

The Mafia Manager A Guide To Corporate Machiavelli V

A collection of advice for the aspiring manager draws on the Mafia's reputation for understanding the dynamics of human nature, offering such maxims as "If you must lie, be brief" and "Keep your friends close, but keep your enemies closer"

An expose+a7 of the role of organized crime in the music industry focuses on MCA Records, a powerful corporation with ties to the Mob and political influence to spare. 50,000 first printing. \$50,000 ad/promo. Tour.

You gonna make money being a sucker? Fuggedaboutit! Here's a tip: You've got to get a plan, work it hard, work it smart, and surround yourself with people who know how to help you reach your goals—people like Michael Franzese. Franzese was a capo in the Colombo crime family. He ran rackets that earned millions a week. And then he walked away and went straight. He served his time and now schools everyone from executives to small business owners about how to get the most from their businesses—and how to do it on the level. Filled with hard-won experience, street smarts and a just a pinch of philosophy, I'll Make You an Offer You Can't Refuse delivers the goods: Strategies for winning What kind of people you need in your crew Ethical pitfalls Coming out ahead in negotiations And a lot, lot more Business is business. Let your friend Franzese give you a tip or two about how to run yours better.

The idea of "The Green Book" is to give the Motorist and

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Tourist a Guide not only of the Hotels and Tourist Homes in all of the large cities, but other classifications that will be found useful wherever he may be. Also facts and information that the Negro Motorist can use and depend upon. There are thousands of places that the public doesn't know about and aren't listed. Perhaps you know of some? If so send in their names and addresses and the kind of business, so that we might pass it along to the rest of your fellow Motorists. You will find it handy on your travels, whether at home or in some other state, and is up to date. Each year we are compiling new lists as some of these places move, or go out of business and new business places are started giving added employment to members of our race.

Describes the brain as a three-part system consisting of a mental, spiritual, and emotional section and shows how "rewiring" the thinking behind thinking can allow one's brain to function and operate more fully. 25,000 first printing. \$50,000 ad/promo. Tour. IP.

A journey to Castel Di Sangro, an Italian village that stunned the soccer world with its team's unexpected success, offers a portrayal of the emotion that swept the town.

The Mafia Manager
A Guide to the Corporate
Machiavelli
Macmillan

A successful property developer in England, the Sligo-born Tom Gilmartin had ambitious plans for major retail developments in Dublin in the late 1980s. Little did he know that in order to do business in the city, senior politicians and public officials would want a slice of the action ... in the form of large amounts of cash. Gilmartin

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blew the whistle on corruption at the heart of government and the city's planning system, and the fallout from his claims ultimately led to the resignation of the Taoiseach Bertie Ahern in 2008. Written by Ireland's leading investigative journalists, Tom Gilmartin is a compelling narrative of official wrong-doing and abuse of office; it lifts the lid on the corruption and financial mismanagement that blighted Irish society in latter decades of the twentieth century. The product of two decades' research, it's a must-read for anyone seeking to uncover the roots of Ireland's financial catastrophe. Get a taste of New York's underworld by seeing where mobsters lived, worked, ate, played, and died. From the Bowery Boys and the Five Points Gang through the rise of the Jewish "Kosher Nostra" and the ascendance of the Italian Mafia, mobsters have played a major role in the city's history, lurking just around the corner or inside that nondescript building. Bill "the Butcher" Poole, Paul Kelly, Monk Eastman, "Lucky" Luciano, Carlo Gambino, Meyer Lansky, Mickey Spillane, John Gotti—each held sway over New York neighborhoods that nurtured them and gave them power. As families and factions fought for control, the city became a backdrop for crime scenes, the rackets spreading after World War II to docks, airports, food markets, and garment districts. The streets of Brooklyn, swamps of Staten Island, and vacant lots near LaGuardia Airport hosted assassinations and hasty burials for the unlucky. The bloodlettings, arrests, and trials became front-page fodder for tabloids that thrived on covering Mulberry Street. Chinese, Russian, and Greek mobsters rose to prominence and wrought bloody havoc as well. Each of the book's five sections—one for each borough—traces criminal activities and area exploits from the nineteenth century to now. Everyone

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knows about Umberto's Clam House in Little Italy, but now you can find Scarpato's restaurant in Coney Island where Joe Masseria was killed by henchmen of Salvatore Maranzano, who in turn died in a Park Avenue office building at the hands of "Lucky" Luciano a few months later. From the Bronx to Brighton Beach, from New Springville to Ozone Park, here is a comprehensive, on-the-ground guide to mob life in the Rotten Apple.

