take on the seismic impact web3 is having—and will continue to have—on our technological and social landscapes. The authors discuss why web3 really is the “next big thing” to shape our digital and offline futures and how it will transform the world.

You'll discover a whole host of web3 applications poised to

9781394215256
Pub Date: 12/12/23
\$28.00 USD
240 pages • Hardcover
Business & Economics /
New Business Enterprises



Work Different: 10 Truths for Winning in the People Age

Bravery

An insightful and practical new guide to how sustainable people management works in today's global economy, with guidance on how to transform the way your organization recruits, hires, upskills, and retains its people

In *Work Different: 10 Truths for Winning in the People Age*, a team of business experts and workforce advisors give an incisive take on the staffing challenges facing leaders in the modern global economy. The book reveals how executives and decision makers can adapt their people agenda for shifts in labor models and employee



Dream Big and Win: Translating Passion into Purpose and Creating a Billion-Dollar Business

Liz Elting

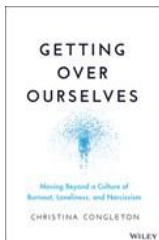
A guide for how to not only dream big, but also win—both in business and in life—from one of the most celebrated and successful women in America.

For the first time ever, entrepreneur, philanthropist, and Forbes' Richest Self-Made Woman Liz Elting shares her story on how she co-founded and grew TransPerfect, the billion-dollar translation and language solutions company that began as a dream in an NYU dorm room. In *Dream Big and Win*, Elting divulges practical and inspiring tips you can implement immediately, teaching why success is not solely about attaining and wielding power. Elting shows

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Business & Economics /
Leadership

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Business & Economics /
Workplace Culture

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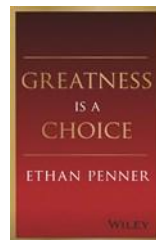


Getting Over Ourselves: Moving Beyond an Age of Burnout, Loneliness, and Narcissism

Christina Congleton

How we move beyond burnout culture in an age of loneliness and instead reconnect with our deepest humanity and become authentic leaders

We've reached a tipping point. Today's ecologically and socially precarious world is calling for new solutions to old problems. But at this time of urgency the Millennial Generation, the largest generation in the United States, is faltering. Strapped with unprecedented student debt and suffering from the double-punch of recent financial crises, the Millennial cohort of 72.1 million Americans is called a



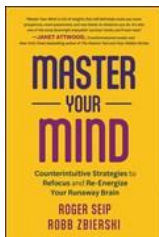
Greatness Is a Choice

Ethan Penner

A battle-tested guide on how to live a great life

In *Greatness Is a Choice*, Wall Street legend Ethan Penner presents a jewel box filled with thoughts and ideas that challenge readers by stimulating a higher level of awareness and critical thinking. Penner's forthright style makes the book invaluable to a broad range of readers. Each chapter is a guidepost for today's challenging societal issues, but the words are also rooted in timeless thinking culled from Penner's considerable personal and professional experiences. *Greatness Is a Choice* asks readers to consider new ideas and strategies as cri...

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Business & Economics /
Personal Success

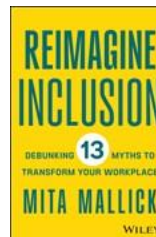


Master Your Mind: Counterintuitive Strategies to Refocus and Re-Energize Your Runaway Brain

Roger Seip, Robb Zbierski

You'll get there faster if you just slow down

Master Your Mind offers a bit of perspective and a lot of insight for anyone seeking long-term success. Success in business is spelled M-O-R-E: better results, faster growth, more revenue, greater efficiency. Do more. Make more. Achieve more. And do it now. Eventually, ambition turns to stress, then to frenzy, then to emptiness as once-ambitious workers endlessly trudge the hamster wheel chasing the next promotion. While top-level performance is the holy grail of business at all levels, there is another, much better way to achieve it: slow down.



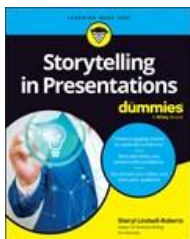
Reimagine Inclusion: Debunking 13 Myths To Transform Your Workplace

Mita Mallick

Reimagining what inclusion can look like in our organizations starts with understanding why these 13 DEI myths are not true—with practical and effective strategies for implementing transformative inclusivity.

In *Reimagine Inclusion*, veteran DEI leader Mita Mallick debunks 13 myths that hold us back from transforming our workplaces. She delivers powerful storytelling combined with practical and hands on ways for us to be more inclusive leaders. She teaches us that when we show up as more inclusive leaders, we have the power to

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288 pages • Hardcover
Business & Economics /
Diversity & Inclusion



Storytelling in Presentations For Dummies

Sheryl Lindsell-Roberts

Learn to influence audiences with storyopia: Stories that take them on a journey from what is to what could be:

Storytelling in Presentations For Dummies shows you how to develop and deliver a presentation through storytelling, keeping audience interested, and most importantly, making them heroes that take action towards change. You'll learn how to cull stories from your own experiences, and before you know it, you'll have more stories than Aesop has fables. You'll learn about the latest presentation software, so you can integrate visuals into your presentations and avoid the dreaded "Death by ...



