

La Paradoja Del Liderazgo Denny Gunderson

Changing hearts is an important part of changing minds. Research shows that appealing to human emotion can help you make your case and build your authority as a leader. This book highlights that research and shows you how to act on it, presenting both comprehensive frameworks for developing influence and small, simple tactics you can use to convince others every day. This volume includes the work of: Nick Morgan Robert Cialdini Linda A. Hill Nancy Duarte This collection of articles includes "Understand the Four Components of Influence," by Nick Morgan; "Harnessing the Science of Persuasion," by Robert Cialdini; "Three Things Managers Should Be Doing Every Day," by Linda A. Hill and Kent Lineback; "Learning Charisma," by John Antonakis, Marika Fenley, and Sue Liechti; "To Win People Over, Speak to Their Wants and Needs," by Nancy Duarte; "Storytelling That Moves People," an interview with Robert McKee by Bronwyn Fryer; "The Surprising Persuasiveness of a Sticky Note," by Kevin Hogan; and "When to Sell with Facts and Figures, and When to Appeal to Emotions," by Michael D. Harris. How to be human at work. The HBR Emotional Intelligence Series features smart, essential reading on the human side of professional life from the pages of Harvard Business Review. Each book in the series offers proven research showing how our emotions impact our work lives, practical advice for managing difficult people and situations, and inspiring essays on what it means to tend

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to our emotional well-being at work. Uplifting and practical, these books describe the social skills that are critical for ambitious professionals to master.

Developing the Leader Within You is Dr. Maxwell's first and most enduring leadership book, having sold more than one million copies. In this Christian Leaders Series edition of this Maxwell classic, you will discover the biblical foundation for leadership that John Maxwell has used as a pastor and business leader for more than forty years. These same principles and practices are available for everyday leaders in every walk of life. It is a lofty calling to lead a group—a family, a church, a nonprofit, a business—and the timeless principles in this book will bring positive change in your life and in the lives of those around you. You will learn: The True Definition of Leader. "Leadership is influence. That's it. Nothing more; nothing less." The Traits of Leadership.

"Leadership is not an exclusive club for those who were 'born with it.' The traits that are the raw materials of leadership can be acquired. Link them up with desire, and nothing can keep you from becoming a leader." The Difference Between Management and Leadership.

"Making sure the work is done by others is the accomplishment of a manager. Inspiring others to do better work is the accomplishment of a leader." God has called every believer to influence others, to be salt and light. Developing the Leader Within You will equip you to improve your leadership and inspire others.

The Christian world has been rocked by the number of prominent leaders, in both church and parachurch organizations, who have been compromised by moral,

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ethical, and theological failures. This pace-setting volume addresses this alarming problem and offers Christian leaders valuable guidance in dealing with the inherent risks of their work. Using biblical and current examples, the authors describe the characteristics of five types of leaders and the problems that are most likely to develop if their particular dysfunctions develop unrestrained. McIntosh and Rima offer a series of steps for leaders to consider so they can take control of their dark side and learn to harness its creative powers. This edition includes a new introduction, updated information throughout, a self-assessment tool, and other additional material. Includes endorsements from John Maxwell, Leighton Ford, Leith Anderson, and Rob Angel.

Since Schumpeter, economists have argued that vast productivity gains can be achieved by investing in innovation and technological catch-up. Yet, as this volume documents, developing country firms and governments invest little to realize this potential, which dwarfs international aid flows. Using new data and original analytics, the authors uncover the key to this innovation paradox in the lack of complementary physical and human capital factors, particularly firm managerial capabilities, that are needed to reap the returns to innovation investments. Hence, countries need to rebalance policy away from R and D-centered initiatives †“ which are likely to fail in the absence of sophisticated private sector partners †“ toward building firm capabilities, and embrace an expanded concept of the National Innovation System that incorporates a broader range of market and systemic failures. The

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authors offer guidance on how to navigate the resulting innovation policy dilemma: as the need to redress these additional failures increases with distance from the frontier, government capabilities to formulate and implement the policy mix become weaker. This book is the first volume of the World Bank Productivity Project, which seeks to bring frontier thinking on the measurement and determinants of productivity to global policy makers.

La importancia de educar como una función profética es, sin duda, un tema crucial y de máxima actualidad. En un entorno eclesial un tanto caótico y alarmante, donde numerosos autoproclamados "profetas" con falsas predicciones, doctrinas dudosas y, a veces incluso, conductas cuestionables ponen en entredicho la realidad de ese ministerio bíblico y desacreditan ante el mundo la imagen del verdadero evangelio.

