

## Smartcuts Shane Snow

Businesses often find themselves trapped in a competitive dogfight, scratching and clawing for market share with products consumers view as largely undifferentiated. Conventional wisdom suggests that dogfights are to be expected as marketplaces mature, giving rise to the notion that there are "bad" industries where it is unlikely that any company can succeed. But there are notable exceptions in which enlightened executives have changed the rules to grasp the holy grail of business: long-term profitable growth. Rather than joining the dogfights raging within their industry, companies such as Apple, FedEx, and Starbucks have chosen to become metaphorical cats, continuously renewing their distinctive strategies to compete on their own terms. In *If You're in a Dogfight, Become a Cat*, Leonard Sherman draws on four decades of experience in management consulting, venture capital, and teaching business strategy at Columbia Business School to share practical advice on two of the most vexing issues facing business executives: why is it so hard to achieve long-term profitable growth, and what can companies do to break away from the pack? Sherman takes the reader on a provocative journey through the building blocks of business strategy by challenging conventional wisdom on a number of questions that will redefine management best practices: What should be the overarching purpose of your business? Do you really know what your strategy is? Is there such a thing as a bad industry? Where do great ideas come from and how do I find them? What makes products meaningfully different? What makes and breaks great brands? How and when should I disrupt my own company? What are the imperatives to achieving long-term profitable growth? Filled with dozens of illustrative examples of inspiring successes and dispiriting falls from grace, this book provides deep insights on how to become the cat in a dogfight, whether you are a CEO, mid-level manager, aspiring business school student, or curious observer interested in achieving sustained profitable growth.

An eight-time national chess champion and world champion martial artist shares the lessons he has learned from two very different competitive arenas, identifying key principles about learning and performance that readers can apply to their life goals. Reprint. 35,000 first printing.

"Indistractable provides a framework that will deliver the focus you need to get results." —James Clear, author of *Atomic Habits* "If you value your time, your focus, or your relationships, this book is essential reading. I'm putting these ideas into practice." —Jonathan Haidt, author of *The Righteous Mind* National Bestseller Winner of the Outstanding Works of Literature (OWL) Award Included in the Top 5 Best Personal Development Books of the Year by Audible Included in the Top 20 Best Business and Leadership Books of the Year by Amazon Featured in The Amazon Book Review Newsletter, January 2020 Goodreads Best Science & Technology of 2019 Finalist You sit down at your desk to work on an important project, but a notification on your phone interrupts your morning. Later, as you're about to get back to work, a colleague taps you on the shoulder to chat. At home, screens get in the way of quality time with your family. Another day goes by, and once again, your most important personal and professional goals are put on hold. What would be possible if you followed through on your best intentions? What could you accomplish if you could stay focused? What if you had the power to become "indistractable?" International bestselling author, former Stanford lecturer, and behavioral design expert, Nir Eyal, wrote Silicon Valley's handbook for making technology habit-forming. Five years after publishing *Hooked*, Eyal reveals distraction's Achilles' heel in his groundbreaking new book. In *Indistractable*, Eyal reveals the hidden psychology driving us to distraction. He describes why solving the problem is not as simple as swearing off our devices: Abstinence is impractical and often makes us want more. Eyal lays bare the secret of finally doing what you say you will do with a four-step, research-backed model. *Indistractable* reveals the key to getting the best out of technology, without letting it get the best of us. Inside, Eyal overturns conventional wisdom and reveals:

- Why distraction at work is a symptom of a dysfunctional company culture—and how to fix it
- What really drives human behavior and why "time management is pain management"
- Why your relationships (and your sex life) depend on you becoming indistractable
- How to raise indistractable children in an increasingly distracting world

Empowering and optimistic, *Indistractable* provides practical, novel techniques to control your time and attention—helping you live the life you really want.

