Digital Scale The Playbook You Need To Transform Your Company

"This book is for people worrying about their sinking ship. Based on experience, it is a guide for navigating the blockers, buzzwords and bloody-mindedness that doom any analogue organisation trapped into thinking that while the internet has changed the world, it won't change their world. Companies that grew up on the web have changed our expectations of the services we rely on. We demand simplicity, speed and low cost. Organizations founded before the Internet aren't keeping up - despite spending millions on IT, marketing and 'innovation'. This book is a guide to building a digital institution. It explains how a growing band of reformers in businesses and governments around the world have helped their organizations pivot to this new way of working, and what lessons others can learn from their experience. It is based on the authors' experience designing and helping to deliver the UK's Government Digital Service (GDS). The GDS was a new institution made responsible for the digital transformation of government, designing public services for the Internet era. It snipped £4 billion off the government's technology bill, opened up public sector contracts to thousands of new

suppliers, and delivered online services so good that citizens chose to use them over the offline alternatives, without a big marketing campaign. Other countries and companies noticed, with the GDS model now being copied around the world." Effective teaching is effective teaching, no matter where it occurs The pandemic teaching of mid-2020 was not really distance learning, but rather crisis teaching. But starting now, teachers have the opportunity to prepare for distance learning with purpose and intent—using what works best to accelerate students' learning all the while maintaining an indelible focus on equity. Harnessing the insights and experience of renowned educators Douglas Fisher, Nancy Frey, and John Hattie, The Distance Learning Playbook applies the wisdom and evidence of VISIBLE LEARNING® research to understand what works best with distance learning. Spanning topics from teacher-student relationships, teacher credibility and clarity, instructional design, assessments, and grading, this comprehensive playbook details the research- and evidence-based strategies teachers can mobilize to deliver high-impact learning in an online, virtual, and distributed environment. This powerful guide includes: · Learning Intentions and Success Criteria for each module to track your own learning and model evidence-based teacher practices for meaningful learning · A diversity of instructional approaches,

including direct instruction, peer learning, and independent work that foster student self-regulation and move learning to deep and transfer levels · Discussion of equity challenges associated with distance learning, along with examples of how teachers can work to ensure that equity gains that have been realized are not lost. · Special guidance for teachers of young children who are learning from a distance · Videos of the authors and teachers discussing a wide variety of distance learning topics · Space to write and reflect on current practices and plan future instruction The Distance Learning Playbook is the essential hands-on guide to preparing and delivering distance learning experiences that are truly effective and impactful. Do you want to build a dream business, but don't know how or even what to do? Owning your own business, and being your own boss, is the only way to break free from the shackles of corporate, pursue the entrepreneurial dream, and live the laptop lifestyle. Imagine having the financial freedom to live and work location free. To work less but earn more. And to spend more time doing the things you really love, with the people you love - without worrying about where the money is coming from. Well, the time for imagining is over, and the time for actually doing has arrived! The secret to financial and location freedom is starting a business that creates recurring income from Day One. A Digital Agency is

that business. Ninety-nine percent of businesses need help getting more online leads. That's over 8.5 million small businesses in the United States alone. You can be the help they need. How? By starting a Digital Agency - and this book will show you how. As a Digital Agency owner, you'll find customers for your clients using internet marketing. It's that simple! Do it right, and you can earn $5,000, $10,000, even $100,000 per month, and more. The best part? It's sustainable income. You never have to worry about slogging back to the nine-to-five again. Digital Agency FastTrack will show you how to: Grow a wildly successful business from the ground-up - whether you have marketing clients already, work a corporate job, or stay at home with the kids. Create recurring income in your business from Day One. Avoid the mistakes that keep other Agencies from making the big bucks. Master the 3 strategies (Yes, only 3!) to make serious money for your clients. Scale your Agency so you can cash out. By following the processes in this book, people just like you have built successful, sustainable Digital Agencies from scratch with real, paying clients. Now, it's your turn. EDGE: The Agile Operating Model That Will Help You Successfully Execute Your Digital Transformation "[The authors'] passion for technology allows them to recognize that for most enterprises in the 21st century, technology is THE business. This is what really separates the EDGE

approach. It is a comprehensive operating model with technology at its core." —From the Foreword by Heidi Musser, Executive Vice President and Principal Consultant, Leading Agile; retired, Vice President and CIO, USAA Maximum innovation happens at the edge of chaos: the messy, risky, and uncertain threshold between randomness and structure. Operating there is uncomfortable but it's where organizations "invent the future." EDGE is a set of fast, iterative, adaptive, lightweight, and value-driven tools to achieve digital transformation, and EDGE: Value-Driven Digital Transformation is your guide to using this operating model for innovation. Jim Highsmith is one of the world's leading agile pioneers and a coauthor of the Agile Manifesto. He, Linda Luu, and David Robinson know from their vast in-the-trenches experience that sustainable digital transformation requires far more than adopting isolated agile practices or conventional portfolio management. This hard, indispensable work involves changing culture and mindset, and going beyond transforming the IT department. EDGE embraces an adaptive mindset in the face of market uncertainty, a visible, value-centered portfolio approach that encourages continual value linkages from vision to detailed initiatives, incremental funding that shifts as strategies evolve, collaborative decision-making, and better risk mitigation. This guide shows leaders how to use the breakthrough

EDGE approach to go beyond incremental improvement in a world of exponential opportunities. Build an organization that adapts fast enough to thrive Clear away unnecessary governance processes, obsolete "command and control" leadership approaches, and slow budgeting/planning cycles Improve collaboration when major, fast-paced responses are necessary Continually optimize investment allocation and monitoring based on your vision and goals Register your product for convenient access to downloads, updates, and/or corrections as they become available. See inside book for details.