El libro consta de dos grandes partes: el coaching transformacional, entendido como el conjunto de técnicas y herramientas necesarias para cambiar la perspectiva y la percepción que una persona puede tener del mundo y de su mundo. Es un acompañamiento a deconstruir y desaprender para convertirse en un observador distinto de su propia realidad y de la que le rodea. Siendo mejor persona y abriéndose a un mundo de posibilidades, el libro proporciona técnicas, herramientas y metodología para ejercer un liderazgo superior en el puesto de trabajo, sustentado en el desarrollo de otros a través del coaching. Primero en la relación jefe/colaborador y luego en el liderazgo y desarrollo de equipos de alto rendimiento. Al final del

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libro se incluyen herramientas de coaching y preguntas típicas para uso del lector en la práctica de la profesión. Introduces the concept of helpfulness and provides examples of how to be helpful.

In recent years, child migrants from Central America have arrived in the United States in unprecedented numbers. But whilst minors from Honduras, Guatemala and El Salvador make the perilous journey to the north, their Nicaraguan peers have remained in Central America. Nicaragua also enjoys lower murder rates and far fewer gang problems when compared with her neighbours. Why is Nicaragua so different? The present government has promulgated a discourse of Nicaraguan exceptionalism, arguing that Nicaragua is unique thanks to heritage of the 1979 Sandinista revolution. This volume critically interrogates that claim, asking whether the legacy of the revolution is truly exceptional. An interdisciplinary work, the book brings together historians, anthropologists and sociologists to explore the multifarious ways in which the revolutionary past continues to shape public policy--and daily life--in Nicaragua's tumultuous present.

What kind of leaders will the world need over the next thirty-five years? How will our knowledge of leadership, leadership development, and leadership education change? Leadership 2050 examines the issues, drivers, and contexts that will most likely

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influence leaders in the coming decades.

The modern age with its emphasis on technical rationality has enabled a new and dangerous form of evil--administrative evil. *Unmasking Administrative Evil* discusses the overlooked relationship between evil and public affairs, as well as other fields and professions in public life. The authors argue that the tendency toward administrative evil, as manifested in acts of dehumanization and genocide, is deeply woven into the identity of public affairs. The common characteristic of administrative evil is that ordinary people within their normal professional and administrative roles can engage in acts of evil without being aware that they are doing anything wrong. Under conditions of moral inversion, people may even view their evil activity as good. In the face of what is now a clear and present danger in the United States, this book seeks to lay the groundwork for a more ethical and democratic public life; one that recognizes its potential for evil, and thereby creates greater possibilities for avoiding the hidden pathways that lead to state-sponsored dehumanization and destruction. What's new in the Fourth Edition of *Unmasking Administrative Evil: UAE* is updated and revised with new scholarship on administrative ethics, evil, and contemporary politics. The authors include new cases on the dangers of market-based governance, contracting out, and deregulation. There is an enhanced focus on the potential for

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administrative evil in the private sector. The authors have written a new Afterword on administrative approaches to the aftermath of evil, with the potential for expiation, healing, and reparations.

Applauded as one of the world's most popular leadership experts, John C. Maxwell distills many of his winning concepts and scriptural meditations into a daily devotional, following the phenomenally popular format of *Grace for the Moment* and *Hope for Each Day*. Delivered with his trademark style of confidence and clarity, Maxwell addresses a host of relevant topics including success, stewardship, teamwork, and mentoring.

Continuing their tradition of sensitivity, comprehensiveness, currency, and candor, Crooks and Baur offer thorough coverage of all major topics incorporated into every section, including sexual health issues; the very latest research, new stories about the experiences of real people from the "Authors' Files; " and a writing style that is warm, direct, and non-judgmental.

The groundbreaking bestseller that redefines intelligence and success Does IQ define our destiny? Daniel Goleman argues that our view of human intelligence is far too narrow, and that our emotions play major role in thought, decision making and individual success. Self-awareness, impulse control, persistence, motivation, empathy and social deftness are all qualities that mark people who excel:

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whose relationships flourish, who are stars in the workplace. With new insights into the brain architecture underlying emotion and rationality, Goleman shows precisely how emotional intelligence can be nurtured and strengthened in all of us.