Niccolo Machiavelli, one of the eminent minds of the Italian Renaissance, spent much of a long and active lifetime trying to determine and understand what exceptional qualities of human character-- and what surrounding elements of fortune, luck, and timing-- made great men great leaders successful in war and peace. In perhaps the liveliest book on Machiavelli in years, Michael A. Ledeen measures contemporary movers and doers against the timeless standards established by the great Renaissance writer. Titans of statecraft (Margaret Thatcher, Francois Mitterrand, Pope John Paul II, Ronald Reagan, and Bill Clinton); business and finance (Bill Gates); Wall Street and investing (Warren Buffett); the military (Colin Powell), and sports (Michael Jordan) are judged by Machiavelli's precepts on leadership and the proper use of power. The result is a wide-ranging and scintillating study that illuminates the thoughts of the Renaissance master and the actions of today's truly towering figures as well as the character-challenged pretenders to greatness. Here is an exceptional book on Machiavelli and his ultra-realistic exploration of human nature-- then and now.

More than 100,000 entrepreneurs rely on this book for detailed, step-by-step instructions on building successful, scalable, profitable startups. The National Science Foundation pays hundreds of startup teams each year to follow the process outlined in the book, and it's taught at Stanford, Berkeley, Columbia and more than 100 other

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leading universities worldwide. Why? The Startup Owner's Manual guides you, step-by-step, as you put the Customer Development process to work. This method was created by renowned Silicon Valley startup expert Steve Blank, co-creator with Eric Ries of the "Lean Startup" movement and tested and refined by him for more than a decade. This 608-page how-to guide includes over 100 charts, graphs, and diagrams, plus 77 valuable checklists that guide you as you drive your company toward profitability. It will help you:

- Avoid the 9 deadly sins that destroy startups' chances for success
- Use the Customer Development method to bring your business idea to life
- Incorporate the Business Model Canvas as the organizing principle for startup hypotheses
- Identify your customers and determine how to "get, keep and grow" customers profitably
- Compute how you'll drive your startup to repeatable, scalable profits.

The Startup Owner's Manual was originally published by K&S Ranch Publishing Inc. and is now available from Wiley. The cover, design, and content are the same as the prior release and should not be considered a new or updated product.

With over 400,000 sellers on Etsy, how can you make YOUR shop stand out and increase your sales? This is a key question for many crafters and artists who are selling online these days. Now here are all the answers and much more from author and Etsy seller Derrick Sutton. Based on his self-published guide, and drawn from his practical experience, you will learn how to boost your Etsy sales, attract more customers, and expand your online presence. Derrick shares his proven online sales and marketing knowledge in an easily accessible format, complete with simple actions steps at the end of each chapter. Learn how to completely optimize your Etsy shop, website, or blog, and much more. Some of the topics covered include:

- How to design a catchy Etsy banner
- How to gain an instant analysis of your shop and where you

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need to focus your efforts -A crash course on photographing your items and key mistakes to avoid class -Fail-safe copywriting secrets -How to take advantage of Etsy's forums, Treasury, and more -The effective way to use Facebook and Twitter, and why so many people get it wrong How to Sell Your Crafts Online offers crafters and artists practical internet marketing techniques from an experienced Etsy seller that will pave the way for a profitable online business! Praise for Derrick Sutton's e-Guide Crafting Success: "This is really a great guide through the mind-boggling thicket of internet selling. It's so easy to follow and straight forward..." --- Etsy seller jenniferwhitmer "I definitely saw a difference in my sales after doing many of the things suggested." --- Etsy seller mishmishmarket "A true wealth of useful information." --- Etsy seller helixelemental "[The steps are] easily presented, so making changes to your shop can be done instantly as you are reading." -- Licky Drake, HappyGoLicky Custom Silver Jewelry "A tremendous amount of information. I learned more from [this book] than from anything I have purchased in five years." --- Etsy seller HandpaintedGifts

How's your organization doing? Economic uncertainty. Employee loyalty. Power struggles. Conflict resolution. Tony Soprano has to deal with management problems just like any CEO. Aside from "whacking" people (a definite no-no in most corporate environments), his strategies and tactics can work for you. Learn what makes him such an effective leader in this offbeat leadership guide, including advice you can use on:

- Sit-downs, stand-ups, and other meetings
- Behind the Bada Bing!: making decisions
- Hey, break it up: resolving conflict
- Deal Time: effective negotiation
- Cigar Time: praise and feedback
- and more

With case studies, worksheets, tips on delegating and managing up—and a special chapter on what Tony does wrong—this is a business book like none you've ever read. Use it to gain new insight, and find street-smart

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ways to manage your own workplace family.