Digital @ ScaleThe Playbook You Need to Transform Your CompanyJohn Wiley & Sons

As whole, the ecommerce industry is ANTIQUATED. It's out of date! and is way way way behind in terms of what's actually working in the world of online business. Most ecommerce business owners are still doing things in the same way they were done back in the early dot com days. And that my friend is a recipe for disaster. There is SO much more to ecommerce than building a store, filling it with products and driving some traffic. If that describes you and your business, then let this be your wake up call! There is a transformative shift happening in the ecommerce industry right now. What worked before is either no longer an option or is rapidly losing its effectiveness. It's time for you as an ecommerce

entrepreneur to evolve your brand, your business and your brain. THIS BOOK, Is the playbook for capitalizing on this evolution. Ecommerce Evolved contains a simple, repeatable and proven formula to help you build, grow and scale a wildly profitable ecommerce business in today's competitive market. You will find Zero Theory inside this book. Tanner Larsson has distilled years of research & practical in-the-trenches ecommerce experience into a hard hitting ecommerce blueprint. The book is broken up into 4 distinct parts and each part is then broken down into a number of focused chapters. The book kicks off with the 12 Principles of Ecommerce that have been developed after working with over 10,000 different businesses. These 12 principles...of which we can almost guarantee you are violating over half of...are what differentiate the thriving ecommerce businesses from the mediocre ones. Part 1 which is called Evolved Strategy and is where we pull back the curtain, take you behind the scenes, and show you how 7, 8 and 9 figure ecommerce businesses really work. Part 2 is called Evolved Intelligence and deals with the most underutilized aspect of most ecommerce businesses...your Data. Part 3 is called Evolved Marketing. In this section you will learn how to leverage the your business's structure and data to build create systematic and highly automated marketing campaigns for both the front end and back end of your business that produce massive return on

investment. Ecommerce Evolved takes you through the exact same processes I take my high level clients through as we restructure their businesses for maximum growth, profitability and most importantly longevity. As an added benefit... Ecommerce evolved is also the key that will unlock access to my private ecommerce community. This is an up till now secret group of ecommerce professionals where we talk shop, strategize and grow our businesses through the collective genius of the group. This book is literally the step-by-step blueprint to building a successful and highly profitable ecommerce business and the private community is the support group that will help you along the way.

Imagine if you had the exact playbook used by today's top startups to grow a business online. That's what Jim Huffman is giving you with The Growth Marketer's Playbook. In this honest how-to guide, VC advisor & startup founder, Jim Huffman, serves up the exact growth marketing strategies he uses to help companies achieve explosive growth.

Available for the First Time: The Complete Social Entrepreneur's PlaybookCovers all three phases of the start-up to scale-up process, developed with reader feedback from "one of the more unusual ebook...experiments of the year" (ThinReads)Wharton professor Ian C. MacMillan and Dr. James Thompson, director of the Wharton Social Entrepreneurship Program, provide a tough-love

approach that significantly increases the likelihood of a successful social enterprise launch in the face of the high-uncertainty conditions typically encountered by social entrepreneurs.MacMillan and Thompson used their own systematic framework to publish The Social Entrepreneur's Playbook. To test the market, they offered the first phase in their start-up method (step 1) as a free ebook. Readers were invited to join The Social Entrepreneur's Advisory Group, and nearly 300 aspiring and active social entrepreneurs shared feedback that helped shape the complete edition of the book, which covers all three steps in the start-up to scale-up process.Based on this crowd-sourced feedback from readers of the free ebook and drawing on the authors' more than 26 years' combined experience developing and studying social enterprises in the field across Africa and in the United States, this new edition provides guidance for each phase:Phase One: Pressure Test Your Start-Up Idea. Based on the free ebook, this expanded section now includes advice on setting revenue and social impact goals, how to navigate the sociopolitical landscape, and how to develop a strong concept statement. In addition, MacMillan and Thompson provide advice on how to identify and test a proposed revenue-generating solution and define and segment your target population. Phase Two: Plan Your Social Enterprise. All new to this edition, this critical phase shows you how to frame and

scope the venture, determine what it will take to actually deliver a sustainable enterprise, identify the key assumptions that have been made, and design checkpoints to test those assumptions before making major investments. Phase Three: Launch and Scale Your Social Enterprise. Available for the first time in this edition, you will learn how to effectively launch your enterprise, manage upside potential and downside risk, and strategically scale up.Filled with accessible frameworks and tools, as well as inspiring stories of social entrepreneurs, The Social Entrepreneur's Playbook is a must-read for any aspiring or active social entrepreneur, as well as philanthropists, foundations, and nonprofits interested in doing more good with fewer resources.Includes access to downloadable planning documents, including user-friendly spreadsheets Harness your company's incumbent advantages to win the digital disruption game Goliath's Revenge is the practical guide for how executives and aspiring leaders of established companies can run the Silicon Valley playbook for themselves and capitalize on digital disruption. Technologies like artificial intelligence, robotics, internet of things, blockchain, and immersive experiences are changing the basis of competition in every industry. New competitors are emerging while traditional ones are falling behind. Periods of intense change provide remarkable opportunities. Goliath's Revenge

delivers an insider's view of how industry leaders like General Motors, NASA, The Weather Channel, Hitachi, Mastercard, Proctor & Gamble, Penn Medicine, Discovery, and Cisco are accelerating innovation, building new skills, and disrupting themselves to come out stronger in this post-digital age. Learn how to leverage your company's scale, reach, data, and expertise to launch breakthrough offerings that fend off attackers and secure your position as a future industry leader. Using real success cases and recommendations, this invaluable resource shows how to realign your business model, reset your talent development priorities, and retake market share lost to digital-ready competitors. Drawing from extensive experience in digital transformation, leadership development, and strategic planning, the authors show how established companies can switch from defense to offense to thrive in this new digital environment. Learn the six new rules that separate winners from losers in the age of digital disruption Prioritize your innovation investments to rebuild your competitive moat Employ smart cannibalization to defend your core business Deliver step-change customer outcomes to grow into adjacent markets Reframe your purpose and make talent the centerpiece of your digital innovation strategy Goliath's Revenge is a must-read for business leaders and innovators in small, mid-sized, and large

organizations trying to win the digital disruption game. This book helps you reset both your company strategy and professional development priorities for long-term success.

