

Ask: The Counterintuitive Online Method to Discover Exactly What Your Customers Want To Buy Create A Mass Of Raving Fans And Take Any Business To The Next Level

Start with No offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years now, win-win has been the paradigm for business negotiation. But now, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. Start with No induces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: * aren't interested in "yes—they prefer "no" * never, ever rush to close, but always let the other side feel comfortable and secure * are never needy; they take advantage of the other party's neediness * create a "blank slate" to ensure they ask questions and listen to the answers, to make sure they have no assumptions and expectations * always have a mission and purpose that guides their decisions * don't send so much as an e-mail without an agenda for what they want to accomplish * know the four "budgets" for themselves and for the other side: time, energy, money, and emotion * never waste time with people who don't really make the decision Start with No is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.

Presents recipes ranging in difficulty with the science and technology-minded cook in mind, providing the science behind cooking, the physiology of taste, and the techniques of molecular gastronomy.

"The world's greatest salesman" reveals the spectacular selling principles that have brought him to the top of his profession as he offers helpful advice on how to develop customer profiles, how to turn a prospect into a buyer, how to close the deal, and how to establish a long-term relationship with one's customers. Reprint. 25,000 first printing.

Your dreams become your destiny when you learn the secret art of asking! Most people have beautiful dreams deep inside—the things they would like to have, the relationships they'd love to enjoy, and the wellness and well-being that would help them express their best, in every way. But often those dreams lie buried inside us. Hidden by fear or unworthiness or a lack of awareness of what could be. Asking is the only language to which the Universe can deliver a solution, understanding, illumination, or plan. There are three distinct channels through which we can ask: Ask Yourself Ask Others Ask God You were born with a destiny. Your job is to discover it. Once you begin to practice the art and science of asking to discover your destiny and start to move toward it, you can manifest innumerable blessings for yourself and others. This isn't a complicated process; in fact, it's a simple gift that lies dormant within you. Once you learn to address that gift, everything changes for the better. Ask! will help you access your hidden dreams and reveal them to be recognized and fulfilled in miraculous ways. You matter. The world needs you to find your destiny and live it. This book is your guide. Start crossing the bridge to your destiny today!

Mathematics and Computation
An Introduction to Statistical Learning

How to Stand Out and Sell More Using the Power of Your Story
What Is Your 'WHAT'?

Maximum Momentum
How to Sell Anything to Anybody

Scores of talented and dedicated people serve the forensic science community, performing vitally important work. However, they are often constrained by lack of adequate resources, sound policies, and national support. It is clear that change and advancements, both systematic and scientific, are needed in a number of forensic science disciplines to ensure the reliability of work, establish enforceable standards, and promote best practices with consistent application. Strengthening Forensic Science in the United States: A Path Forward provides a detailed plan for addressing these needs and suggests the creation of a new government entity, the National Institute of Forensic Science, to establish and enforce standards within the forensic science community. The benefits of improving and regulating the forensic science disciplines are clear: assisting law enforcement officials, enhancing homeland security, and reducing the risk of wrongful conviction and exoneration. Strengthening Forensic Science in the United States gives a full account of what is needed to advance the forensic science disciplines, including upgrading of systems and organizational structures, better training, widespread adoption of uniform and enforceable best practices, and mandatory certification and accreditation programs. While this book provides an essential call-to-action for congress and policy makers, it also serves as a vital tool for law enforcement agencies, criminal prosecutors and attorneys, and forensic science educators.

The go-to guide for small-business owners and entrepreneurs to discover exactly what consumers want to buy and how to get it to them. As a small-business owner, entrepreneur, or marketer, are you absolutely certain that you know what your customer wants? And even if you know what your customer wants, are you sure that you are able to clearly communicate that you offer the exact thing that they are seeking? In this best-selling book, Ryan Levesque lays out his proven, repeatable, yet slightly counterintuitive, methodology for understanding the core wants and motivations of your customer. Levesque's Ask Method provides a way to discover what customers want to buy by guiding them through a series of questions and customizing a solution from them so they are more likely to purchase from you. And all through a completely automated process that does not require one-on-one conversations with every single customer. The Ask method has generated over \$100 million in online sales across 23 different industries and counting. Now it's your turn to use it to create a funnel, skyrocket your online income, and create a mass of dedicated fans for you and your company in the process. Make workplace conflict resolution a game that EVERYBODY wins! Recent studies show that typical managers devote more than a quarter of their time to resolving coworker disputes. The Big Book of Conflict-Resolution Games offers a wealth of activities and exercises for groups of any size that let you manage your business (instead of managing personalities). Part of the acclaimed, bestselling Big Books series, this guide offers step-by-step directions and customizable tools that empower you to heal rifts arising from ineffective communication, cultural/personality clashes, and other specific problem areas—before they affect your organization's bottom line. Let The Big Book of Conflict-Resolution Games help you to: Build trust Foster morale Improve processes Overcome diversity issues And more Dozens of physical and verbal activities help create a safe environment for teams to explore several common forms of conflict—and their resolution. Inexpensive, easy-to-implement, and proved effective at Fortune 500 corporations and mom-and-pop businesses alike, the exercises in The Big Book of Conflict-Resolution Games delivers everything you need to make your workplace more efficient, effective, and engaged.