The Sicilian Mafia, or Cosa Nostra, is one of the most intriguing criminal phenomena in the world. It is an unparalleled organised criminal grouping that over almost two centuries has been able not only to successfully permeate licit and illicit economy, politics and civil society, but also to influence and exercise authoritative power over both the underworld and the upper-world. This criminal phenomenon has been a captivating conundrum for scholars of different disciplines who have tried to explain with various paradigms the reasons behind the emergence and consolidation of the mafia. Challenging the Mafia Mystique provides an analysis of the changes the Sicilian mafia has undergone, from legitimisation to denunciation. Rino Coluccello highlights how, from the very emergence of the organised criminal groups in Sicily, a culture existed that was protective and tolerant of the mafia. He argues that the various conceptualisations of the mafia that dominated the public and scientific debate in the nineteenth and more than half of the twentieth century created a mystique, which legitimised the mafia and contributed to their success. This book will be of great interest to scholars and students of organised crime, Italian politics and Italian literature.

Decorated Navy SEAL, successful businessman and world-renowned speaker Brent Gleeson shares his revolutionary approach to navigating and leading change in the workplace—with a foreword by #1 New York Times bestselling author Mark Owen. Inspired by his time as a Navy SEAL and building award-winning organizations in the business world, Brent Gleeson has created a powerful roadmap for today's existing and emerging business leaders and managers to improve their ability to successfully navigate organizational change. Over the past ten years since leaving the SEAL Teams, Gleeson has become a well-respected thought leader

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and expert in business transformation. He has spoken to and consulted with hundreds of organizations across the globe and inspired thousands of business leaders through his highly insightful philosophies on leadership, culture and building high-performance teams that achieve winning results. In TakingPoint, Gleeson shares his ten-step program that he has implemented in his own companies and for his high-profile clients—giving leaders and managers actionable insights and a framework for successful execution.

TakingPoint brilliantly captures the structures, behaviors and mindsets required to build successful twenty-first century organizations. With a strong emphasis on communication, culture, engagement, accountability, trust, and resiliency, Gleeson's methods have helped hundreds of companies around the world transform the way they think about change, and can help yours do the same. For the last five years, Gleeson has shared his philosophies through his weekly columns on Forbes and Inc. And now, for the first time ever, they are captured in this entertaining and highly prescriptive book. Steps include: -Culture: The Single Most Important Enabler -Trust: Fueling the Change Engine -Accountability: Ownership at All Levels -Mindset: Belief in the Mission -Preparation: Gathering Intelligence and Planning the Mission -Transmission: Communicating the Vision -Inclusion: The Power of Participation and Acceptance -Fatigue: Managing Fear and Staying Energized -Discipline: Focus and Follow-Through -Resiliency: The Path of Lasting Change Never has change been more consistent and disruptive as it is now. Business leaders and managers at all levels can't just react to change. They have to lead change. They have to take point.

Alex Rogo is a harried plant manager working ever more desperately to try and improve performance. His factory is rapidly heading for disaster. So is his marriage. He has ninety

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days to save his plant - or it will be closed by corporate HQ, with hundreds of job losses. It takes a chance meeting with a colleague from student days - Jonah - to help him break out of conventional ways of thinking to see what needs to be done. Described by Fortune as a 'guru to industry' and by Businessweek as a 'genius', Eliyahu M. Goldratt was an internationally recognized leader in the development of new business management concepts and systems. This 20th anniversary edition includes a series of detailed case study interviews by David Whitford, Editor at Large, Fortune Small Business, which explore how organizations around the world have been transformed by Eli Goldratt's ideas. The story of Alex's fight to save his plant contains a serious message for all managers in industry and explains the ideas which underline the Theory of Constraints (TOC) developed by Eli Goldratt. Written in a fast-paced thriller style, *The Goal* is the gripping novel which is transforming management thinking throughout the Western world. It is a book to recommend to your friends in industry - even to your bosses - but not to your competitors!