Everything changes. We are currently immersing in the Digital Era and going through in-depth change. The companies, economy, society, and even us as individuals are changing (or should be). Managing in the Digital Era is a new challenge for entrepreneurs, managers, marketeers, economists, politicians... The impact of change is such that no one is left out. Communication is in the core of these changes, requiring an in-depth review of the Media industry business models and also those of other industries. Technology, on the other hand, is the major engine of this new Era, and more than ever the leading role will be played by leaders and their teams. Today, any citizen speaks to the world, asks questions and makes demands. This book pictures the changes andthe paths that are being designed by world giants, and clarifies the new challenges facing us.

Rethink your business for the digital age. Every business begun before the Internet now faces the same challenge: How to transform to compete in a digital economy? Globally recognized digital expert David L. Rogers argues that digital transformation is not about updating your technology but about upgrading your strategic thinking. Based on Rogers's decade of research and teaching at Columbia Business School, and his consulting for businesses around the world, The Digital Transformation Playbook shows how pre-digital-era companies can reinvigorate their game plans and capture the new opportunities of the digital world. Rogers shows why traditional businesses need to rethink their underlying assumptions in five domains of strategy—customers, competition, data, innovation, and value. He reveals how to

harness customer networks, platforms, big data, rapid experimentation, and disruptive business models—and how to integrate these into your existing business and organization. Rogers illustrates every strategy in this playbook with real-world case studies, from Google to GE, from Airbnb to the New York Times. With practical frameworks and nine step-by-step planning tools, he distills the lessons of today's greatest digital innovators and makes them usable for businesses at any stage. Many books offer advice for digital start-ups, but The Digital Transformation Playbook is the first complete treatment of how legacy businesses can transform to thrive in the digital age. It is an indispensable guide for executives looking to take their firms to the next stage of profitable growth.

Which kinds of companies will thrive and which will get crushed by the powerful forces in the global business landscape now at work? This groundbreaking new guide will help you adapt and change your business to thrive among digital giants, including Google, Facebook, and Amazon. Drawing on considerable original research and case studies from Wang's acclaimed firm, Constellation Research, this groundbreaking guide reveals which kinds of companies will thrive and which will get crushed by the powerful forces now at work. Ultimately, you will understand how the business world is changing in the face of extreme competition and, most importantly, you will learn how to adapt now to stay relevant and in demand. Everybody Wants to Rule the World will help you: Understand the power of Data-Driven Digital Networks and how they have driven the most successful companies of our time. Learn how extreme consolidation is changing the global business landscape and what this means for businesses of all types and sizes in terms of understanding where you fit in the value chain. Gain insights into what innovative companies are doing right now to

position themselves in this new reality. Take your business from status quo to market leader.

This book gathers the latest advances, innovations, and applications in the field of environmental and construction engineering, as presented by international researchers and engineers at the 2nd International Conference on Efficient Production and Processing, held on February 25-26, 2021. It covers highly diverse topics, including use of secondary raw materials in construction technologies; urban waste management logistics; use of recycled materials in road construction; safety and security in waste handling; food science and agriculture; waste and water treatment; and environmental economics. The contributions, which were selected by means of a rigorous international peer-review process, highlight numerous exciting ideas that will spur novel research directions and foster multidisciplinary collaborations. How do today's most successful tech companies—Amazon, Google, Facebook, Netflix, Tesla—design, develop, and deploy the products that have earned the love of literally billions of people around the world? Perhaps surprisingly, they do it very differently than the vast majority of tech companies. In INSPIRED, technology product management thought leader Marty Cagan provides readers with a master class in how to structure and staff a vibrant and successful product organization, and how to discover and deliver technology products that your customers will love—and that will work for your business. With sections on assembling the right people and skillsets, discovering the right product, embracing an effective yet lightweight process, and creating a strong product culture, readers can take the information they learn and immediately leverage it within their own organizations—dramatically improving their own product efforts. Whether you're an early stage startup working to get to product/market fit, or a growth-stage company working to

scale your product organization, or a large, long-established company trying to regain your ability to consistently deliver new value for your customers, INSPIRED will take you and your product organization to a new level of customer engagement, consistent innovation, and business success. Filled with the author's own personal stories—and profiles of some of today's most-successful product managers and technology-powered product companies, including Adobe, Apple, BBC, Google, Microsoft, and Netflix—INSPIRED will show you how to turn up the dial of your own product efforts, creating technology products your customers love. The first edition of INSPIRED, published ten years ago, established itself as the primary reference for technology product managers, and can be found on the shelves of nearly every successful technology product company worldwide. This thoroughly updated second edition shares the same objective of being the most valuable resource for technology product managers, yet it is completely new—sharing the latest practices and techniques of today's most-successful tech product companies, and the men and women behind every great product.

Bring your company into the digital era without compromising your core business In The Digital Transformer's Dilemma: How to Energize Your Core Business While Building Disruptive Products and Services, the authors show companies how to go digital while also advancing their core business. The book emphasizes how to strike a difficult balance between establishing a new (digital) business and re-vitalizing – and digitizing – the legacy business. The core of the book is focused on the actual implementation of the digital transformation across both businesses, providing concrete tips, tricks, tools and action plans across six key dimensions: Crafting a flexible organization Using technology as a driver Designing the necessary processes Building transformational

leaders "Right-skilling" the workforce of the future Galvanizing cultural change The Digital Transformer's Dilemma is a very visual book, filled with dozens of engaging illustrations that bring the contained concepts to life on the page. Based on 100+ interviews with senior executives at leading companies (such as Nestlé, Novartis, Volkswagen, BNP Paribas, BASF and Michelin) and smaller hidden champions, numerous illuminating case studies, and the authors' own experience from working in international management consulting and years of academic experience, the book highlights the fundamental principles required for executives and businesspeople to transform legacy organizations into digitally empowered companies. Most transformations and large-scale change programs fail, but in a rapidly changing world change is becoming more and more critical for survival. The HERO Transformation Playbook is your step-by-step playbook of EXACTLY how to deliver successful transformations and large-scale change programs with the best chance of success using the HERO Transformation Framework: a clear method to help you design transformation for maximum enterprise value creation and then deliver the outcome in a repeatable fashion. We built our framework through trial and error, learning from our mistakes and successes and solving common issues we came across and pitfalls that we have seen time and again. We then spent many years honing the framework, removing the fluff, distilling the concepts until it contained everything you need to succeed in the challenging world of change. In this book we teach you everything we've learned – including all of the roles, processes, meetings, governance, and templates for you to follow and apply to your transformation today - so that you can crack the code of change and lead successful transformations on your own. The more successful transformations that are delivered, the better the world will be

for everyone!