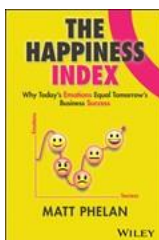
The Communication Code: Unlocking Every Relationship, One Conversation at a Time

Jeremie Kubicek, Steve Cockram

Provides a proven series of skills and techniques that anyone can use to make their relationships thrive

Healthy communication is essential in any professional or personal relationship. When the lines of communication are frayed or broken, the resulting drama, unnecessary conflict, and inefficiency often lead to 'dropping the ball'. Better communication yields better results. It's a no-brainer—honest conversations build deeper, more productive relationships. It may seem simple in theory, but healthy communication is one of the most challenging

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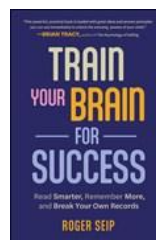


The Happiness Index: Why Today's Emotions Equal Tomorrow's Business Success

Matthew Phelan

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

In *The Happiness Index: Why Today's Emotions Equal Tomorrow's Business Success*, cofounder and CEO of The Happiness Index Matthew Phelan delivers a fascinating dive into data from over 100 countries and 2 million human beings that helps us understand what really drives our 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



Train Your Brain For Success: Read Smarter, Remember More, and Break Your Own Records

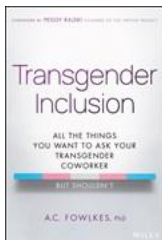
Roger Seip

Train your mind to achieve new levels of success!

Professionals and entrepreneurs do a great job of keeping up appearances. But if they're honest with themselves, they're short on living the life they really want. *Train Your Brain For Success* provides the perspective to analyze how you got where you are and, more importantly, learn the skills to get where you truly desire to be. *Train Your Brain For Success* explains specific ways of thinking and acting that will get anyone where they want to go, fast. Learn to condition your mind to move towards success automatically, by discovering greater mem...

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\$19.95 USD
256 pages • Paperback
Business & Economics /
Decision-Making &
Problem Solving

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Business & Economics /
Personal Success



Transgender Inclusion: All the Things You Want to Ask Your Transgender Coworker but Shouldn't

Fowlkes

Discover the realities for transgender people in the workplace and beyond as they as they move through any of the three recognized kinds of transition—and how to be an ally.

In *Transgender Inclusion: All The Things You Want To Ask Your Transgender Coworker But Shouldn't*, clinical psychologist and trans inclusion specialist Dr. A.C. Fowlkes delivers an essential and remarkably honest discussion of the realities of the workplace for transgender people. In the book, you'll explore the experiences that trans people have in the workplace as they move through none, one, or

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408 pages • Paperback
Business & Economics /
Business Mathematics

Business Statistics For Dummies (2nd Edition)

Alan Anderson

Make some headway in the notoriously tough subject of business statistics

Business Statistics For Dummies helps you understand the core concepts and principles of business statistics, and how they relate to the business world. This book tracks to a typical introductory course offered at the undergraduate, so you know you'll find all the content you need to pass your class and get your degree. You'll get an introduction to statistical problems and processes common to the world of global business and economics. Written in clear and simple language, *Business Statistics For Dummies* gives you an int...

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BUSINESS STATISTICS, 11TH EDITION: INTERNATIONAL ADAPTATION: For Contemporary Decision Making

Ken Black

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Industries / Computers &
Information Technology

Our Planet Powered by AI: How We Use Artificial Intelligence to Create a Sustainable Future for Humanity

Mark Minevich

A hands-on guide to evolving your company with ethical AI along with thought-provoking insights and predictions from a variety of well-known industry leaders

In *Our Planet Powered by AI*, renowned AI strategist and pioneer Mark Minevich delivers an exciting and practical discussion of how to implement groundbreaking artificial intelligence technologies at every level of your organization. You'll learn to create sustainable, effective competitive advantage by introducing previously

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DATA ANALYTICS FOR ACCOUNTING 1ST EDITION INTERNATIONAL ADAPTATION

Dzuranin



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Business & Economics /
Careers / Job Hunting

Job Interviewing For Dummies

Pamela Skillings

Boost your confidence, ace your interview, and get the job

Job Interviewing For Dummies will teach you how to prepare for your next job interview, deal with tough questions, and gain the tools and skills to interview with confidence and poise. This book offers a structured, step-by-step approach for succeeding in virtual and in-person interviews. You'll find information, strategies, and examples to empower you to present your best self to potential employers. Learn how to anticipate and prepare for the most likely questions, regardless of your level or industry, and be prepared for anything—an ...

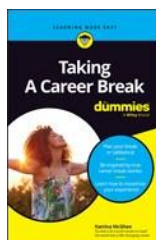


Winding Paths to Success: Chart a Career in Uncertain Times

Nobuko Kobayashi

Japanese women are an enigma to the world. Demure and exotic, they are often portrayed as sufferers in the chauvinistic culture – for example, married women on average spend as twice as long time on chores compared to their partners. Designated to a second-class citizen status in the working world, they are ultra-minority in the decision-making positions (e.g. half of public companies have all-male boards). It is lamentable when more than thirty years have passed since the Equal Employment Act was enacted in 1987.