"Coaching Ejecutivo" pone al alcance de gerentes, ejecutivos y coaches que deseen dedicarse al desarrollo de otros, el material necesario para ejercer la práctica de esta profesión, con las herramientas, la metodología, los modelos y las distinciones más importantes para ello. Esta obra es un gran aporte al crecimiento del sector empresarial desde prácticas gerenciales y el liderazgo.

Official U.S. edition with full color illustrations throughout.

NEW YORK TIMES BESTSELLER Yuval Noah Harari, author of the critically-acclaimed New York Times bestseller and international phenomenon *Sapiens*, returns with an equally original, compelling, and provocative book, turning his focus toward humanity's future, and our quest to upgrade humans into gods. Over the past century humankind has managed to do the impossible and rein in famine, plague, and war. This may seem hard to accept, but, as Harari explains in his trademark style—thorough, yet riveting—famine, plague and war have been transformed from incomprehensible and uncontrollable forces of nature into manageable challenges. For the first time ever, more people die from eating too much than from eating too little; more people die from old age than from infectious diseases; and more people commit suicide than are killed by soldiers, terrorists and criminals put together. The average American is a thousand times more likely to die from bingeing at McDonalds than from being blown

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up by Al Qaeda. What then will replace famine, plague, and war at the top of the human agenda? As the self-made gods of planet earth, what destinies will we set ourselves, and which quests will we undertake? Homo Deus explores the projects, dreams and nightmares that will shape the twenty-first century—from overcoming death to creating artificial life. It asks the fundamental questions: Where do we go from here? And how will we protect this fragile world from our own destructive powers? This is the next stage of evolution. This is Homo Deus. With the same insight and clarity that made Sapiens an international hit and a New York Times bestseller, Harari maps out our future.

Organizing involves continuous challenges in the face of uncertainty and change. How is globalization impacting organizations? How will new strategies for a turbulent world affect organizational design? In this second edition of Organization Theory and Design, developed for students in the UK, Europe, the Middle East and Africa, respected academics Jonathan Murphy and Hugh Willmott continue to add an international perspective to Richard L. Daft's landmark text. Together they tackle these questions in a comprehensive, clear and accessible study of the subject. A challenge to rethink leadership stereotypes and observe the world's greatest leader--Jesus Christ.

With more than a million copies in print, this book is a perfect introduction to basic financial management. It is a complete money guide, offering practical suggestions for building a sound financial program. Following Larry Burkett's time-tested, biblically grounded advice, you will learn to plan for a secure future, get out or stay out of debt, and enjoy the freedom that comes from having your financial house in order.

The updated edition of the bestselling book that has changed millions of lives with its insights into the growth mindset

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“Through clever research studies and engaging writing, Dweck illuminates how our beliefs about our capabilities exert tremendous influence on how we learn and which paths we take in life.”—Bill Gates, *GatesNotes* After decades of research, world-renowned Stanford University psychologist Carol S. Dweck, Ph.D., discovered a simple but groundbreaking idea: the power of mindset. In this brilliant book, she shows how success in school, work, sports, the arts, and almost every area of human endeavor can be dramatically influenced by how we think about our talents and abilities. People with a fixed mindset—those who believe that abilities are fixed—are less likely to flourish than those with a growth mindset—those who believe that abilities can be developed. *Mindset* reveals how great parents, teachers, managers, and athletes can put this idea to use to foster outstanding accomplishment. In this edition, Dweck offers new insights into her now famous and broadly embraced concept. She introduces a phenomenon she calls false growth mindset and guides people toward adopting a deeper, truer growth mindset. She also expands the mindset concept beyond the individual, applying it to the cultures of groups and organizations. With the right mindset, you can motivate those you lead, teach, and love—to transform their lives and your own.

In lively, mordantly witty prose, Negroponte decodes the mysteries--and debunks the hype--surrounding bandwidth, multimedia, virtual reality, and the Internet, and explains why such touted innovations as the fax and the CD-ROM are likely to go the way of the BetaMax. "Succinct and readable. . . . If you suffer from digital anxiety . . . here is a book that lays it all out for you."--*Newsday*.

(Revised 2004 - Full Version) This book makes a significant contribution to our understanding of intelligence services.