Invaluable Insight into LLCs Featuring updated forms and financial templates now available via download, this comprehensive toolkit provides step-by-step instructions for planning, organizing, forming, operating and maintaining a limited liability company (LLC) in any state. LLCs are one of the most flexible business formations available and for many businesses, offer the best of both worlds. As in partnerships, taxation passes through to the business, avoiding the double taxation problem with corporations. And like corporations, LLCs offer liability protection for owners and their assets. However, LLCs aren't for everyone. To help you make an informed decision, business legal guru Michael Spadaccini provides invaluable insight, offering tips from the pros, practical experience and lists of advantages and

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disadvantages. This hands-on reference offers: Instructions on how to start and maintain an LLC, including detailed requirements for every state The pros, cons, and uses of different business formations – including LLCs, corporations, sole proprietorships, and partnerships Details on how and when LLCs are best used for minimizing taxes, increasing liability protection and shielding assets Contact information and summaries of incorporations laws for the 50 states and Washington, DC, including requirements and costs for creating LLCs.

In the early hours of an August 2007 morning a gunfight broke out in an Italian restaurant in Duisburg, Germany; in less than five minutes over seventy shots were fired into the bodies of six men. Both the victims and the assassins were members of the 'Ndrangheta crime organization. Calabria's Mafia had brazenly shown its savage influence outside Italy for the first time. In *The Honored Society* award-winning investigative reporter Petra Reski reveals the Mafia menace lurking throughout the world-- from espresso bars in Palermo to European halls of parliament to the corporate headquarters of enormous agricultural firms. In haunting and exquisite prose she explores the Byzantine structure of the 'Ndrangheta, Cosa Nostra and other mafia clans throughout Italy -- the code they live by, the destruction they wreak, how they operate within the country and how they operate internationally. She shows how these syndicates dominate everything from nuclear waste disposal to hotel chains to the marijuana trade in Australia and cocaine trafficked throughout the world. Reski shows how figures such as Silvio Berlusconi were made by the Mafia, and how those who dared to defy its codes were broken. A searing portrait of the criminals who have come to control not only Italy but vast swathes of the globe, *The Honored Society* is a journalistic tour de force. Ben Horowitz, cofounder of Andreessen Horowitz and one of

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Silicon Valley's most respected and experienced entrepreneurs, offers essential advice on building and running a startup—practical wisdom for managing the toughest problems business school doesn't cover, based on his popular ben's blog. While many people talk about how great it is to start a business, very few are honest about how difficult it is to run one. Ben Horowitz analyzes the problems that confront leaders every day, sharing the insights he's gained developing, managing, selling, buying, investing in, and supervising technology companies. A lifelong rap fanatic, he amplifies business lessons with lyrics from his favorite songs, telling it straight about everything from firing friends to poaching competitors, cultivating and sustaining a CEO mentality to knowing the right time to cash in. Filled with his trademark humor and straight talk, *The Hard Thing About Hard Things* is invaluable for veteran entrepreneurs as well as those aspiring to their own new ventures, drawing from Horowitz's personal and often humbling experiences.

Deborah Knott, an attorney attempting to infiltrate the old boy network of tobacco country by running for district judge, is distracted from the race, and almost eliminated from it, when she finds new evidence to an old small-town murder.

From Mike Michalowicz, the author of *PROFIT FIRST*, *CLOCKWORK*, and *THE PUMPKIN PLAN*, comes the ultimate diagnostic tool for every entrepreneur. The biggest problem entrepreneurs have is that they don't know what their biggest problem is. If you find yourself trapped between stagnating sales, staff turnover, and unhappy customers, what do you fix first? Every issue seems urgent -- but there's no way to address all of them at once. The result? A business that continues to go in endless circles putting out urgent fires and prioritizing the wrong things. Fortunately, Mike Michalowicz has a simple system to help you eradicate these frustrations and get your business moving forward, fast. Mike

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himself has lived through the struggles and countless distractions of entrepreneurship, and devoted years to finding a simple way to pinpoint exactly where to direct attention for rapid growth. He figured out that every business has a hierarchy of needs, and if you can understand where you are in that hierarchy, you can identify what needs immediate attention. Simply fix that one thing next, and your business will naturally and effortlessly level-up. Over the past decade, Mike has developed an ardent following for his funny, honest, and actionable insights told through the stories of real entrepreneurs. Now, Fix This Next offers a simple, unique, and wildly powerful business compass that has already helped hundreds of companies get to the next level, and will do the same for you. Immediately.