THE MILLION COPY INTERNATIONAL BESTSELLER Drawn from 3,000 years of the history of power, this is the definitive guide to help readers achieve for themselves what Queen Elizabeth I, Henry Kissinger, Louis XIV and Machiavelli learnt the hard way. Law 1: Never outshine the master Law 2: Never put too much trust in friends; learn how to use enemies Law 3: Conceal your intentions Law 4: Always say less than necessary. The text is bold and elegant, laid out in black and red throughout and replete with fables and unique word sculptures. The 48 laws are illustrated through the tactics, triumphs and failures of great figures from the past who have wielded - or been victimised by - power.

(From the Playboy interview with Jay-Z, April 2003) PLAYBOY: Rap careers are usually over fast: one or two hits, then styles change and a new guy comes along. Why have you endured while other rappers haven't? JAY-Z: I would say that it's from still being able to relate to people. It's natural to lose yourself when Volume Three, was wack. People set higher standards for me, and I love it.

The 48 Laws of Power
Your Life, Liberty, and Happiness After the Digital Explosion

Persuade and Transform Your Audiences, Clients and Customers—Simply, Quickly and Profitably
Choose
The Lean Startup

How to Test Your Next Business Idea So You Don't Waste Your Time and Money
A Counterintuitive Approach to Living a Good Life

Manfred: the biggest reason internet business owners struggle and fail... and why it's not too late for you to start and grow a successful business online... in Rich Scheffers' Groundbreaking Book - THE INTERNET BUSINESS MANIFESTO Find Out How You Can Use These Simple Strategies From "The Coach to the Gurus" To Make More Money Online... With Less Work. Get the "Internet Business Manifesto" today and discover why you can't. The #1 reason why most internet business owners struggle... and why you don't have to... "The secrets to making it big online (this may surprise you)." "How to build a real business around what you are already doing..." How to build a business so well... it makes competing with you "undesirable."** Why HUNDREDS of THOUSANDS of people just like you have proclaimed "The Internet Business Manifesto" one of best books ever written on Business.

New and classical results in computational complexity, including interactive proofs, PCP, derandomization, and quantum computation. Ideal for graduate students.

Consider your last big purchase: What influenced your decision? A paid advertisement? A polished press release? A celebrity Twitter endorsement? A marketing email? A product webpage? Probably not. More than likely, you listened to someone you know and trust. An authentic voice with relevant experience is the most convincing proponent when we're considering a new product or company. That is the power of an advocate. In an age of complete transparency, buyers are no longer swayed by traditional sales and marketing tactics. Instead, they want to be guided by the advice of trusted peers. Advocate Marketing powers the progress of some of today's most exciting and successful organizations. Based on their pioneering experience with companies ranging from small startups to global brands, Organ and Deena Zentky's insights will show you how to discover, nurture and mobilize your most enthusiastic advocates to benefit your company and your career. The Messenger is The Message is your complete blueprint for building a powerful, always-on community of authentic advocates, the most effective system for efficient growth in today's social web era.

Outlines a revisionist's approach to management while arguing against common perceptions about the inevitability of startup failures, explaining the importance of providing genuinely needed products and services as well as organizing a business that can adapt to continuous customer feedback.

Information Theory, Inference and Learning Algorithms
The Single Most Important Decision Before Starting Your Business

How to Figure Out Exactly What People Want to Buy in Any Market
Why Generalists Triumph in a Specialized World

How to Mobilize Customers and Unleash the Power of Advocate Marketing
Yes! It Flies!