Delve into industrial digital transformation and learn how to implement modern business strategies powered by digital technologies as well as organization and cultural optimization Key Features Identify potential industry disruptors from various business domains and emerging technologies Leverage existing resources to identify new avenues for generating digital revenue Boost digital transformation with cloud computing, big data, artificial intelligence (AI), and the Internet of Things (IoT) Book Description Digital transformation requires the ability to identify opportunities across industries and apply the right technologies and tools to achieve results. This book is divided into two parts with the first covering what digital transformation is and why it is important. The second part focuses on how digital transformation works. After an introduction to digital transformation, you will explore the transformation journey in logical steps and understand how to build business cases and create productivity benefit statements. Next, you'll delve into advanced topics relating to overcoming various challenges. Later, the book will take you through case studies in both private and public sector organizations. You'll explore private sector organizations such as industrial and hi-tech manufacturing in detail and get to grips with public sector organizations by learning how transformation can be achieved on a global scale and how the resident experience can be improved. In addition to this, you will understand the role of artificial intelligence, machine learning and deep learning in digital transformation. Finally, you'll discover how to create a playbook that can ensure success in digital transformation. By the end of this book, you'll be well-versed with industrial digital transformation and be able to apply your skills in the real world. What you will learn Get up to speed with digital transformation and its important aspects Explore

the skills that are needed to execute the transformation Focus on the concepts of Digital Thread and Digital Twin Understand how to leverage the ecosystem for successful transformation Get to grips with various case studies spanning industries in both private and public sectors Discover how to execute transformation at a global scale Find out how AI delivers value in the transformation journey Who this book is for This book is for IT leaders, digital strategy leaders, line-of-business leaders, solution architects, and IT business partners looking for digital transformation opportunities within their organizations. Professionals from service and management consulting firms will also find this book useful. Basic knowledge of enterprise IT and some intermediate knowledge of identifying digital revenue streams or internal transformation opportunities are required to get started with this book.

An expert guide for senior executives who want to quickly understand what really matters in digital business and what it takes to win. Today's technology demands lightning-fast changes. But speed without purpose is not progress. In Fast Times, McKinsey leaders cut through the hype to provide a readable inside look into what digital winners do best: set direction, learn, and adapt faster than anyone else. For executives frustrated with their pace of change, Fast Times digs into the root questions that shine a light on the issues that keep companies like yours from setting direction, learning, and adapting: Do you really know how your company is performing? How do you make it safe for people to experiment so you can build a proactive culture? How do you balance fast execution with deliberate decision-making? Are your training programs up to the challenge of reskilling the talent you need tomorrow? Do your IT people have the skills needed to build the tech that's needed and incorporate cybersecurity? The experts at McKinsey & Company draw

from decades of experience and detailed analysis to highlight what matters most in order to become a digital winner. With illuminating sidebars and real-life scenarios, Fast Times is an invaluable shortcut to setting direction, learning, and adapting to win.

Traditional banks are facing unprecedented disruption from challenger banks today. So why aren't more of them launching challenger banks of their own? Well, two high-profile examples – JP Morgan's Finn and RBS's Bo – were launched with much fanfare, but both shuttered after less than a year. In light of this, the success of TMRW digital bank by UOB, launched in Thailand in 2019 and Indonesia in 2020, is astonishing. Dr Dennis Khoo, who created TMRW, shares with us the thinking behind the design of this revolutionary undertaking. At every step of the way, he and his team went against established paradigms and bucked conventional wisdom to build ASEAN's first digital bank. Filled with visionary analysis and on-the-ground guidance, Driving Digital Transformation demonstrates how this success can be replicated across all industries. For any leader or organisation starting on a major digital initiative, this book is a must-read. "What makes this playbook particularly valuable is that it is written by Dennis Khoo, one of the sharpest minds in the industry." – Mary Huen, CEO, Standard Chartered Hong Kong Build a Modern L&D Team Organizations are facing an era of rapid acceleration. As new technology and digital strategies are integrated, workers at all levels will be required to build capability much faster than before, navigating more complex systems and processes. Yet,

learning and development (L&D) has lagged in this area, as too many L&D functions still focus on transactional interactions across a broad and complex portfolio while starved for resources. In L&D's Playbook for the Digital Age, Brandon Carson makes the case that it's time to reorient L&D, take a more proactive role in enabling the workforce, and create a new framework for developing skills and capabilities. L&D leaders must realize theirs is one of the most critical business functions and must be appropriately funded and resourced to realize the performance gains that are crucial to the business. L&D cannot be caught standing still and, in fact, needs a new playbook to navigate the radical and complex transformation the digital age is demanding. Stemming from the sports world, a playbook ensures the players know their roles, connect as a team, and understand the winning strategy and how to execute the game plan. For L&D, a playbook can help build alignment across the team and with stakeholders by being flexible as business needs change. Carson walks you through the steps to formulate how a new playbook could help the alignment of your L&D function—whether it's restructuring, new skilling, or rescoping. He asks readers to speak the language of business instead of the language of learning. For example, does your workforce repair aircraft or do they enable safe flight? In other words, can you be the visionary your organization requires? New startups are created every day around the word, with many founders dreaming of millions of users and billions of dollars. But the harsh reality is that very few will succeed. How can entrepreneurs stack the odds in