Cybercrime meets organized crime in this true crime story about a hacker attempting to control Sin City's call-girl racket. Was a hacker diverting phone calls meant for Las Vegas escort services? The FBI wanted to know, and so did associates of a New York Mafia family. In one of the most unusual undercover operations ever, the FBI had an agent acting as a manager in a real Las Vegas escort service. Federal agents expected to find prostitution and drugs in the Las Vegas escort industry. What their investigation uncovered was even more serious . . . Praise for Wrong Numbers "An intriguing and well-researched crime story detailing the intersection of big money and quick sex in the city that contains a lot of both." —Jack Sheehan, author of Skin City "Wiseguys and wannabes are on the hunt for a shadowy hacker who may hold the keys to control of Las Vegas' multi-million dollar call girl racket, while FBI agents are hunting them. The result is a gripping true-life crime story that reads like a collaboration between Elmore Leonard and William Gibson told with the knowing savvy of two longtime chroniclers of Sin City's hidden underbelly." —Kevin Poulsen,

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author of Kingpin: How One Hacker Took Over the Billion-Dollar Cybercrime Underground “In ’90s Vegas, call girls worked for “entertainment” services that were little more than phone numbers, dispatchers, and drop safes. When a mystery hacker started diverting customers’ calls to one service’s number, it launched a series of dangerous events that involved the Mob, feds, hackers, service owners, and the phone system itself. This slice of Sin City history is as little-known as it is thrilling, and it’s well-told by investigative journalist Glen Meek and crime writer Dennis Griffin.” —Deke Castleman, author of Whale Hunt in the Desert: Secrets of a Vegas Superhost

New York Times bestselling author Donald Miller uses the seven universal elements of powerful stories to teach readers how to dramatically improve how they connect with customers and grow their businesses. Donald Miller’s StoryBrand process is a proven solution to the struggle business leaders face when talking about their businesses. This revolutionary method for connecting with customers provides readers with the ultimate competitive advantage, revealing the secret for helping their customers understand the compelling benefits of using their products, ideas, or services. Building a StoryBrand does this by teaching readers the seven universal story points all humans respond to; the real reason customers make purchases; how to simplify a brand message so people understand it; and how to create the most effective messaging for websites, brochures, and social media. Whether you are the marketing director of a multibillion dollar company, the owner of a small business, a politician running for office, or the lead singer of a rock band, Building a StoryBrand will forever transform the way you talk about who you are, what you do, and the unique value you bring to your customers.

An exploration of how technology and best intentions collide

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in the heat of war A New York Times Book Review Editors' Choice In *The Bomber Mafia*, Malcolm Gladwell weaves together the stories of a Dutch genius and his homemade computer, a band of brothers in central Alabama, a British psychopath, and pyromaniacal chemists at Harvard to examine one of the greatest moral challenges in modern American history. Most military thinkers in the years leading up to World War II saw the airplane as an afterthought. But a small band of idealistic strategists, the "Bomber Mafia," asked: What if precision bombing could cripple the enemy and make war far less lethal? In contrast, the bombing of Tokyo on the deadliest night of the war was the brainchild of General Curtis LeMay, whose brutal pragmatism and scorched-earth tactics in Japan cost thousands of civilian lives, but may have spared even more by averting a planned US invasion. In *The Bomber Mafia*, Gladwell asks, "Was it worth it?" Things might have gone differently had LeMay's predecessor, General Haywood Hansell, remained in charge. Hansell believed in precision bombing, but when he and Curtis LeMay squared off for a leadership handover in the jungles of Guam, LeMay emerged victorious, leading to the darkest night of World War II. *The Bomber Mafia* is a riveting tale of persistence, innovation, and the incalculable wages of war.

The New Machiavelli is a gripping account of life inside 'the bunker' of Number 10. In his twenty-first century reworking of Niccolò Machiavelli's influential masterpiece, *The Prince*, Jonathan Powell - Tony Blair's Chief of Staff from 1994 - 2007 - recounts the inside story of that period, drawing on his own unpublished diaries. Taking the lessons of Machiavelli derived from his experience as an official in fifteenth-century Florence, Powell shows how these lessons can still apply today.