Entrepreneur and journalist Shane Snow (*Wired*, *Fast Company*, *The New Yorker*, and cofounder of *Contently*) analyzes the lives of people and companies that do incredible things in implausibly short time. How do some startups go from zero to billions in mere months? How did Alexander the Great, YouTube tycoon Michelle Phan, and *Tonight Show* host Jimmy Fallon climb to the top in less time than it takes most of us to get a promotion? What do high-growth businesses, world-class heart surgeons, and underdog marketers do in common to beat the norm? One way or another, they do it like computer hackers. They employ what psychologists call "lateral thinking: to rethink convention and break "rules" that aren't rules. These are not shortcuts, which produce often dubious short-term gains, but ethical "smartcuts" that eliminate unnecessary effort and yield sustainable momentum. In *Smartcuts*, Snow shatters common wisdom about success, revealing how conventions like "paying dues" prevent progress, why kids shouldn't learn times tables, and how, paradoxically, it's easier to build a huge business than a small one. From SpaceX to The Cuban Revolution, from Ferrari to Skrillex, *Smartcuts* is a narrative adventure that busts old myths about success and shows how innovators and icons do the incredible by working smarter—and how perhaps the rest of us can, too.

The cult classic that predicted the rise of fake news—revised and updated for the post-Trump, post-Gawker age. Hailed as "astonishing and disturbing" by the *Financial Times* and "essential reading" by *TechCrunch* at its original publication, former American Apparel marketing director Ryan Holiday's first book sounded a prescient alarm about the dangers of fake news. It's all the more relevant today. *Trust Me, I'm Lying* was the first book to blow the lid off the speed and force at which rumors travel online—and get "traded up" the media ecosystem until they become real headlines and generate real responses in the real world. The culprit? Marketers and professional media manipulators, encouraged by the toxic economics of the news business.

Whenever you see a malicious online rumor costs a company millions, politically motivated fake news driving elections, a product or celebrity zooming from total obscurity to viral sensation, or anonymously sourced articles becoming national conversation, someone is behind it. Often someone like Ryan Holiday. As he explains, "I wrote this book to explain how media manipulators work, how to spot their fingerprints, how to fight them, and how (if you must) to emulate their tactics. Why am I giving away these secrets? Because I'm tired of a world where trolls hijack debates, marketers help write the news, opinion masquerades as fact, algorithms drive everything to extremes, and no one is accountable for any of it. I'm pulling back the curtain because

it's time the public understands how things really work. What you choose to do with this information is up to you.”

The first comprehensive look at the collaborative economy and autonomous world. Featuring visionary entrepreneurs and bestselling authors such as Adam Grant, Brad Feld, Shane Snow, Alex Bogusky, Douglas Rushkoff, Rita McGrath, and Martin Ford; as well as leaders of the collaborative economy movement including Robin Chase, Chelsea Rustrum, Neal Gorenflo, Antonin Leonard, and Arun Sundararajan

Entrepreneurs have long been taught that to be successful, they need to spend months perfecting a business plan and finding investors before they can finally launch their business. But with the marketplace changing at lightning speed, this notion is not only outdated-it's costly. There's no point to building a business in a bubble. Today's entrepreneurs must embrace the idea of "failing fast." They need to connect with real customers and determine quickly whether their idea is worth pursuing, needs new direction, or should be abandoned altogether. Fail Fast or Win Big shows entrepreneurs how to: Create a rapid prototype of their product or service \* Develop a business model instead of a business plan \* Test it repeatedly with customers so they can spot failure early \* Continue to refine the model based on customer interactions \* Leverage their network and resources in order to run lean The longer it takes to launch a company, the more changes there will have been in the market place. Featuring real-life examples of entrepreneurs who set out to fail fast and ended up winning big, this ground breaking guide reveals how the right kind of risk can really pay off.

In the story of every great company and career, there is one defining moment when luck and skill collide. This book is about making that moment happen. According to Frans Johansson's research, successful people and organizations show a common theme. A lucky moment occurs and they take advantage of it to change their fate. Consider how Diane von Furstenberg saw Julie Nixon Eisenhower on TV wearing a matching skirt and top, and created the timeless, elegant wrap-dress. That was a “click moment” of unexpected opportunity. Johansson uses stories from throughout history to illustrate the specific actions we can take to create more click moments, place lots of high-potential bets, open ourselves up to chance encounters, and harness the complex forces of success that follow.

Part road-trip comedy and part social science experiment, a scientist and a journalist travel the globe to discover the secret behind what makes things funny, questioning countless experts, including Louis C.K., along the way.