"Intelligence studies" have developed over the last twenty-five

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years within the academic disciplines of political science and international relations, but the subject is still at a relatively early stage of development. There has been extensive published analysis of the United States intelligence system, and some also of its British counterpart; but there is little writing about Western-style intelligence as a whole, and almost nothing on contemporary non-Western systems. The subject as a whole lacks the comparative studies needed to identify the commonalities that give intelligence everywhere its place - an increasingly important place - in the international system now developing. This book fills an important part of the gap. Its subject is one that has been barely tackled anywhere else: What gives modern intelligence practitioners and their organizations their claims to professionalism, and what actually does this professionalism entail? Intelligence as an activity is partly a matter of special skills - agent recruitment and running; cipher-breaking and other SIGINT techniques; imagery interpretation; and all the others - but these merge into its broader professional canons for handling indications and evidence, drawing conclusions, and presenting these to decision-takers in ways that command attention while incorporating careful judgements of certainty and uncertainty. The intelligence professional is close to the policy adviser, but still keeps a certain distance from him. Intelligence's concern is with understanding and evaluating "them," rather different from the policy adviser's roots in "us" and in what "our" decisions should be. For this is the book's second contribution: It examines intelligence professionalism in a laboratory almost completely unknown to Anglo-Saxon readers, certainly to this one. Intelligence institutions have evolved in the last decade in the new, democratic Latin America at roughly the same pace as the successor systems that developed at the same time in the former Warsaw Pact countries of Eastern and Central Europe; and the two sets of

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development are of comparable international significance. Yet hardly anyone in Europe knows anything about Latin American intelligence, and the same ignorance exists in considerable measure in the United States. The gap is filled here by accounts of intelligence structures and recent developments in seven of the Latin American countries, along with three conceptual articles that relate these country-by-country accounts to the semi-hemisphere as a whole. Reading them all has been an eye-opening experience.

Los principios del liderazgo son tan simples que se nos han olvidado por completo. Confundimos la autoridad con el poder y el respeto con el miedo, lo que lleva a unas relaciones tensas y recelosas entre jefes y subordinados, y a un triste resultado: cuan

"Coaching Neurolingüístico" es un manual de alto nivel y fácil entendimiento de los principios claves del coaching, en el se encuentran conceptos, modelos, metodologías, herramientas, ejercicio y casuística de más de 25 años de experiencia en coaching de los autores, no solo ejerciendo la profesión sino formando coaches profesionales en Latinoamérica y en el mundo.

Rodolfo Eduardo Biasca es un prestigioso especialista en temas de management. Revistas especializadas lo han calificado como uno de los gurues argentinos. Es el autor iberoamericano que mas ha escrito sobre temas de transformacion empresarial (15 libros). Estudio en Argentina, Estados Unidos, Europa y Japon y trabajo en 25 pafses. Ha tenido una intensa vida profesional: ha sido gerente y consultor en mas de 120 organizaciones, enseado en mas de 60 universidades y dirigido sociedades profesionales. Se lo ha distinguido con numerosos premios. .Vea detallada informaci?n sobre el autor en las paginas finales del libro.LAS MAYORES FORTALEZAS DEL e-LIBRO SON:EL e-LIBRO TIENE UN APENDICE EN INTERNET! El libro tiene

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por complemento un apendice en Internet, de uso opcional y gratuito. Se actualiza periódicamente. Es una gafa de estudio con preguntas, ejercicios, casos e informaci= n que permite una actualizaci= n permanente. Tiene novedades, vnculos en Internet, videos, conferencias, reportajes. Incluye los nuevos articulos del autor y la posibilidad de conectarse con el por correo electronico.El lector puede participar en el foro.

La Paradoja Del LiderazgoUna Invitacion Al Liderazgo Servicial En Un Mundo Hambriento De PoderEditorial Jucum
This expanded and updated edition of one of the most trusted and referenced leadership books of all time features new insights and revised content that is fundamental for any leader. Internationally recognized leadership expert, speaker, and author John C. Maxwell has taken this million-seller and made it even better: Every Law of Leadership has been sharpened and updated Seventeen new leadership stories are included Two new Laws of Leadership are introduced New evaluation tool will reveal your leadership strengths—and weaknesses New application exercises in every chapter will help you grow Why would Dr. Maxwell make changes to his best-selling book? “A book is a conversation between the author and reader,” says Maxwell. “It’s been ten years since I wrote *The 21 Laws of Leadership*. I’ve grown a lot since then. I’ve taught these laws in dozens of countries around the world. This new edition gives me the opportunity to share what I’ve learned.”