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Illustrating each of Machiavelli's maxims with a description of events that occurred during Tony Blair's time as Prime Minister, *The New Machiavelli* is designed to be *The Prince* for modern times.

The Japanese mafia - known collectively as *yakuza* - has had an extensive influence on Japanese society over the past fifty years. Based on extensive interviews with criminals, police officers, lawyers, journalists, and academics, this is the first academic analysis in English of Japan's criminal syndicates. Peter Hill argues that the essential characteristic of Japan's criminal syndicates is their provision of protection to consumers in Japan's under- and upper-worlds. In this respect they are analogous to the Sicilian Mafia, and the mafias of Russia, Hong Kong and the United States. Although the *yakuza*'s protective mafia role has existed at least since the end of the Second World War, and arguably longer, their sources of income have not remained constant. The *yakuza* have undergone considerable change in their business activities over the last half-century. The two key factors driving this evolution have been the changes in the legal, and law-enforcement environment within which these groups must operate, and the economic opportunities available to them. This first factor demonstrates that the complex and ambiguous relationship between the *yakuza* and the state has always been more than purely symbiotic. With the introduction of the *boryokudan* (*yakuza*) countermeasures law in 1992, the relationship between the *yakuza* and the state has become more unambiguously antagonistic. Assessing the impact of this

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law is, however, problematic; the contemporaneous bursting of Japan's economic bubble at the beginning of the 1990s also profoundly and adversely influenced yakuza sources of income. It is impossible to completely disentangle the effects of these two events. By the end of the twentieth century, the outlook for the yakuza was bleak and offered no short-term prospect of amelioration. More profoundly, state-expropriation of protection markets formerly dominated by the yakuza suggests that the longer-term prospects for these groups are bleaker still: no longer, therefore, need the yakuza be seen as an inevitable and necessary evil.

Anthony "Tony" Costa grew up admiring his Uncle Dom- a made member of the New England mafia- so when Dom asks him to collect gambling debts from around the neighborhood, Tony is happy to help. Even after his uncle gets thrown in jail, he does his nephew a good turn from behind bars, getting him a job as a longshoreman on the Boston waterfront. The year is 1958, and Tony is only eighteen. His new job quickly teaches him what it will take to survive on the docks. Tony and his violent new friend Butchie Shea soon carve out a life for themselves on the pier. But when Butchie convinces him to take desperate, brutal action against an adversary, Tony realizes just how badly his criminal lifestyle has tainted him. He vows to go straight and focus on his wife and family-but old habits die hard, and the opportunity of a lifetime yanks Tony back in. The job could lead to big rewards, but Tony might not see just how risky it is until it's too late.

Principles of Management is designed to meet the scope

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and sequence requirements of the introductory course on management. This is a traditional approach to management using the leading, planning, organizing, and controlling approach. Management is a broad business discipline, and the Principles of Management course covers many management areas such as human resource management and strategic management, as well behavioral areas such as motivation. No one individual can be an expert in all areas of management, so an additional benefit of this text is that specialists in a variety of areas have authored individual chapters. In the 1990s, the so-called Russian mafia dominated newspaper headlines, political analysis, and academic articles around the world. It was the new scourge, a threat so massive that it was believed to hold the Russian economy hostage. Former FBI Director Louis Freeh announced that the Russian mafia was a significant threat to the national security of the United States. Before the end of the decade, Director Freeh reversed himself, saying that in reality the magnitude of the danger from the Russian mafia had been overestimated. Heading into the new millennium, the international hue and cry about gangsters from the former Soviet Union subsided dramatically, particularly after the terrorist attacks of September 11. Al-Qaeda shifted the spotlight from organized crime to terrorism and U.S. homeland security. Has the Russian mafia been eradicated or has it simply fallen below the radar? Countless books and articles have reported on the Russian mafia in breathless terms bordering on hysteria. Casting a broad net, Serio brings a different, more