The must-read summary of Shane Snow's book: "Smartcuts: How Hackers, Innovators, and Icons Accelerate Success". This complete summary of the ideas from Shane Snow's book "Smartcuts" states how nowadays it takes less and less time to make money. People aren't doing this by taking shortcuts, but 'smartcuts'. These 'smartcuts' break conventions and find better ways to get more done. According to Snow, smartcutters hack their way to success, using principles that fall into three categories: shorten, leverage and soar. This summary explains each of these categories in detail and tells you how you can start thinking laterally and hack your way to success. Added-value of this summary: • Save time • Discover how to hack your way to success • Follow the nine principles of taking 'smartcuts' to get things done faster To learn more, read "Smartcuts" and find your smartcut to success!

It's normal to feel overwhelmed by the hard things in life, but lately doesn't it seem like we're feeling this way a lot more often than we used to? The problem isn't a lack of motivation or effort, but that motivation and effort are limited resources. The more we deplete them, the more burnt out we get, making it even harder to produce the results we want. In 'Effortless', Greg McKeown show us how to make essential tasks easier so that we can accomplish more of what matters, without burning out. From the author of 'Essentialism'.

How does a man working behind the counter of a mom-and-pop diner for 21 years turn a good idea into a restaurant chain with \$2 billion in annual sales? The founder and CEO of Chick-fil-A, offers countless nuggets of wisdom in this work.

Many people think leadership is a higher calling that resides exclusively with a select few who practice and preach big, complex leadership philosophies. But as this practical book reveals, what's most important for leadership is principled consistency. Time and again, small things done well build trust and respect within a team. Using stories from his time at Netscape, Apple, and Slack, Michael Lopp presents a series of small but compelling practices to help you build leadership skills. You'll learn how to create teams that are highly productive, highly respected, and highly trusted. Lopp has been speaking and writing about this topic for over a decade and now maintains a Slack leadership channel with over 13,000 members. The essays in this book examine the practical skills Lopp learned from exceptional leaders—as a manager at Netscape, a senior manager and director at Apple, and an executive at Slack. You'll learn how to apply these lessons to your own experience.

The path to success is rarely easy or direct, and good mentors are hard to find. In Getting There, thirty leaders in diverse fields share their secrets to navigating the rocky road to the top. In an honest, direct, and engaging way, these role models describe the obstacles they faced, the setbacks they endured, and the vital lessons they learned. They dispense not only essential and practical career advice, but also priceless wisdom applicable to life in general. Getting There is for everyone—from students contemplating their futures to the vast majority of us facing challenges or seeking to reach our potential.

The definitive playbook by the pioneers of Growth Hacking, one of the hottest business methodologies in Silicon Valley and beyond. It seems hard to believe today, but there was a time when Airbnb was the best-kept secret of travel hackers and couch surfers, Pinterest was a niche web site frequented only by bakers and crafters, LinkedIn was an exclusive network for C-suite executives and top-level recruiters, Facebook was MySpace's sorry step-brother, and Uber was a scrappy upstart that didn't stand a chance against the Goliath that was New York City Yellow Cabs. So how did these companies grow from these humble beginnings into the powerhouses they are today? Contrary to popular belief, they didn't explode to massive worldwide popularity simply by building a great product then crossing their fingers and hoping it would catch on. There was a studied, carefully implemented methodology behind these companies' extraordinary rise. That methodology is called Growth Hacking, and it's practitioners include not just today's hottest start-ups, but also companies like IBM, Walmart, and Microsoft as well as the millions of entrepreneurs, marketers, managers and executives who make up the community of Growth Hackers. Think of the Growth Hacking methodology as doing for market-share growth what Lean Start-Up did for product development, and Scrum did for productivity. It involves cross-functional teams and rapid-tempo testing and iteration that focuses customers: attaining them, retaining them, engaging them, and motivating them to come back and buy more. An accessible and practical toolkit that teams and companies in all industries can use to increase their customer base and market share, this book walks readers through the process of creating and executing their own custom-made growth hacking strategy. It is a must read for any marketer, entrepreneur, innovator or manager looking to replace wasteful big bets and "spaghetti-on-the-wall" approaches with more consistent, replicable, cost-effective, and data-driven results.

Poses the question, how can you energize people to see problems not as obstacles to success but as opportunities for innovation? Looks at what makes a lateral leader - the kind of person who can create a climate of creativity by inspiring people to have the confidence to take risks, and who can then develop their skills in creative techniques. Presents practical exercises for implementing the principles of lateral

thinking and uses real-life examples to illustrate the rules, principles and processes involved.