their favor? By learning from the experiences of startup founders, executives, and investors who've been there before. That's exactly what "How to Start a Startup" provides, sharing essential lessons from 25+ Silicon Valley insiders who've faced the challenges of starting a new business and come out swinging. Based on a Stanford University course taught by Y Combinator (the prestigious startup accelerator behind companies like Dropbox and Airbnb), this in-depth reference guide features advice from experts like: - Reid Hoffman, LinkedIn co-founder - Dustin Moskovitz, Facebook co-founder - Paul Graham, Y Combinator co-founder - Marc Andreessen and Ben Horowitz, co-founders of Netscape and Andreessen Horowitz venture capital firm - Peter Thiel, co-founder of PayPal and Founders Fund, early Facebook investor - Ben Silbermann, Pinterest co-founder and CEO Nominated as "Book of the Year" by Product Hunt (the leading Silicon Valley community for discovering the best new products), "How to Start a Startup" reveals the secrets to raising money, building products users love, hiring a great team, getting press coverage, attracting customers, growing your business, and more. No matter what type of product you're creating (web, mobile, hardware, online-to-offline, etc.) or what audience you're targeting (consumers or the enterprise), this playbook will give you all the information necessary to launch and scale a successful startup. This book was created independently by the publishers and all net proceeds will go to support charitable causes promoting wider access to opportunity for all.
#1 NEW YORK TIMES BESTSELLER • Brené Brown

has taught us what it means to dare greatly, rise strong, and brave the wilderness. Now, based on new research conducted with leaders, change makers, and culture shifters, she's showing us how to put those ideas into practice so we can step up and lead. Look for Brené Brown's new podcast, Dare to Lead, as well as her ongoing podcast Unlocking Us! NAMED ONE OF THE BEST BOOKS OF THE YEAR BY BLOOMBERG Leadership is not about titles, status, and wielding power. A leader is anyone who takes responsibility for recognizing the potential in people and ideas, and has the courage to develop that potential. When we dare to lead, we don't pretend to have the right answers; we stay curious and ask the right questions. We don't see power as finite and hoard it; we know that power becomes infinite when we share it with others. We don't avoid difficult conversations and situations; we lean into vulnerability when it's necessary to do good work. But daring leadership in a culture defined by scarcity, fear, and uncertainty requires skill-building around traits that are deeply and uniquely human. The irony is that we're choosing not to invest in developing the hearts and minds of leaders at the exact same time as we're scrambling to figure out what we have to offer that machines and AI can't do better and faster. What can we do better? Empathy, connection, and courage, to start. Four-time #1 New York Times bestselling author Brené Brown has spent the past two decades studying the emotions and experiences that give meaning to our lives, and the past seven years working with transformative leaders and teams spanning the globe.

She found that leaders in organizations ranging from small entrepreneurial startups and family-owned businesses to nonprofits, civic organizations, and Fortune 50 companies all ask the same question: How do you cultivate braver, more daring leaders, and how do you embed the value of courage in your culture? In this new book, Brown uses research, stories, and examples to answer these questions in the no-BS style that millions of readers have come to expect and love. Brown writes, "One of the most important findings of my career is that daring leadership is a collection of four skill sets that are 100 percent teachable, observable, and measurable. It's learning and unlearning that requires brave work, tough conversations, and showing up with your whole heart. Easy? No. Because choosing courage over comfort is not always our default. Worth it? Always. We want to be brave with our lives and our work. It's why we're here." Whether you've read Daring Greatly and Rising Strong or you're new to Brené Brown's work, this book is for anyone who wants to step up and into brave leadership. Become a Digital Master—No Matter What Business You're In If you think the phrase "going digital" is only relevant for industries like tech, media, and entertainment—think again. In fact, mobile, analytics, social media, sensors, and cloud computing have already fundamentally changed the entire business landscape as we know it—including your industry. The problem is that most accounts of digital in business focus on Silicon Valley stars and tech start-ups. But what about the other 90-plus percent of the economy? In Leading Digital, authors George Westerman, Didier Bonnet, and

Andrew McAfee highlight how large companies in traditional industries—from finance to manufacturing to pharmaceuticals—are using digital to gain strategic advantage. They illuminate the principles and practices that lead to successful digital transformation. Based on a study of more than four hundred global firms, including Asian Paints, Burberry, Caesars Entertainment, Codelco, Lloyds Banking Group, Nike, and Pernod Ricard, the book shows what it takes to become a Digital Master. It explains successful transformation in a clear, two-part framework: where to invest in digital capabilities, and how to lead the transformation. Within these parts, you'll learn: • How to engage better with your customers • How to digitally enhance operations • How to create a digital vision • How to govern your digital activities The book also includes an extensive step-by-step transformation playbook for leaders to follow. Leading Digital is the must-have guide to help your organization survive and thrive in the new, digitally powered, global economy.
"Everything I wish I knew when I started out as a digital campaigner."A deep dive on digital advocacy for campaigners, communicators, and strategists. In five parts:1) Digital Communications Strategy2) Email Strategy3) Action Page Strategy4) List Building & Segmentation5) Pro TipsNow more than ever, the world needs more people whose expertise is to change the world. And if those skills aren't already specialised enough, to fuel a cause in 2020 you also need to magically be an expert in online giving, digital advocacy and engagement.While there's no shortage of digital

strategy advice, how much of it should non-profits pay attention to? Which ideas that sound intuitive could actually be hurting your long-term engagement? What is leading millions of potential donors and online activists to tune out over time? At Animals Australia, we put a lot of theories to the test and busted plenty of myths. This book outlines what worked for us in practice.And here's the truth. A decade of trial and error, research, and pushing boundaries has revealed one universal insight. The real key to building digital power has less to do with tech than it does people. It's about relationships -- forged and nurtured at scale. Tap into the power that exists when communication, design, and tech meet empathy, respect, and a supporter-centric mindset.
ICT has had a huge impact on businesses and organizations in general, with new business models, new marketing channels, and new markets being reached using these technologies. ICT can promote new strategies and enhancers to optimize various aspects of business, but this technology also provides important tools that can empower social entrepreneurship initiatives to develop, fund, and implement new and innovative solutions to social, cultural, and environmental problems. With the upheaval caused by the COVID-19 pandemic and its subsequent impact on the economy, the methods and tools used within this field will be forever impacted. ICTs and the digital economy are huge trends that will affect organizations in several dimensions, such as how to communicate and improve performance. Thus, new perspectives and research are needed to identify the trends emerging in these fields.