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analytical approach to his exploration of the subject. In *Investigating the Russian Mafia, Part I* begins by asking a series of basic questions: What did the Soviets understand 'mafia' to mean? Was this a Russian phenomenon or more broadly-based, multi-ethnic groups? How did the media influence the perception of the Russian mafia? What does a close examination of the official statistics reveal about the nature of crime groups in the former Soviet Union? In *Part II*, Serio discusses an overview of attitudes and practices of the criminal world, business, and policing, among others, in Russian history. He demonstrates that many of the forces at work in the 1990s did not originate in the Communist era or arise because of the collapse of the USSR. *Part III* presents a discussion of the crime groups that developed in the post-Soviet era, the challenges that faced the business world, and the law enforcement response. This book is not simply a discussion of the Russian mafia. It is an exercise in critical thinking about one of the major developments in international crime over the past two decades. Readers will be challenged to examine information being presented by the media and government authorities, to put the current news stories in a broader historical and cultural context, and learn to ask questions and arrive at their own conclusions. *Investigating the Russian Mafia* is ideal for students, law enforcement, practitioners, and business people operating in the former Soviet Union, as well as the general reader. Serio brings a unique perspective to his subject matter. He lived in the former Soviet Union for seven years, witnessing the country and culture from a

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variety of angles. In the Soviet era he was a tourist and student in Moscow. He also served in a unique internship in the Organized Crime Control Department of the Soviet police prior to the collapse of the USSR. In the 1990s, he worked as a media consultant to The New York Times, The Washington Post, CNN, BBC, the Chicago Tribune, and others. Serio became a security consultant to the global corporate investigation and business intelligence firm, Kroll Associates, and later served as director of Kroll's Moscow office overseeing investigations across the former Soviet Union.

Updated and available for the first time in English, Mafia Inc. reveals how the Rizzuto clan built their Canadian empire through force and corruption, alliances and compromises, and turned it into one of the most powerful criminal organizations in North America. Relying on extensive court documents, police sources and sources in the family's home village in Sicily, Montréal journalists André Cédilot and André Noël reconstruct the history of the Rizzuto clan, and expose how its business extends throughout Canada and the world, shaping the criminal underworld, influencing politicians and bending the will of business leaders to their own self-satisfying ends.

The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business. As an associate of the Gambino family, Ferrante relied on his instincts to pull off some of the biggest heists in U.S. history. By the age of

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twenty-one, he had netted millions of dollars for his employers. His natural talent for management led Mafia bosses to rely on him. After being arrested and serving an eight-and-a-half-year prison sentence, Ferrante went straight. He realized that the Mob's most valuable business lessons would allow him to survive and thrive in the real world. Now he offers eighty-eight time-tested Mafia strategies, including: * Go get your own coffee!: Respecting the chain of command without being a sucker. * The walls have ears: Never bad-mouth the boss. * Is this phone tapped?: Watch what you say every day. * How to bury the hatchet-but not in someone's head. * Don't split yourself in half: The wrong decision is better than none at all. * Don't build Yankee stadium, just supply the concrete: Spotting new rackets. * Leave the gun, take the cannolis...and beware of hubris. Ferrante brings his real-life experiences to the book, offering fascinating advice that really works and sharing behind-the-scenes episodes almost as outrageous as those occurring on Wall Street every day.

"It took me a long time and most of the world to learn what I know about love and fate and the choices we make, but the heart of it came to me in an instant, while I was chained to a wall and being tortured." So begins this epic, mesmerizing first novel by Gregory David Roberts, set in the underworld of contemporary Bombay.

Shantaram is narrated by Lin, an escaped convict with a false passport who flees maximum security prison in Australia for the teeming streets of a city where he can disappear. Accompanied by his guide and faithful friend, Prabaker, the two enter Bombay's hidden society of

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beggars and gangsters, prostitutes and holy men, soldiers and actors, and Indians and exiles from other countries, who seek in this remarkable place what they cannot find elsewhere. As a hunted man without a home, family, or identity, Lin searches for love and meaning while running a clinic in one of the city's poorest slums, and serving his apprenticeship in the dark arts of the Bombay mafia. The search leads him to war, prison torture, murder, and a series of enigmatic and bloody betrayals. The keys to unlock the mysteries and intrigues that bind Lin are held by two people. The first is Khader Khan: mafia godfather, criminal-philosopher-saint, and mentor to Lin in the underworld of the Golden City. The second is Karla: elusive, dangerous, and beautiful, whose passions are driven by secrets that torment her and yet give her a terrible power. Burning slums and five-star hotels, romantic love and prison agonies, criminal wars and Bollywood films, spiritual gurus and mujaheddin guerrillas---this huge novel has the world of human experience in its reach, and a passionate love for India at its heart. Based on the life of the author, it is by any measure the debut of an extraordinary voice in literature.