“The ultimate all-in-one guide to becoming a great leader.”—Daniel Pink From the creator and host of The Learning Leader Show, “the most dynamic leadership podcast out there” (Forbes) that will “help you lead smarter” (Inc.), comes an essential tactical guide for newly promoted managers. Every year, millions of top performers are promoted to management-level jobs—only to discover that the tactics that got them promoted are not the tactics that will make them effective in their new role. In *Welcome to Management*, Ryan Hawk provides practical, actionable advice and tools designed to ensure that transition is a successful one. He presents a new actionable three-part framework distilled from best practices drawn from in-depth interviews with over 300 of the most forward-thinking leaders around the world, as well as his own professional experience going from exceptional individual producer to new leader. Learn how to:

- lead yourself: build skills and earn credibility. Compliance can be commanded, but commitment cannot. People reserve their full capacity for emotional commitment for leaders they find credible, and credibility must be earned.
- build your team: develop a healthy and sustainable culture of mutual trust and respect that creates cohesion. This includes effective hiring and firing practices.
- lead your team: set a clear strategy and vision for your team, communicate effectively, and ultimately drive the results the organization is counting on your team to deliver.

Through case studies, hundreds of interviews, and personal stories, the book will help high performers make the leap from individual contributor to manager with greater ease, grace, courage, and effectiveness. *Welcome to management!*

*Revised and Updated, Featuring a New Case Study* How do successful companies create products people can't put down? Why do some products capture widespread attention while others flop? What makes us engage with certain products out of sheer habit? Is there a pattern underlying how technologies hook us? Nir Eyal answers these questions (and many more) by explaining the Hook Model—a four-step process embedded into the products of many successful companies to subtly encourage customer behavior. Through consecutive “hook cycles,” these products reach their ultimate goal of bringing users back again and again without depending on costly advertising or aggressive messaging. *Hooked* is based on Eyal's years of research, consulting, and practical experience. He wrote the book he wished had been available to him as a start-up founder—not abstract theory, but a how-to guide for building better products. *Hooked* is written for product managers, designers, marketers, start-up founders, and anyone who seeks to understand how products influence our behavior. Eyal provides readers with:

- Practical insights to create user habits that stick.
- Actionable steps for building products people love.
- Fascinating examples from the iPhone to Twitter, Pinterest to the Bible App, and many other habit-forming products.

Big data entrepreneur Allen Gannett overturns the mythology around creative genius, and reveals the science and secrets behind achieving breakout commercial success in any field. We have been spoon-fed the notion that creativity is the province of genius -- of those favored, brilliant few whose moments of insight arrive in unpredictable flashes of divine inspiration. And if we are not a genius, we might as well pack it in and give up. Either we have that gift, or we don't. But Allen shows that simply isn't true. Recent research has shown that there is a predictable science behind achieving commercial success in any creative endeavor, from writing a popular novel to starting up a successful company to creating an effective marketing campaign. As the world's most creative people have discovered, we are enticed by the novel and the familiar. By understanding the mechanics of what Gannett calls “the creative curve” – the point of optimal tension between the novel and the familiar – everyone can better engineer mainstream success. In a thoroughly entertaining book that describes the stories and insights of everyone from the Broadway team behind *Dear Evan Hansen*, to the founder of Reddit, from the Chief Content Officer of Netflix to Michelin star chefs, Gannett reveals the four laws of creative success and identifies the common patterns behind their achievement.

\* New York Times and Wall Street Journal bestseller multiple years running \* Translated into 20 languages, with more than half a million copies sold worldwide \* A Hudson and Indigo Best Book of the Year \* Recommended by Shona Brown, Rachel Hollis, Jeff Kinney, Daniel Pink, Sheryl Sandberg, and Gretchen Rubin *Radical Candor* has been embraced around the world by leaders of every stripe at companies of all sizes. Now a cultural touchstone, the concept has come to be applied to a wide range of human relationships. The idea is simple: You don't have to choose between being a pushover and a jerk. Using *Radical Candor*—avoiding the perils of Obnoxious Aggression, Manipulative Insincerity, and Ruinous Empathy—you can be kind and clear at the same time. Kim Scott was a highly successful leader at Google before decamping to Apple, where she developed and taught a management class. Since the original publication of *Radical Candor* in 2017, Scott has earned international fame with her vital approach to effective leadership and co-founded the *Radical Candor* executive education company, which helps companies put the book's philosophy into practice. *Radical Candor* is about caring personally and challenging directly, about soliciting criticism to improve your leadership and also providing guidance that helps others grow. It focuses on praise but doesn't shy away from criticism—to help you love your work and the people you work with. Radically Candid relationships with team members enable bosses to fulfill their three core responsibilities: 1. Create a culture of Compassionate Candor 2. Build a cohesive team 3. Achieve results collaboratively Required reading for the most successful organizations, *Radical Candor* has raised the bar for management practices worldwide.