The Handbook of Research on Entrepreneurship, Innovation, Sustainability, and ICTs in the Post-COVID-19 Era broadens the exploitation of entrepreneurship, innovation, and ICTs in a global approach to draw attention to multidisciplinary perspectives of these contexts and their influence in modern organizations. In addition, the book explores and discusses, through innovative studies, case studies, systematic literature reviews, and reports, the key developments in digital entrepreneurship, circular economy and digitalization, digital business models, digital market and internationalization, digital economy, trends and challenges for organizations, digital entrepreneurial ecosystems, IS/ICT in organizations, social aspects of information systems, and more. This book is ideally intended for business managers, industry professionals, entrepreneurs, practitioners, stakeholders, researchers, academicians, and students looking for how business and organizations are going to shift and advance in the post-COVID-19 era.

Every organization makes plans for updating products, technologies, and business processes. But that's not enough anymore for the twenty-first-century company. The race is now on for everyone to become a digital enterprise. For those individuals who have been charged with leading their company's technology-driven change, the pressure is intense while the correct path forward unclear. Help has arrived! In Driving Digital, author Isaac Sacolick shares the lessons he's learned over the years as he has successfully spearheaded multiple transformations and helped shape digital-business best

practices. Readers no longer have to blindly trek through the mine field of their company's digital transformation. In this thoroughly researched one-stop manual, learn how to:• Formulate a digital strategy• Transform business and IT practices• Align development and operations• Drive culture change• Bolster digital talent• Capture and track ROI• Develop innovative digital practices• Pilot emerging technologies• And more!Your company cannot avoid the digital disruption heading its way. The choice is yours: Will this mean the beginning of the end for your business, or will your digital practices be what catapults you into next-level success?

Digital-era technologies lead organizations to become technology takers, the equivalent of economic "price takers." To be a technology taker is to assent to the behavior transforming benefits of modern technologies. This playbook offers technology takers tactics to manage change, create value, and exploit the digital era's strategic opportunities.

The CEO's Digital Marketing Playbook is the definitive playbook and crash course for both the baseline and advanced digital and direct marketing that every company on Earth needs to deploy in the 21st Century. Unlike the hundreds of books about social media or online advertising concepts, this step by step guide lays out every strategy and tactic that is essential to achieving the single greatest achievement in marketing: driving new customers and doing so profitably. Every CEO, from startup to Fortune 100, needs to understand every concept in this book or risk bleeding money and opportunity, which 99% are doing whether they know it

or not. Every marketing professional and small business owner needs to embrace the tactics laid out or risk being bad at their job of profitable customer generation and best practice marketing. In just over 200 pages, every business professional can become a smart, customer generation focused digital marketer by following this playbook.

Foreword by Bill Gates LinkedIn cofounder, legendary investor, and host of the award-winning Masters of Scale podcast reveals the secret to starting and scaling massively valuable companies. What entrepreneur or founder doesn't aspire to build the next Amazon, Facebook, or Airbnb? Yet those who actually manage to do so are exceedingly rare. So what separates the startups that get disrupted and disappear from the ones who grow to become global giants? The secret is blitzscaling: a set of techniques for scaling up at a dizzying pace that blows competitors out of the water. The objective of Blitzscaling is not to go from zero to one, but from one to one billion –as quickly as possible. When growing at a breakneck pace, getting to next level requires very different strategies from those that got you to where you are today. In a book inspired by their popular class at Stanford Business School, Hoffman and Yeh reveal how to navigate the necessary shifts and weather the unique challenges that arise at each stage of a company's life cycle, such as: how to design business models for igniting and sustaining relentless growth; strategies for hiring and managing; how the role of the founder and company culture must evolve as the business matures, and more. Whether your business has

ten employees or ten thousand, Blitzscaling is the essential playbook for winning in a world where speed is the only competitive advantage that matters.
Fuel your business' transition into the digital age with this insightful and comprehensive resource Digital Business Transformation: How Established Companies Sustain Competitive Advantage offers readers a framework for digital business transformation. Written by Nigel Vaz, the acclaimed CEO of Publicis Sapient, a global digital business transformation company, Digital Business Transformation delivers practical advice and approachable strategies to help businesses realize their digital potential. Digital Business Transformation provides readers with examples of the challenges faced by global organizations and the strategies they used to overcome them. The book also includes discussions of: How to decide whether to defend, differentiate, or disrupt your organization to meet digital challenges How to deconstruct decision-making throughout all levels of your organization How to combine strategy, product, experience, engineering, and data to produce digital results Perfect for anyone in a leadership position in a modern organization, particularly those who find themselves responsible for transformation-related decisions, Digital Business Transformation delivers a message that begs to be heard by everyone who hopes to help their organization meet the challenges of a changing world.
Outlines the managerial decisions and leadership goals that guide a startup business to success, and provides tips and advice from the founders of such companies as