The first-ever full account of Nixon's extensive ties to the American Mafia, from a veteran White House reporter. Unbeknownst to most people even now, the election of 1968 placed the patron saint of the Mafia in the White House. In other words, Richard Nixon would go on to not only lead a criminal presidency; he would be totally indebted to our nation's top mobsters. By 1969, thanks in large part to his long-time campaign manager and political advisor Murray Chotiner, a lawyer who specialized in representing mobsters,

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Nixon had participated in secret criminal dealings for more than 20 years with sketchy figures such as Mickey Cohen, Mob financial guru Meyer Lansky, Teamsters union chief Jimmy Hoffa, and New Orleans Mafia boss Carlos Marcello. And with Chotiner as one of his key behind-the-scenes advisors in the White House, Nixon's ties to the Mafia didn't end there. The Mafia's President reveals a mind-blowing litany of favors Nixon exchanged with these sinister characters over decades, ranging from springing Jimmy Hoffa from prison to banning the federal government from using the terms "Mafia" and "La Cosa Nostra." Drawing on newly released government tapes, documents, and other fresh information, *The Mafia's President* by Don Fulsom offers a carefully reported, deeply researched account of Richard Nixon's secret connections to America's top crime lords. The first ever playbook for B2B salespeople on how to win clients and customers who are already being serviced by your competition, from the author of *The Only Sales Guide You'll Ever Need* and *The Lost Art of Closing*. Like it or not, sales is often a zero-sum game: Your win is someone else's loss. Most salespeople work in mature, overcrowded industries, your offerings perceived (often unfairly) as commodities. Growth requires taking market share from your competitors, while they try to do the same to you. How else can you grow 12 percent a year in an industry that's only growing by 3 percent? It's not easy for any salesperson to execute a competitive displacement--or, in other words, "eat their lunch." You might think this requires a bloodthirsty "whatever it takes" attitude, but that's the opposite of what works. If you act like a Mafia don, you only make yourself difficult to trust and impossible to see as a long-term partner. Instead, this book shows you how to find and maintain a long-term competitive advantage by taking steps like:

- ranking prospective new clients not by their size or convenience to

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you, but by who stands to gain the most from your solution. • understanding the different priorities for everyone in your prospect's organization, from the CEO to the accountants, and addressing their various concerns. • developing a systematic contact plan for all those different stakeholders so you can win over the right people at the organization in the optimal sequence. Your competitors may be tough, but with the strategies you'll discover in this book, you'll soon be eating their lunch.

The world's oldest and best-organized conglomerate now reveals management techniques everyone can use. Unlike other guides to business, *The Mafia Manager* shuns theoretical verbiage to present the philosophy of leadership that founded and captained "The Silent Empire" through centuries of expansion and success. Some sample pearls of wisdom: -"Be sure you understand what your boss has ordered before you act on his command. What if you whack the wrong guy, or bomb the wrong joint...Learn the art of asking questions." -"Keep your friends close, but keep your enemies closer." -"Don't become involved in any office political battle without first asking yourself, 'What's in it for me?' and then 'What's in it for them?'" -"If you must lie, be brief."

Finally! The definitive guide to the toughest, most challenging, and most rewarding job in sales. Front Line Sales Managers have to do it all - often without anyone showing them the ropes. In addition to making your numbers your job calls upon you for: Constant coaching, training, and team building Call, pipeline, deal, territory, one-on-ones, and other reviews that drive business performance Recruiting, interviewing, hiring, and onboarding top talent Responding to shifts in the marketplace - and in your company Dealing with, turning around, or terminating problem employees Analyzing and acting upon metrics to correct performance Managing the

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business and executive expectations Leveraging sales systems, tools, and processes Conducting performance reviews and setting expectations And more All this and making the numbers! Sales Manager Survival Guide addresses each of these issues, and many others, clearly, honestly, and in-depth. Drawing upon decades of experience in sales, sales management, and sales executive positions from small companies to giant corporations, David Brock gives you invaluable insight, wisdom, and above all practical guidance in how to handle the wide array of challenges and responsibilities you'll face as a Front Line Sales Manager. If you're a sales manager, or want to become one, this book shows you how to survive-and thrive. And if you want to be a great sales manager, this book shares the secrets, tools, and best practices to help you climb to the top-and beyond. "This is THE go-to resource for sales management!" Mike Weinberg, author of Sales Management Simplified
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