\* One of Inc.com's "6 Books You Need to Read in 2020 (According to Bill Gates, Satya Nadella, and Adam Grant)"\* Adam Grant's # 1 pick of his top 20 books of 2020\* One of 6 Groundbreaking Books of Spring 2020 (according to Malcolm Gladwell, Susan Cain, Dan Pink, and Adam Grant). A former rocket scientist reveals the habits, ideas, and strategies that will empower you to turn the seemingly impossible into the possible. Rocket science is often celebrated as the ultimate triumph of technology. But it's not. Rather, it's the apex of a certain thought process -- a way to imagine the unimaginable and solve the unsolvable. It's the same thought process that enabled Neil Armstrong to take his giant leap for mankind, that allows spacecraft to travel millions of miles through outer space and land on a precise spot, and that brings us closer to colonizing other planets.

Fortunately, you don't have to be a rocket scientist to think like one. In this accessible and practical book, Ozan Varol reveals nine simple strategies from rocket science that you can use to make your own giant leaps in work and life -- whether it's landing your dream job, accelerating your business, learning a new skill, or creating the next breakthrough product. Today, thinking like a rocket scientist is a necessity. We all encounter complex and unfamiliar problems in our lives. Those who can tackle these problems -- without clear guidelines and with the clock ticking -- enjoy an extraordinary advantage. Think Like a Rocket Scientist will inspire you to take your own moonshot and enable you to achieve liftoff.

"A terrific and timely book that makes a compelling case for fundamentally rethinking how your business communicates. Recommended!" —Jay Baer, founder of Convince & Convert and author of Hug Your Haters "Once upon a time, storytelling was confused with talking at people. Not anymore. Shane and Joe are your narrators in a journey that will transform how you talk to other human beings to be more believable, relevant, compelling and unforgettable." —Brian Solis, experience architect, digital anthropologist, best-selling author "Shane Snow and Joe Lazauskas spend the overwhelming majority of their time thinking, writing, and theorizing about brand storytelling - so you don't have to. They're smart and they know this topic inside out (and sideways). Read their book. While I can't guarantee you'll rise to Shane and Joe's ridiculously obsessive level, you will be infinitely better prepared to tell your own brand's story. Promise!" —Rebecca Lieb, Analyst, Author & Advisor "The Contently team understands the power of story, and how to craft and spread a great narrative, like no other. In an era where brand, design, and mission are a competitive advantage for every business, Contently underscores the importance of stories and how they transform companies and industries." —Scott Belsky, Entrepreneur, Investor, & Author (Founder of Behance, bestselling author of Making Ideas Happen) "I can't think of a better way to illustrate the power of story telling than by telling great stories. This book should be required reading not just by those with content in their titles, but by anyone in Marketing AND Sales. Then, when you're done, give it to your CEO to read... but make sure you get it back, because I guarantee you'll refer to it more than once." —Shawna Dennis, Senior Marketing Leader "Neuroscience, algorithms, illustrations, personal anecdotes and good, old-fashioned empathy: This entertaining and informative tome journeys to the core of how we communicate and pushes us, as marketers and humans, to do it better, "speeding the reader through and leaving us wanting more." —Ann Hynek, VP of global content marketing at Morgan Stanley Transform your business through the power of storytelling. Content strategists Joe Lazauskas and Shane Snow offer an insider's guide to transforming your business—and all the relationships that matter to it—through the art and science of telling great stories. Smart businesses today understand the need to use stories to better connect with the people they care about. But few know how to do it well. In The Storytelling Edge, the strategy minds behind Contently, the world renowned content marketing technology company, reveal their secrets that have helped award-winning brands to build relationships with millions of advocates and customers. Join as they dive into the neuroscience of storytelling, the elements of powerful stories, and methodologies to grow businesses through engaging and accountable content. With The Storytelling Edge you will discover how leaders and workers can craft the powerful stories that not only build brands and engage customers, but also build relationships and make people care—in work and in life.

thimblesofplenty is a group of friends who also happen to be business people and avid readers. We wanted to keep up with the latest business books but found that time was a factor. So we divided out the work and each of us took a book and summarised it for the others. We thought it might be a great idea to share these summaries with you. For a small price and a 3 minute time investment, our summary gives you some of the wisdom from the book, some food for thought and hopefully the impetus to make some time to read the whole book!