Spanx, Zipcar, Flickr, Honest Tea, and LinkedIn.
Only a small number of large-scale mergers &
acquisitions are successful. "Exit Ahead" sets out a
complete playbook on how to scale up and achieve a
successful exit.
In 2018, '77 Building Blocks of Digital Transformation:
The Digital Capability Model' was published to help
'digital practitioners' working in the digital space. Since
then, quite a few readers have suggested writing a book
about digital transformation for 'the general public'
interested in learning more than basics of digital
transformation. That is how the book '77 Building Blocks
of Digital Transformation: Simply Explained' has been
created.This book is intended to deliver the key
messages of 'the 77 Building Blocks' to the general
public. It aims to help the general public understand
'actual practices' in the digital space. This is not a theory
book that discusses the academical ideas and concepts
of digital transformation, but a 'practical' field book that
describes the proven digital capabilities as the building
blocks of digital transformation. This book does however
not fully cover the technical detail of the Maturity Model
described in '77 Building Blocks of Digital transformation:
The Digital Capability Model' that aims to help digital
practitioners with measuring digital maturity. Instead, this
book provides examples of higher maturity indicators as
an introduction to the Maturity Model. If you are looking
for a deep dive into the Maturity Model, refer to '77
Building Blocks of Digital transformation: The Digital
Capability Model'.This book covers:1. Digital Customer
Experience Management -Digital Customer Journey

Management -User Research -Usability Analysis -User Experience Designing -User Experience Testing 2. Social Interaction -Social Listening -Social Media Marketing -Social Media Servicing -Online Community Management -Rating & Review Management -Content Moderation -Social Crisis Management3. Digital Marketing -Digital Brand Marketing -Search Engine Optimization -Paid Search -Content Targeting -Affiliate Marketing -Online Advertising -Digital Campaign Management -Lead Management -Marketing Offer Management -Email Marketing -Mobile Marketing -Marketing Automation -Conversion Rate Optimization4. Digital Commerce -Online Merchandising -Shopping Cart & Checkout -Payments & Reconciliation -Order Management & Fulfillment -Account Management & Self-Service5. Digital Channel Management -Channel Mix & Optimization -Cross-Business Integration -Cross-Channel Integration -Multi-Device Presentation6. Knowledge & Content Management -Knowledge Collaboration -Knowledge Base Management -Content Lifecycle Management -Digital Asset Management -Content Aggregation & Syndication -Web Content Management7. Customization & Personalization -Customer Preference Management -Customer Communication Management -Social Behaviour Management -Interaction Tracking & Management -Customer Loyalty Management -Digital Customer Services8. Digital Intelligence -Product Similarity Analytics -Customer Insights -Customer Segmentation -Conversion Analytics -Digital Marketing Effectiveness -Big Data Analytics -Web Analytics -Reporting &

Dashboard9. Digital Data Management -Non-relational Data Management -Distributed Data Store Management -Enterprise Search -Master Data Management -Data Quality Management -Digital Data Policy Management10. Digital Infrastructure Management -On-Demand Provisioning -User Interaction Services -Process Integration Services -Parallel Processing Services -Federated Access Management -Digital Continuity Management11. Digital Alignment -Digital Innovation -Digital Planning -Digital Governance -Cross-Boundary Collaboration -Digital Journey Readiness12. Digital Development & Operations -Digital Program & Project Management -Digital Design Authority -Digital Capability Development -Digital Capability Introduction -Digital Service Operations -Digital Quality Management A practical guide to effective business model testing 7 out of 10 new products fail to deliver on expectations. Testing Business Ideas aims to reverse that statistic. In the tradition of Alex Osterwalder's global bestseller Business Model Generation, this practical guide contains a library of hands-on techniques for rapidly testing new business ideas. Testing Business Ideas explains how systematically testing business ideas dramatically reduces the risk and increases the likelihood of success for any new venture or business project. It builds on the internationally popular Business Model Canvas and Value Proposition Canvas by integrating Assumptions Mapping and other powerful lean startup-style experiments. Testing Business Ideas uses an engaging 4-color format to: Increase the success of any venture and decrease the risk of wasting time, money, and

resources on bad ideas Close the knowledge gap between strategy and experimentation/validation Identify and test your key business assumptions with the Business Model Canvas and Value Proposition Canvas A definitive field guide to business model testing, this book features practical tips for making major decisions that are not based on intuition and guesses. Testing Business Ideas shows leaders how to encourage an experimentation mindset within their organization and make experimentation a continuous, repeatable process. We are no longer an economy of products and services. The digital transformation demands that we focus our attention on experiences and outcomes. Business leaders and their organizations must shift to keeping promises—no matter how their customers interact with them. But organizations no longer control the conversation. In this era of social and mobile technology, customers, employees, suppliers, and partners are in direct communication with one another. Those personal networks and the brands they're passionate about influence their decision making and their spending. The workforce has changed too. Employees expect to be able to determine when and how they will work, the technology they'll use, and the values their company will espouse. Organizations can take part in this conversation only if they recognize how and where it's happening. Resisting these changes will leave executives, managers, and their companies powerless. Organizations must pivot with and ahead of these social, organizational, and technological shifts or risk being left behind. Technology guru Ray Wang shows how

organizations can surf the waves of change—how they can keep their promises. Current trends, when taken seriously, require a new way of thinking about business that includes five key areas: 1. Consumerization of technology and the new C-suite 2. Data's influence in driving decisions 3. Digital marketing transformation 4. The future of work 5. Matrix commerce Digital disruption has changed how we do our work. But by mastering these trends you'll delight your customers with every interaction.
A blueprint for reinventing the core of your business Value in the next phase of the digital era will go to those companies that don't just try digital but also scale it. Digital@Scale examines what it takes for companies to break through the gravitational pull of their legacy organizations and capture the full value of digital. Digging into more than fifty detailed case studies and years of McKinsey experience and data, the authors, along with a group of expert contributors, show how companies can move beyond incremental change to transform the business where the greatest value is generated—at its core. The authors provide practical insights into the three pillars of digital transformations that successfully scale: reinventing the business model, building out a business architecture from the customer back into the organization, and establishing an 'amoeba' IT and organizational foundation that learns and evolves. This is the ideal guide for all leaders who recognize the power and promise of a digital transformation.
Learn how to succeed in the digital economy The paradigms of big business have changed. Business models that were