"And where are the women?" asks a perplexed Belgian



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\$24.99 USD
368 pages • Paperback
Business & Economics /
Careers / Job Hunting

Taking A Career Break For Dummies

Katrina McGhee

Taking a career timeout could be the window of opportunity you've been looking for

Taking A Career Break For Dummies shows you that a career break could be life-changing. Career breaks give us a chance to pause to identify opportunities and dreams, focus on the things we've been missing, and develop new skills. This book empowers you to take the leap into your next chapter: There are dozens of reasons you might want to do it, but whatever your circumstance, this friendly Dummies guide will help you value your own well-being, give yourself permission to grow and explore, and reclaim your time, y...



Fix Me: Safely Become Your Own Therapist and Manage Anxiety

Belynder Walia

Simple and effective techniques for managing and reducing anxiety

In *Fix Me: Safely Become Your Own Therapist and Manage Anxiety*, celebrated psychotherapist Belynder Walia presents a practical and inspiring exploration of the simple steps you can take right now to effectively reduce anxiety in the short and long term, while embarking on an incredible journey of self-discovery. In the book, you'll learn leading-edge techniques that empower you to take control of anxiety and find useful tools you can implement immediately to reduce your symptoms and discomfort.

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Psychology / Mental Health



Adaptive Resilience: How to Thrive in a Digital Era

Maria Santacaterina

Big-picture business transformation with specific game-changing strategies

In *Adaptive Resilience*, Global Strategic Leader, Board Executive Advisor, Speaker and renowned Author Maria Santacaterina delivers a groundbreaking discussion of how to build a more inclusive, equitable and sustainable digital future by transforming your organisation from the inside-out and the outside-in. You'll discover how to create a virtuous cycle of growth to simultaneously increase the bottom-line and help your Enterprise evolve.

The author's new paradigm for growth is a radical shift in

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384 pages • Hardcover
Business & Economics / Management Science



Frugal Innovation and Innovative Creation

Paul Bouvier-Patron

Businesses and enterprises can no longer avoid the concern of their Natural Environmental impact, which calls into question their economic activities.

Frugal Innovation and Innovative Creation is at the crossroads of economics and management in business, particularly focused on innovative enterprises and their interactions with the Natural Environment. Navigating these interactions can be perceived by companies as a costly constraint, especially in an innovation process, which is already very expensive.

9781786306975
Pub Date: 10/10/23
\$165.00 USD
368 pages • Hardcover
Business & Economics / Entrepreneurship



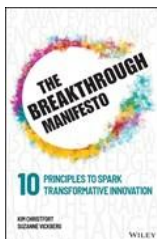
Strategic: The Skill to Set Direction, Create Advantage, and Achieve Executive Excellence

Rich Horwath

Master the four disciplines of strategic fitness essential to executive performance

In *Strategic*, *New York Times* and *Wall Street Journal* bestselling author Rich Horwath delivers an incisive roadmap to help leaders at all levels think, plan, and act strategically to navigate every business challenge they face. The book offers business leaders a proven framework—the Strategic Fitness System—containing dozens of tools, techniques, and checklists to confidently master every area of the business, from designing market-winning strategies to shaping the organization's

9781394215331
Pub Date: 11/7/23
\$29.00 USD
288 pages • Hardcover
Business & Economics / Leadership



The Breakthrough Manifesto: Ten Principles to Spark Transformative Innovation

Kim Christfort, Suzanne Vickberg

Building a Better Path to Breakthrough, By Design

Innovation is a process by which new ideas, services, and sources of value are brought to life. Yet approaches to the pursuit of innovation are often far from novel, relying on stale methodologies applied against well-defined problem sets. Or worse, left to hope or happenstance.

Transformative innovation requires something else. Not just methodologies, but mindsets. Not just focusing on known challenges, but on unknown opportunities. Not just hoping for breakthrough by default but realizing breakthrough by design.

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Business & Economics / Management

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The Evolution of Management Thought (9th Edition)

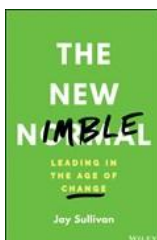
Daniel A. Wren, Arthur G. Bedeian

The new edition of the canonical text on the history and development of management thought

Far more than a chronicle of the historical development of modern management's many roots, the newly released ninth edition of *The Evolution of Management Thought* by Daniel A. Wren and Arthur G. Bedeian is a fascinating telling of how ideas about the nature of work, the nature of human beings, and the nature of organizations have changed throughout history.

Its methodology is *analytic, synthetic, and interdisciplinary*. It is *analytic* in that it examines the historical roots

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464 pages • Paperback
Business & Economics / Management



The New Nimble: Leading in the Age of Change

Jay Sullivan

Transform your organization into an adaptable and flexible innovator

In *The New Nimble: Leading in the Age of Change*, accomplished author, professor, and consultant Jay Sullivan delivers a clear, tangible, and actionable guide to implementing flexibility and creativity in your enterprise. Through interviews with senior leaders from a variety of industries and disciplines, the author shows you the trends and behaviors that allowed successful companies to navigate the constantly changing realities and complexities of the COVID-19 crisis.