The blockbuster bestseller now in a manga edition--fully illustrated and fun to read! Beautifully illustrated by Kensuke Okabayashi, this enthralling edition of Patrick Lencioni's massive bestseller gives readers a new format in which to understand the fascinating, complex world of teams. Kathryn Petersen, Decision Tech's CEO, faces the ultimate leadership crisis: Uniting a team in such disarray that it threatens to bring down the entire company. Will she succeed? Will she be

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fired? Will the company fail? Lencioni's gripping tale serves as a timeless reminder that leadership requires as much courage as it does insight. Throughout the story, Lencioni reveals the five dysfunctions that go to the heart of why teams--even the best ones--often struggle. He outlines a powerful model and actionable steps that can be used to overcome these common hurdles and build a cohesive, effective team. This is a compelling fable with a powerful, yet deceptively simple message for all those who strive to be exceptional leaders. Kensuke Okabayashi (Jersey City, NJ) is a working illustrator, a graduate of the School of Visual Arts, and an instructor at the Educational Alliance Art School in New York City.

With an introduction on using the principles of *The Servant* in your life and career, this book redefines what it means to be a leader. In this absorbing tale, you watch the timeless principles of servant leadership unfold through the story of John Daily, a businessman whose outwardly successful life is spiraling out of control. He is failing miserably in each of his leadership roles as boss, husband, father, and coach. To get his life back on track, he reluctantly attends a weeklong leadership retreat at a remote Benedictine monastery. To John's surprise, the monk leading the seminar is a former business executive and Wall Street legend. Taking John under his wing, the monk guides him to a realization that is simple yet profound: The true foundation of leadership is not power, but authority, which is built upon relationships, love, service, and sacrifice. Along with John, you will learn that the principles in this book are neither new nor complex. They don't demand special talents; they are simply based on strengthening the bonds of respect, responsibility, and caring with the people around you. *The Servant's* message can be applied by anyone, anywhere—at home or at work. If you are tired of books that lecture instead of teach; if you are

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searching for ways to improve your leadership skills; if you want to understand the timeless virtues that lead to lasting and meaningful success, then this book is one you cannot afford to miss.

Unlike political or economic institutions, social movements have an elusive power, but one that is no less real. From the French and American revolutions through the democratic and workers' movements of the nineteenth century to the totalitarian movements of today, movements exercise a fleeting but powerful influence on politics and society. This study surveys the history of the social movement, puts forward a theory of collective action to explain its surges and declines, and offers an interpretation of the power of movement that emphasises its effects on personal lives, policy reforms and political culture. While covering cultural, organisational and personal sources of movements' power, the book emphasises the rise and fall of social movements as part of political struggle and as the outcome of changes in political opportunity structure. World-renowned economist Klaus Schwab, Founder and Executive Chairman of the World Economic Forum, explains that we have an opportunity to shape the fourth industrial revolution, which will fundamentally alter how we live and work. Schwab argues that this revolution is different in scale, scope and complexity from any that have come before. Characterized by a range of new technologies that are fusing the physical, digital and biological worlds, the developments are affecting all disciplines, economies, industries and governments, and even challenging ideas about what it means to be

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human. Artificial intelligence is already all around us, from supercomputers, drones and virtual assistants to 3D printing, DNA sequencing, smart thermostats, wearable sensors and microchips smaller than a grain of sand. But this is just the beginning: nanomaterials 200 times stronger than steel and a million times thinner than a strand of hair and the first transplant of a 3D printed liver are already in development. Imagine "smart factories" in which global systems of manufacturing are coordinated virtually, or implantable mobile phones made of biosynthetic materials. The fourth industrial revolution, says Schwab, is more significant, and its ramifications more profound, than in any prior period of human history. He outlines the key technologies driving this revolution and discusses the major impacts expected on government, business, civil society and individuals. Schwab also offers bold ideas on how to harness these changes and shape a better future--one in which technology empowers people rather than replaces them; progress serves society rather than disrupts it; and in which innovators respect moral and ethical boundaries rather than cross them. We all have the opportunity to contribute to developing new frameworks that advance progress.