once lucrative now seem to barely move the needle. Incumbents of the old guard find themselves superseded by new, digitally-charged, data-fuelled organisations that leverage platform-based business models. How can pre-digital businesses survive? They're loaded with resources, brand power and deeply embedded networks, they just need a new playbook. Chasing Digital is that playbook. Outlining a clear and detailed framework, this book is designed to help leaders re-design their organisation from the bottom up by leveraging their strengths to create a new competitive advantage in the digital economy. From laying the foundations of transformation: developing a considered strategy, growing a conducive culture and building a receptive organisational design; to building core digital capabilities: taking advantage of data, harnessing artificial intelligence and embracing appropriate platforms; to adapting the accelerators of change: navigating board expectations, mitigating potential roadblocks and making the right investments, this playbook will give you the tools and mindsets needed to not only survive but to thrive and leave a legacy for future leaders. Integrate technology into your business strategy and culture Prioritise and manage your company's digital transition Create opportunities for fast and intentional digital growth Learn how to minimise friction with stakeholders Cut through the jargon and hype, and focus on what is critical to undertaking a truly successful, company-wide, digital transformation. In a world where digital is changing everything, Chasing Digital will help your organisation to transition beyond old business models to adopt the new digital paradigm and a new era of business. Embrace the chase.

The legendary Silicon Valley entrepreneur examines how both business and government organizations can harness the power of disruptive technologies. Tom Siebel, the billionaire

technologist and founder of Siebel Systems, discusses how four technologies—elastic cloud computing, big data, artificial intelligence, and the internet of things—are fundamentally changing how business and government will operate in the 21st century. While this profound and fast-moving transformation can appear daunting to some, Siebel shows how organizations can not only survive, but thrive in the new digital landscape. In this authoritative yet accessible book, Siebel guides readers through the technologies driving digital transformation, and demonstrates how they can strategically exploit their powerful capabilities. He shows how leading enterprises such as Enel, 3M, Royal Dutch Shell, the U.S. Department of Defense, and others are applying AI and IoT with stunning results.

Compete in the digital world with pragmatic strategies for success Digital Sense provides a complete playbook for organizations seeking a more engaged customer experience strategy. By reorganizing sales and marketing to compete in today's digital-first, omni-channel environment, you gain newfound talent and knowledge from the resources already at hand. This book provides two pragmatic frameworks for implementing and customizing a new marketing operating system at any size organization, with step-by-step roadmaps for optimizing your customer experience to gain a competitive advantage. The Experience Marketing Framework and the Social Business Strategy Framework break down proven methods for exceeding the expectations customers form throughout the entirety of the buying journey. Customizable for any industry, sector, or scale, these frameworks can help your organization leap to the front of the line. The evolution of marketing and sales demands a revolution in business strategy, but realizing the irrelevance of traditional methods doesn't necessarily mean knowing what comes next. This book shows you how to compete in today's market, with real-

world frameworks for implementation. Optimize competitive advantage and customer experience Map strategy back to business objectives Engage customers with a pragmatic, proven marketing system Reorganize sales and marketing to fill talent and knowledge gaps Today's customer is savvy, with more options than ever before. It's critical to meet them where they are, and engagement is the cornerstone of any cohesive, effective strategy. The technological revolution has opened many doors for marketing and sales, but the key is knowing what lies behind each one—what works for your competitor may not be right for you. Digital Sense cuts through the crosstalk and confusion to give you a solid strategy for success.

From Amos Schwartzfarb, serial entrepreneur and veteran Managing Director of Techstars Austin comes the elemental, essential, and effective strategy that will help any startup identify, build, and grow their customers from day 1 Most startups fail because they can't grow revenue early or quickly enough. Startup CEOs will tell you their early missteps can be attributed to not finding their product market fit early enough, or at all. Founders overspend time and money trying to find product-market fit and make false starts, follow the wrong signals, and struggle to generate enough revenue to scale and raise funding. And all the while they never really knew who their customers were, what product they really needed, and why they needed it. But it doesn't have to be this way, and founders don't need to face it alone. Through expert guidance and experienced mentorship, every startup can avoid these pitfalls. The ultimate guide for building and scaling any startup sales organization, Sell More Faster shares the proven systems, methods, and lessons from Managing Director of Techstars Austin and sales expert Amos Schwartzfarb. Hear from founders of multi-million-dollar companies and CEOs who learned firsthand with Techstars,

the leading mentorship-driven startup accelerator and venture capital firm that has invested in and mentored thousands of companies, collectively representing billions of dollars in funding and market cap. Schwartzfarb, and the Techstars Worldwide Network of more than 10,000 mentors do one thing better than anyone: help startup entrepreneurs succeed. They know how to sell, how to hire people who know how to sell, and how to use sales to gain venture funding—and now you can, too. Sell More Faster delivers the critical strategies and guidance necessary to avoid and manage the hazards all startups face and beat the odds. This valuable resource delivers: A comprehensive playbook to identify product market direction and product market fit Expert advice on building a diverse sales team and how to identify, recruit, and train the kinds of team members you need Models and best practices for sales funnels, pricing, compensation, and scaling A roadmap to create a repeatable and measurable path to find product-market fit Aggregated knowledge from Techstars leaders and industry experts Sell More Faster is an indispensable guide for entrepreneurs seeking product-market fit, building their sales team, developing a growth strategy, and chasing accelerated, sustained selling success. This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. The definitive guide to next generation digital measurement; Indispensable insight for building high-value digital experiences! Helps you capture the knowledge you need to deliver deep personalization at scale Reflects today's latest insights into digital behavior and consumer psychology For every digital marketer, analyst, and executive who wants to improve performance To win at digital, you must capture the right data, quickly transform it into the right knowledge,and use them both to deliver deep personalization at scale. Conventional digital metrics simply

aren't up to the task. Now, Gary Angel shows how to reinvent digital measurement so it delivers all you need to create richer, more compelling digital experiences. Angel shows how to transform "raw facts" about digital behavior into meaningful knowledge about your visitors… what they were trying to accomplish…how well you helped them… how you can personalize and optimize their digital experiences from now on… how you can use measurement to provide deep personalization at scale.

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