The book demonstrates how the most adaptable firms

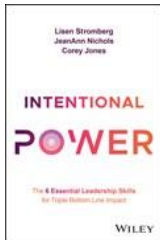
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Business & Economics / Leadership



Ice Cold Leader

Doebler

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Business & Economics / Leadership



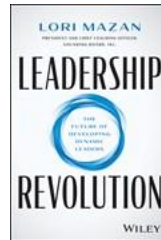
Intentional Power: The 6 Essential Leadership Skills for Triple Bottom Line Impact

Lisen Stromberg, JeanAnn Nichols, Corey Jones

Intentional Power: The 6 Essential Leadership Skills for Triple Bottom Line Impact is THE playbook for modern leaders.

Intentional Power: The 6 Essential Leadership Skills for Triple Bottom Line Impact explores how the transition from shareholder capitalism to stakeholder capitalism has created an urgent need for a new model of leadership; a model that enables leaders to navigate competing demands from both internal and external stakeholders including the most racially and age-diverse workforce in history, activist investors, purpose-driven customers, and

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Leadership Revolution: The Future of Developing Dynamic Leaders

L. Mazan

Transform the next generation of talent into capable and productive leaders

In *Leadership Revolution: The Future of Developing Dynamic Leaders*, distinguished executive coach Lori Mazan delivers an exciting new approach to leadership development tailor-made for the 21st century. Drawing on lessons learned from coaching top executives for 25 years and from democratizing executive coaching by founding a cutting-edge scalable leadership coaching firm, you'll learn how to attract and retain talent by accelerating and individualizing their professional growth and how to

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Leading Our Way: How Women are Re-Defining Leadership

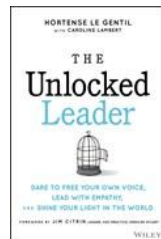
Gaia Van Der Esch

The world is changing, and so must our understanding of leadership. Through the stories of trailblazing female leaders, discover what leadership can look like and how you can become a catalyst for change.

In *Leading Our Way*, renowned executive and author Gaia van der Esch shares an inspiring collection of leadership stories from seven iconic women around the world. Stories that explore new leadership models, concepts and tools, to inspire action and solve global challenges.

Featuring exclusive interviews with Christiana Figueres

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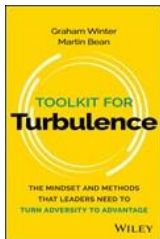
The Unlocked Leader: Dare to Free Your Own Voice, Lead with Empathy, and Shine Your Light in the World

Hortense le Gentil

The most effective leaders are "human leaders:" leading with empathy, vulnerability, and authenticity. But many still adhere to the outdated myth that leaders must be "superhero leaders: infallible, unflappable, and fearless." Tragically, their innate ability to inspire remains locked within, blunting their impact.

In *The Unlocked Leader* veteran executive leadership coach Hortense le Gentil combines real life stories, rigorous research, and practical tools to explain how superhero leaders can become effective human leaders. You'll

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Toolkit for Turbulence: The Mindset and Methods That Leaders Need to Turn Adversity to Advantage

Graham Winter, Martin Bean

Don't just survive adversity: turn it to your advantage

To succeed as a high-performing leader today, you need to know how to navigate extreme change and uncertainty. *Toolkit for Turbulence* unpacks the mindset and methods used by top leaders and teams to assess, adapt, and respond to unforeseen challenges and ambiguity. With this book, you'll learn how to seize the unexpected as an opportunity to develop your leadership capabilities and build a more adaptive team. From visual models to guided

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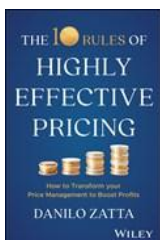
Marketing 6.0: The Future is Immersive

Philip Kotler, Hermawan Kartajaya, Iwan Setiawan

Rediscover the fundamentals of marketing along with the rise of metamarketing from the best in the business

In *Marketing 6.0*, the celebrated promoter of the "Four P's of Marketing," Philip Kotler, explains how marketers can use technology to address customers' needs and make a difference in the world. In a new age of metamarketing, this book provides marketers with a way to integrate technological and business model evolution with the dramatic shifts in consumer behavior that have happened in the last decade. Readers will learn about:

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The 10 Rules of Highly Effective Pricing: How to Transform Your Price Management to Boost Profits

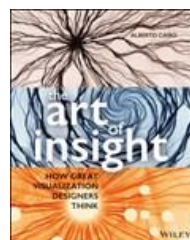
Danilo Zatta

Transform your organisation's pricing strategy to take advantage of exciting new opportunities to unlock profitable growth

In *The Ten Rules of Highly Effective Pricing*, renowned pricing strategist Danilo Zatta delivers an insightful and effective roadmap to taking control of your organisation's monetization strategies and boosting profits.