Sacred cows--outdated and costly business practices such as the reports that are never read or a slow-down of innovative ideas--exist in every company. Inspired by insights gained from more than 450 programs conducted with all types of organizations, the authors of SACRED COWS MAKE THE BEST BURGERS show how corporations can kill off the sacred cows that are crippling them.

Award-winning entrepreneur and journalist Shane Snow reveals the counterintuitive reasons why so many partnerships and groups break down--and why some break through. The best teams are more than the sum of their parts, but why does collaboration so often fail to fulfill this promise? In Dream Teams, Snow takes us on an adventure through history, neuroscience, psychology, and business, exploring what separates groups that simply get by together from those that get better together. You'll learn: \* How ragtag teams--from soccer clubs to startups to gangs of pirates--beat the odds throughout history. \* Why DaimlerChrysler flopped while the Wu-Tang Clan succeeded, and the surprising factor behind most failed mergers, marriages, and partnerships. \* What the Wright Brothers' daily arguments can teach us about group problem solving. \* Pioneering women in law enforcement, unlikely civil rights collaborators, and underdog armies that did the incredible together. \* The team players behind great social movements in history, and the science of becoming open-minded. Provocative and entertaining, Dream Teams is a landmark work that will change the way we think about people, progress, and collaboration.

Stoicism is the most helpful and practical philosophy ever devised. Its intention is to help people find happiness by thinking differently about their lives and their problems. The advice the Stoics provided centuries ago is still the best anyone has offered, and it's as useful today as it was then—or more. When anyone today says something really wise, the Stoics usually said it first. Today the word “stoicism” is often used to mean suffering without complaint, but the true ideas, and ideals, of the Stoics are far more powerful and interesting. Stoicism means knowing the difference between what we can control and we can't, and not worrying about the latter. The Stoics were masters of perspective, always taking the long view while remembering that life is short. And they were deep and insightful students of human nature, understanding how we manage to make ourselves miserable as well as how we seek and can find fulfillment. The great insights of the Stoics are spread over a wide range of ancient sources. This book brings them all together for the first time. It systematically presents what the various Stoic philosophers said

on every important topic, accompanied by an eloquent commentary that is clear and concise. The result is a set of philosophy lessons for everyone—the most valuable wisdom of ages past made available for our times, and for all time.

Just graduated? Feeling a little lost? Life After College is like a portable life coach, giving you straightforward guidance on maneuvering the real world—along with tips, inspiration, and exercises for getting you where you want to go. Congrats, you've graduated! You have your whole life ahead of you. Do you feel overwhelmed? Unsure? Deluged with information, but no real plan? Jenny Blake's Life After College gives you practical, actionable advice, helping you to navigate every area of your life—from work, money, dating, health, family, and personal growth—to help you see the big picture. It will get you focusing on your goals, dreams, and highest aspirations so that you can create the life you really want. Now in a repackaged edition!

\* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. By reading this summary, you will discover principles that will help you achieve success faster with shortcuts. You will also discover that : the classical ways are not the fastest or the most innovative; there is no point in putting in effort for the simple principle of putting in effort: you have to work intelligently. to innovate, you must always question the paradigms, the principles that you take for granted, the foundations of the problem that drive you to undertake ; provided you know how to manage it, criticism will be very useful; true and solid relationships will always help you move forward. How is it that young entrepreneurs are experiencing tremendous success when many industries are standing still? Shane Snow, a young American entrepreneur who has spent a lot of time in New York's start-up community, explains the nine principles of smart entrepreneurship. He will explain how to implement these "smartcuts" (smart shortcuts) in a sustainable way. A strong advocate of a different way of thinking, he will allow you to see entrepreneurship and the path to success in a new light. \*Buy now the summary of this book for the modest price of a cup of coffee!