NEW YORK TIMES BESTSELLER • “Comprehensive, enlightening, and terrifyingly timely.”—The New York Times Book Review (Editors' Choice) WINNER OF THE GOLDSMITH BOOK PRIZE • SHORTLISTED FOR THE LIONEL GELBER PRIZE • NAMED ONE OF THE BEST BOOKS OF THE YEAR BY The Washington Post • Time • Foreign Affairs • WBUR • Paste Donald Trump's

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presidency has raised a question that many of us never thought we'd be asking: Is our democracy in danger? Harvard professors Steven Levitsky and Daniel Ziblatt have spent more than twenty years studying the breakdown of democracies in Europe and Latin America, and they believe the answer is yes. Democracy no longer ends with a bang—in a revolution or military coup—but with a whimper: the slow, steady weakening of critical institutions, such as the judiciary and the press, and the gradual erosion of long-standing political norms. The good news is that there are several exit ramps on the road to authoritarianism. The bad news is that, by electing Trump, we have already passed the first one. Drawing on decades of research and a wide range of historical and global examples, from 1930s Europe to contemporary Hungary, Turkey, and Venezuela, to the American South during Jim Crow, Levitsky and Ziblatt show how democracies die—and how ours can be saved. Praise for *How Democracies Die* “What we desperately need is a sober, dispassionate look at the current state of affairs. Steven Levitsky and Daniel Ziblatt, two of the most respected scholars in the field of democracy studies, offer just that.”—The Washington Post “Where Levitsky and Ziblatt make their mark is in weaving together political science and historical analysis of both domestic and international democratic crises; in doing so, they expand the conversation beyond Trump and before him, to other countries and to the deep structure of American democracy and politics.”—Ezra Klein, *Vox* “If you only read one book for the rest of the year, read *How Democracies Die*. . . . This is not a book for just

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Democrats or Republicans. It is a book for all Americans. It is nonpartisan. It is fact based. It is deeply rooted in history. . . . The best commentary on our politics, no contest.”—Michael Morrell, former Acting Director of the Central Intelligence Agency (via Twitter) “A smart and deeply informed book about the ways in which democracy is being undermined in dozens of countries around the world, and in ways that are perfectly legal.”—Fareed Zakaria, CNN

World-renowned Stanford University psychologist Carol Dweck, in decades of research on achievement and success, has discovered a truly groundbreaking idea—the power of our mindset. Dweck explains why it's not just our abilities and talent that bring us success—but whether we approach them with a fixed or growth mindset. She makes clear why praising intelligence and ability doesn't foster self-esteem and lead to accomplishment, but may actually jeopardize success. With the right mindset, we can motivate our kids and help them to raise their grades, as well as reach our own goals—personal and professional. Dweck reveals what all great parents, teachers, CEOs, and athletes already know: how a simple idea about the brain can create a love of learning and a resilience that is the basis of great accomplishment in every area.

Major New York Times bestseller Winner of the National Academy of Sciences Best Book Award in 2012 Selected by the New York Times Book Review as one of the ten best books of 2011 A Globe and Mail Best Books of the Year 2011 Title One of The Economist's 2011 Books of the Year One of The Wall Street Journal's Best

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Nonfiction Books of the Year 2011 2013 Presidential Medal of Freedom Recipient Kahneman's work with Amos Tversky is the subject of Michael Lewis's *The Undoing Project: A Friendship That Changed Our Minds*. In the international bestseller, *Thinking, Fast and Slow*, Daniel Kahneman, the renowned psychologist and winner of the Nobel Prize in Economics, takes us on a groundbreaking tour of the mind and explains the two systems that drive the way we think. System 1 is fast, intuitive, and emotional; System 2 is slower, more deliberative, and more logical. The impact of overconfidence on corporate strategies, the difficulties of predicting what will make us happy in the future, the profound effect of cognitive biases on everything from playing the stock market to planning our next vacation—each of these can be understood only by knowing how the two systems shape our judgments and decisions. Engaging the reader in a lively conversation about how we think, Kahneman reveals where we can and cannot trust our intuitions and how we can tap into the benefits of slow thinking. He offers practical and enlightening insights into how choices are made in both our business and our personal lives—and how we can use different techniques to guard against the mental glitches that often get us into trouble. Winner of the National Academy of Sciences Best Book Award and the Los Angeles Times Book Prize and selected by *The New York Times Book Review* as one of the ten best books of 2011, *Thinking, Fast and Slow* is destined to be a classic.

Widely praised, "A Neotropical Companion" is an

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extraordinarily readable introduction to the American tropics, the lands of Central and South America, their rainforests and other ecosystems, and the creatures that live there. 177 color illustrations.

"Coaching de Equipos" es una publicación para complementar lo relacionado al coaching. El coaching de equipos se enfoca en el proceso de transformación interpersonal que implica una perspectiva sistémica desde cinco frentes: el negocio o desafío real, la cultura organizacional, el desarrollo del equipo como unidad orgánica, el desarrollo del liderazgo y el desarrollo personal.

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