The author explains the 10 key elements to transform your price management; such as making pricing a CEO priority, instilling a culture of profit, selling value

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The Art of Insight: How Great Visualization Designers Think

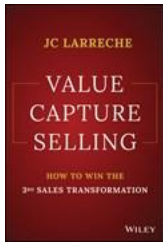
Alberto Cairo

Learn how expert data visualization designers reason about their craft

In *The Art of Insight: How Great Visualization Designers Think*, renowned visualization designer and educator Alberto Cairo, in conversation with several leaders in the field, delivers an inspiring exploration of how they make design choices. The book is a celebration of visualization, and a personal journey that dives into subjects like:

- How the professional background and life experiences of every designer shape their choices

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Value Capture Selling: How to Win the 3rd Sales Transformation

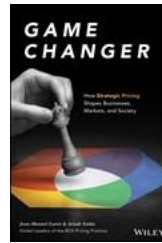
Jean-Claude Larreche

In sales, it's not just about convincing a client to pay the highest price, selling the highest volume, generating the highest profit, or obtaining the highest client satisfaction. It is about integrating all of these elements to contribute to the company's value creation mission in a sustainable way.

Value Capture Selling takes the reader through a number of essential areas:

- Sales & negotiation training
- Decision-making
- Building key competencies in negotiation, sales

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Game Changer: How Strategic Pricing Shapes Businesses, Markets, and Society

Jean-Manuel Izaret, Arnab Sinha

THE STRATEGIC PRICING HEXAGON and its seven games

"The biggest benefit of *Game Changer* is that it will encourage business leaders to step back and think through the fundamentals of their business: how do we create and share value? This is the first book I've read that provides a clear and practical definition of pricing strategy—and how to determine one—instead of going straight to the numbers."

MARIN GJAJA, CHIEF CUSTOMER OFFICER, FORD MODEL E

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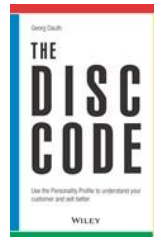
Revenue Revolution: Designing and Building a High-Performing Sales Team

Matt Doyon

Transform your sales process through effective collaboration between sales leadership and front-line sales staff

In *Revenue Revolution: Designing and Building a High-Performing Sales Team*, the Co-Founder and CEO of Triple Session, Matt Doyon, delivers an insightful and practical discussion of how to maximize sales success by encouraging collaboration between sales leadership and front-line sales personnel. In the book, you'll learn how to utilize a design-build model to create a fully integrated sales organization made up of six interlocking systems.

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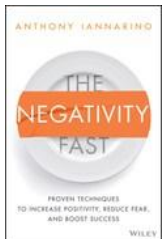
The DiSC Code: Use the Personality Profile to Understand Your Customer and Sell Better

Georg Dauth

Those who are able to assess themselves and their customers are better in adapting to their counterparts and their needs. The result: Salespeople learn how to deal with all types of customer. And the customers feel that they have been completely understood and trust the salesperson. Both sides are ultimately satisfied and happy. Automatic success is thus guaranteed.

This is where the DiSC® personality profile comes in. It deals with the basic characteristics of people. There are 4 basic types: Dominance, Influence, Steadiness and Conscientiousness. If you are aware of these types in your

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The Negativity Fast: Proven Techniques to Increase Positivity, Reduce Fear, and Boost Success

Anthony Iannarino

Learn to transform your perspective and lead with positivity

In *The Negativity Fast: Proven Techniques to Increase Positivity, Reduce Fear, and Boost Success*, sales leader and strategist Anthony Iannarino delivers an exciting and effective new take on creating and sustaining powerful sales processes. You'll learn to lead with positivity as you harness negative emotions to make lasting changes for the better and explore the power of gratitude to transform your mental outlook.

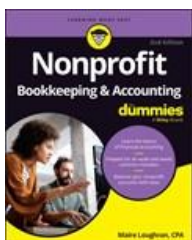
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David A. Aaker, Christine Moorman

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Loughran

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Nonprofit Bookkeeping & Accounting For Dummies is a helpful guide for anyone who is responsible for financial and accounting operations in nonprofit organizations or needs to read and understand a nonprofit financial statement. It includes information on the basics of nonprofit bookkeeping, general nonprofit accounting principles, basic financial statements, and specific laws and regulations that govern the accounting of nonprofit

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Michael I. Sanders

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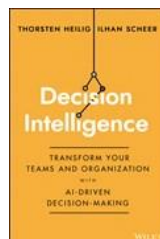
The Tax Law of Private Foundations (6th Edition)

Shane T. Hamilton, Bruce R. Hopkins

Insightful analysis and clarification of private foundation tax law combined with hands-on practice tools that make compliance simpler

Now in its sixth edition, *The Tax Law of Private Foundations* by Bruce Hopkins and Shane Hamilton serves as the ultimate reference for navigating the complex regulations faced by private foundations. This comprehensive book is regularly updated to incorporate the latest changes in tax law, providing executives and professionals with valuable clarification, expert insights, and practical instruction.