Serial entrepreneur and journalist Shane Snow delves into the reasons why some people and organizations are able to achieve incredible things in implausibly short time frames, showing how each of us can use these “smartcuts” to rethink convention and accelerate success. In every era, innovators from art to science to business have used what psychologists call “lateral thinking” to find better routes to stunning accomplishments. Smartcuts shows how they bucked the norm—and how the rest of us can too. Snow shatters common wisdom about success, revealing how conventions like “paying dues” prevent progress, why kids shouldn't learn multiplication tables, and how, paradoxically, it's easier to build a huge business than a small one. Smartcuts tells the stories of people who dared to work differently and lays out practical takeaways for the rest of us. It's about applying entrepreneurial and technological concepts to success in life and work, and how, by emulation, we too can leapfrog competitors, grow businesses, and fix society's problems faster than we think.

Our world is flooded by advice, ideas, and experts, but we shouldn't

The New York Times, BusinessWeek, and Wall Street Journal Bestseller that redefined what it means to be a leader. Since it was first published almost a decade ago, Seth Godin's visionary book has helped tens of thousands of leaders turn a scattering of followers into a loyal tribe. If you need to rally fellow employees, customers, investors, believers, hobbyists, or readers around an idea, this book will demystify the process. It's human nature to seek out tribes, be they religious, ethnic, economic, political, or even musical (think of the Deadheads). Now the Internet has eliminated the barriers of geography, cost, and time. Social media gives anyone who wants to make a difference the tools to do so. With his signature wit and storytelling flair, Godin presents the three steps to building a tribe: the desire to change things, the ability to connect a tribe, and the willingness to lead. If you think leadership is for other people, think again—leaders come in surprising packages. Consider Joel Spolsky and his international tribe of scary-smart software engineers. Or Gary Vaynerhuck, a wine expert with a devoted following of enthusiasts. Chris Sharma led a tribe of rock climbers up impossible cliff faces, while Mich Mathews, a VP at Microsoft, ran her internal tribe of marketers from her cube in Seattle. Tribes will make you think—really think—about the opportunities to mobilize an audience that are already at your fingertips. It's not easy, but it's easier than you think.

Entrepreneurs often suffer from "superhero syndrome"—the misconception that to be successful, they must do everything themselves. Not only are they the boss, but also the salesperson, HR manager, copywriter, operations manager, online marketing guru, and so much more. It's no wonder why so many people give up the dream of starting a business—it's just too much for one person to handle. But outsourcing expert and "Virtual CEO," Chris Ducker knows how you can get the help you need with resources you can afford. Small business owners, consultants, and online entrepreneurs don't have to go it alone when they discover the power of building teams of virtual employees to help run, support, and grow their businesses. Virtual Freedom: How to Work with Virtual Staff to Buy More Time, Become More Productive, and Build Your Dream Business is the step-by-step guide every entrepreneur needs to build his or her business with the asset of working with virtual employees. Focusing on business growth, Ducker explains every detail you need to grasp, from figuring out which jobs you should outsource to finding, hiring, training, motivating, and managing virtual assistants. With additional tactics and online resources, Virtual Freedom is the ultimate resource of the knowledge and tools necessary for building your dream business with the help of virtual staff.

The co-founder and CEO of Delivering Happiness updates the Delivering Happiness model for our new abnormal, showing organizations of every kind how to cultivate a culture that can adapt to change, be highly profitable, and support all its people...starting with yourself. Jenn Lim has dedicated her career to helping organizations from name-brand industry leaders to innovative governments build workplace cultures that benefit both their employees and their bottom line, with less employee turnover, greater engagement, and higher profits. Her culture consultancy, Delivering Happiness, demonstrates the profound impact happiness can have on businesses' ability to thrive in our ever-changing times. In this book, she clearly and concretely shows the way the model works in a hyper-connected fast-paced world, beginning with each individual defining their sense of values and purpose (the ME), and rippling through the organization ecosystem (the WE and the COMMUNITY) in waves of impact. Drawing on a deep understanding of the science of happiness, Jenn shows how bringing your whole self to work allows you to do your best work every day -- no matter what role you play at your company or what crisis might come at you next. She explains how true happiness comes from living your true purpose, and offers case studies to show how companies can help individuals align their purpose with the company mission. This innovation in organizational design and company culture is no longer a nice-to-have. It's the future of work, and it's here now. In this life-