With each edition supplemented annually, readers can rely



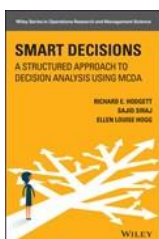
Decision Intelligence: Transform Your Team and Organization with AI-Driven Decision-Making

Thorsten Heilig, Ilhan Scheer

Dramatically improve your decisions with data and AI

In *Decision Intelligence: How to Transform Your Team and Organization with AI-Driven Decision-Making*, a team of pioneering decision and AI strategists delivers a digestible and hands-on resource for professionals at every part of the decision-making journey. The book discusses the latest technology and approaches that bridge the gap between behavioral science, data science, and technological innovation.

Discover how leaders from various industries and



Smart Decisions: A Structured Approach to Decision Analysis

RE Hodggett

Explore the fundamentals of Multi-Criteria Decision Analysis with help from Excel® and R

In *Smart Decisions: A Structured Approach to Decision Analysis using MCDA*, a distinguished team of decision-making specialists delivers a comprehensive and insightful exploration of the fundamentals of Multi-Criteria Decision Analysis methods. The book offers guidance on modeling decision problems using some of the most powerful methods in operations research.

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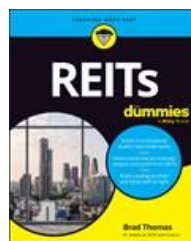
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Project Based Problem Solving and Decision Making: A Guide for Project Managers

Harold Kerzner

A project manager's guide to solving complex project issues and making strategic decisions

An everyday resource for project managers who are tasked with identifying and solving complex problems, *Project Based Problem Solving and Decision Making* offers valuable guidance on how to make informed decisions that move projects forward, provides project managers with expert advice for communicating clearly and effectively with team members and project stakeholders, and describes how to effectively lead project teams and empower team members to make strategic project



REITs For Dummies

Brad Thomas

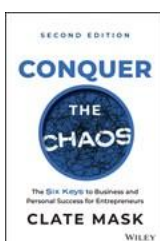
Get the 411 on real estate investment trusts (REITs) and how they might fit into your portfolio

Are you looking for exciting—but responsible—new investment opportunities that go beyond simple stocks and bonds?

In *REITs For Dummies*, celebrated investing lecturer and author Brad Thomas delivers an easy-to-understand guide to getting started with real estate investment trusts—also known as “REITs.” These flexible and lucrative investment tools package together individual properties so you can invest in land and buildings without the hassle of being a landlord.

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Conquer the Chaos: The Six Keys to Business and Personal Success for Entrepreneurs (2nd Edition)

Mask

Make your small business work for you with this expert guide on entrepreneurship

In the newly revised second edition of *Conquer the Chaos*, celebrated author and CEO of Keap, a world-leading provider of marketing automation software for small business, Clate Mask, delivers yet another incisive and exciting roadmap to entrepreneurial success for small business owners. The book offers six non-negotiable, must-have strategies for entrepreneurs, as well as an engaging mix of stories, quotes, anecdotes, and examples



Self-Made: Build a Big Life from a Small Business

Olivia Carr

Rewrite your narrative and create a legacy by building a business, your way

From Olivia Carr, founder of Shhh Silk, *Self-Made: Build a Big Life from a Small Business* is an inspirational and practical guide that will empower you to grow a profitable, successful business, no matter your stage of life. A mother at a young age, and without formal qualifications, in her twenties Olivia found herself struggling with climbing debt. *Self-Made* is the story of how she turned her life around in her thirties and founded Shhh Silk: a multi-million-dollar brand loved by women globally. But more than that, Se...

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Selling Online For Dummies

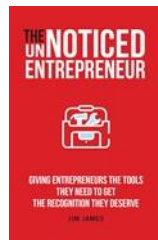
P Waddy

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?

In *Selling Online For Dummies*, accomplished exec and online shopping guru Paul Waddy shows you exactly how to get started in setting up your online shop. With an expert's eye for business, and an easy-to-understand take on the technical stuff

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The UnNoticed Entrepreneur, Book 2: Giving Entrepreneurs the Tools They Need to Get the Recognition They Deserve (2nd Edition)

Jim James

Classic and outside-the-box tactics for taking your company to the next level

The UnNoticed Entrepreneur gives you practical advice for drawing customers into your vision and rising above the rabble. Specifically, this book shows you how you can share the vision for your company, the *why* behind your product or service. If you can do that, customers will come. The secret? You already have everything you need to become famous in your market. You don't need expensive ad agencies and faddish strategies. After all, you

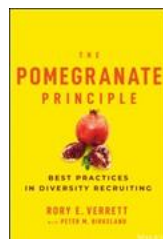
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Difficult Conversations Don't Have to Be Difficult

Gordon

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The Pomegranate Principle: Best Practices in Diversity Recruiting

Rory E. Verrett

Attract and retain the best and brightest professionals with these effective strategies for diverse talent recruitment

In *The Pomegranate Principle: Best Practices in Diversity Recruiting*, veteran executive search consultant and DEI expert Rory Verrett writes with clarity and expertise about the best practices in recruiting and retaining diverse talent for your organization. He offers proven, tangible solutions and accessible strategies for making the recruitment and retention of diverse talent the centerpiece of your diversity, equity, and inclusion (DEI) vision.

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Generative AI: Navigating the Course to the Artificial General Intelligence Future

Martin Musiol

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Generative AI: Revolutionizing Business and Everyday Life provides an overview of the short but eventful history of GenAI, describes the impressive achievements that GenAI models have reached so far, and explores how the technology is likely to evolve in the future.

The book breaks down complex but foundational GenAI concepts which won't change frequently into simplified pieces and paints a promising future of this tech. You'll see why it's likely that different types of models merge into broader AI with higher quality which paves the way for Artificial General Intelligence - AGI. The book expl...

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Sean Masaki Flynn

Learn the basics of economics and keep up to date on our ever-changing economy

Whether you're studying economics in high school or college, or you're just interested in taking a peek into the complexities of how money moves, *Economics For Dummies* is the go-to reference that transforms complex economic concepts into easy-to-understand reading. With the simple explanations in this book, you'll master key topics like supply and demand, consumer behavior, and how governments and central banks attempt to avoid—or at least ameliorate—business downturns and recessions.

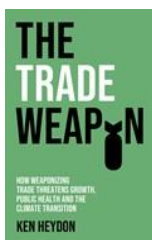
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The Trade Weapon: How Weaponizing Trade Threatens Growth, Public Health and the Climate

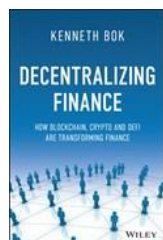
Ken Heydon

Prompted by geo-strategic rivalry and the war in Ukraine, COVID-19 and the climate transition, trade policy is increasingly being weaponized. This trend towards protectionist capture and retaliation is self-sabotaging and bad for growth. But there is another way.

In this hard hitting book, Ken Heydon offers alternatives to the trade weapon: the need for diplomatic carrots to accompany the sanctions stick; for resilience in supply chains, not self sufficiency through ill-advised reshoring and friendshoring; for multilateral, WTO, remedies to rule based trade system that leads to the peace and



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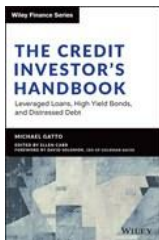
Decentralizing Finance: How Blockchain, Digital Assets and DeFi are Transforming Finance

Kenneth Bok

An exciting exploration of the promise and perils of decentralized finance

In *Decentralizing Finance: How Blockchain, Crypto and DeFi are Transforming Finance*, blockchain and finance expert Kenneth Bok delivers a compelling discussion of the current state of decentralized finance (DeFi) as smart contracts and cryptocurrencies continue to drive the ongoing revolution in finance. You'll discover how DeFi is rivaling traditional finance in making systems more efficient, interoperable, and accessible, while taking stock of the collateral damage that it seems to be having on

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The Credit Investor's Handbook: Leveraged Loans, High Yield Bonds, and Distressed Debt

Michael Gatto

Prepare for or enhance a career investing in the credit markets with this authoritative guide.

The leveraged credit market is currently valued at over \$4 trillion and is one of the fastest-growing asset classes, fueling demand for well-trained credit analysts.

The Credit Investor's Handbook: Leveraged Loans, High Yield Bonds, and Distressed Debt is the definitive guide for young investment professionals embarking on a career investing in the leveraged credit markets – whether public, private, performing, or distressed. Experienced professionals will also immensely benefit from this guide as

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A History of Private Markets

S Hepp



Any Happy Returns: Structural Changes and Super Cycles in Markets

Peter C. Oppenheimer

Any Happy Returns is a sister book to *The Long Good Buy*, focused on longer term secular trends in economies and markets, the factors that drive them and their influence on prospective returns, for example de-globalisation, higher cost of capital, demographics, geo-politics, etc.

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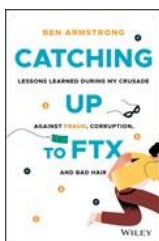
Safe Haven: Investing for Financial Storms

Mark Spitznagel, Nassim Nicholas Taleb

What is a safe haven?

What role should they play in an investment portfolio? Do we use them only to seek shelter until the passing of financial storms? Or are they something more? Contrary to everything we know from modern financial theory, can higher returns actually come as a result of lowering risk? In *Safe Haven*, hedge fund manager Mark Spitznagel—one of the top practitioners of safe haven investing and portfolio risk mitigation in the world—answers these questions and more. Investors who heed the message in this book will never look at risk mitigation the same way again.

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Catching Up to FTX

Ben Armstrong

Ben Armstrong was one of the first to start raising the alarm about FTX and Samuel Bankman-Fried. This book will document the collapse of FTX and the fall of Samuel Bankman-Fried from an industry insider. The book will examine what some of the signs of fraud that were taking place and provide a play-by-play analysis of FTX's collapse which took place over a 10-day period in November 2022 (including what Armstrong saw in the Bahamas when Bankman-Fried was extradited back to the United States).

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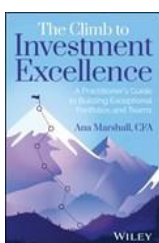
The Crypto Launderers: Crime and Cryptocurrencies from the Dark Web to DeFi and Beyond

David Carlisle

Re-discover the crypto underground

In *The Crypto Launderers: Crime and Cryptocurrencies from the Dark Web to DeFi and Beyond*, renowned anti-money laundering and counter-terrorist financing expert David Carlisle delivers a fascinating breakdown of the impact of crime on the world of Bitcoin and other cryptocurrencies. Tracking the history and evolution of crypto crime from the rise of the Dark Web to the present day, Carlisle recounts how an increasingly complex money laundering ecosystem has taken root in the crypto space.

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The Climb to Investment Excellence: A Practitioner's Guide to Building Exceptional Portfolios and Teams

Ana Marshall

A go-to resource for institutional investors and asset allocators seeking practical advice from a proven leader in the field

In *The Climb to Investment Excellence: A Practitioner's Guide to Building Exceptional Portfolios and Teams*, celebrated institutional investor and asset allocator Ana Marshall draws on her 36 years' experience in finance and investment to deliver a comprehensive and practical blueprint for a resilient and high-performing institutional portfolio, as well as a reliable roadmap for the

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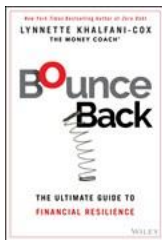
BlackRock's Guide to Fixed-Income Risk Management

Bennett W. Golub, BlackRock, Inc.

An irreplaceable roadmap to modern risk management from the undisputed masters of the subject

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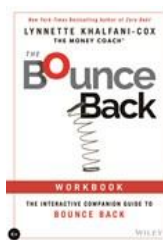


Bounce Back: The Ultimate Guide to Financial Resilience

Lynnette Khalfani-Cox

In *Bounce Back*, veteran financial coach and bestselling author Lynnette Khalfani-Cox explains how she slayed six figures of consumer debt in a mere three years and went on to build a seven-figure personal net worth. The author shows you how to take on—and defeat—the most common and difficult challenges facing Americans today, from debt, disability, and job downsizing to disasters, discrimination, divorce, and more. She draws on her own extensive experience helping people with their most intractable financial problems, the wisdom of other money coaches, financial therapists, certified financial...

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Bounce Back: Workbook

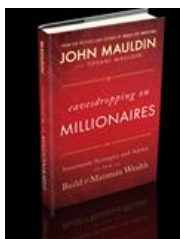
Lynnette Khalfani-Cox

Headline

Dive deeper into the lessons from Lynnette Khalfani-Cox's popular book, *Bounce Back: The Ultimate Guide to Financial Resilience*, and rebound financially with this workbook. A noted personal finance coach and New York Times-bestselling author, Lynnette maps out a course for navigating some of life's toughest obstacles and walks you through hands-on activities you can take to recover from the "Dreaded Ds," including debt, downsizing from a job, divorce, the death of a loved one, disability, discrimination, and more.

With *The Bounce Back Workbook*, you'll learn to rise from

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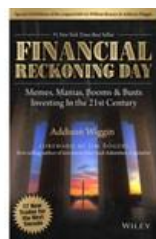
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John F. Mauldin, Tiffani Mauldin

Discover how the wealthy think about, earn, spend, and invest money

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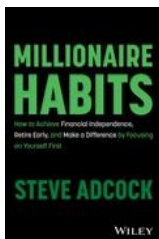
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Addison Wiggin, William Bonner

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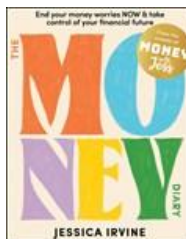
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Steve Adcock

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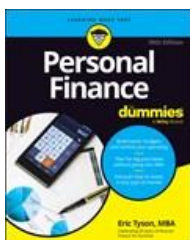
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Jessica Irvine

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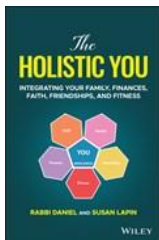
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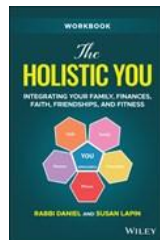


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Rabbi Daniel Lapin

Family. Faith. Finance. Friendship. Fitness. Learn to balance and integrate these five critical areas of life.

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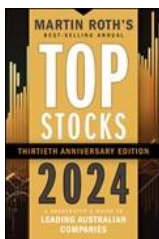


The Holistic You Workbook: Integrating Your Family, Finances, Faith, Friendships, and Fitness

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An essential companion to The Holistic You

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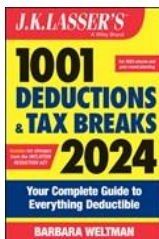


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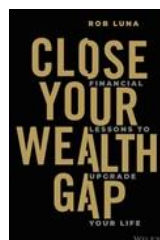
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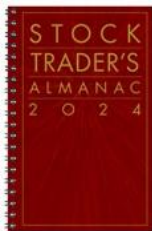
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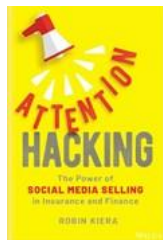
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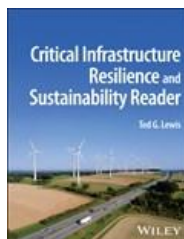
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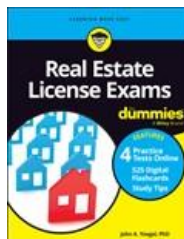


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