Ask: The Counterintuitive Online Method to Discover Exactly What Your Customers Want to Buy... Create A Mass of Raving Fans... and Take Any Business to the Next Level by Ryan Levesque

Offers techniques and strategies for increasing income while cutting work time in half, and includes advice for leading a more fulfilling life. Many startups and entrepreneurs fail because they do not validate their startup business idea. I run some of the largest startup communities on LinkedIn. One of the largest communities that I moderate and engage on LinkedIn has around 300,000 global members including startups, venture capitalists, entrepreneurs, mentors and global experts. With my own experience of working with many startups, entrepreneurs, corporates and my regular interactions with successful business ventures I have understood the importance of validating your startup business idea before launching your product or services in the market. In this book not only have I collected my thoughts and experiences for validating a business idea but I have reached out to many experts globally to understand how to validate a business idea before going all out and launching your own business. Who Is This Book For? It is extremely important that you validate your startup business idea in the market if you are a wannabe entrepreneur, a student, homemaker, professional, expert or anyone who is trying to launch a startup business. This is extremely important for you to understand this right from the ideation stage itself. Sometimes in the enlightenment of the business idea or in the haste of getting things done faster with shortcuts (However the idea might be great), we end up doing the following: 1. We forget the simple basics 2. We tend to overlook similar experiences 3. We do not take stable advices 4. We rush into getting things done faster 5. We often get misguided 6. We overlook readily available data 7. We sometimes ONLY look at money and not the business process 8. We don't validate things before going all out Why This Book? Time and again I have seen my friends, colleagues, students, awesome entrepreneurs, startups (including myself) getting into a new business without validating their startup business idea. This often has led to extremely disastrous and sometimes fatal outcomes. Lot of things get on stake when you risk getting into a new business e.g. you risk your time, money, resources, relationships, career etcNever hurry into things. Always validate things from a rational and practical perspective. This will give you depth, more understanding and a far clear picture of how, when, where and what to do while going ahead into a new venture This book is a step to overcome all those hassles and validate your awesome business idea. A huge thanks to all these awesome global experts, entrepreneurs who have also contributed their ideas with me on the topic: Tina Zurbi, Sandeep Balaji, Neeraj Saini, Praval Kant, Dr Aniruddha Malpani, Joseph Roos, Avigal Berg, Diana Palchik, Dr Rajeev Tewari, Patrick Osman, Tishana Simon, Dr Pranab Sen, Nitin Jain, Ed Zimmer, Andrea Sica, Zile Sollih, Jeffrey Hilton, Guy Cleveland, Richard Colesnoe, Tabitha Jean Taylor, Andrew MacWhirter, Matt Kurletto, Daniel Leping I would also love to hear from you once you have read this book on your experiences and how you have dealt with validating your own startup business idea. If you still might have some doubts please feel free to reach out to me on Twitter or LinkedIn. Scroll To The Top and Buy Now With Single Click and I Look Forward To Hearing From You.

An introduction to computational complexity theory, its connections and interactions with mathematics, and its central role in the natural and social sciences, technology, and philosophy Mathematics and Computation provides a broad, conceptual overview of computational complexity theory—the mathematical study of efficient computation. With important practical applications to computer science and industry, computational complexity theory has evolved into a highly interdisciplinary field, with strong links to most mathematical areas and to a growing number of scientific endeavors. Avi Wigderson takes a sweeping survey of complexity theory, emphasizing the field's insights and challenges. He explains the ideas and motivations leading to key models, notions, and results. In particular, he looks at algorithms and complexity, computations and proofs, randomness and interaction, quantum and arithmetic computation, and cryptography and learning, all as parts of a cohesive whole with numerous cross-influences. Wigderson illustrates the immense breadth of the field, its beauty and richness, and its diverse and growing interactions with other areas of mathematics. He ends with a comprehensive look at the theory of computation, its methodology and aspirations, and the unique and fundamental ways in which it has shaped and will further shape science, technology, and society. For further reading, an extensive bibliography is provided for all topics covered. Mathematics and Computation is useful for undergraduate and graduate students in mathematics, computer science, and related fields, as well as researchers and teachers in these fields. Many parts require little background, and serve as an invitation to newcomers seeking an introduction to the theory of computation. Comprehensive coverage of computational complexity theory, and beyond High-level, intuitive exposition, which brings conceptual clarity to this central and dynamic scientific discipline Historical accounts of the evolution and motivations of central concepts and models A broad view of the theory of computation's influence on science, technology, and society Extensive bibliography

SUMMARY - Ask: The Counterintuitive Online Formula To Discover Exactly What Your Customers Want To Buy... Create A Mass Of Raving Fans... And Take Any Business To The Next Level By Ryan Levesque
How to Get It, How to Keep It

Internet Business Manifesto
Cooking for Geeks

Ethics for A-Level
Computational Complexity

Table of contents
What does pleasure have to do with morality? What role, if any, should intuition have in the formation of moral theory? If something is 'simulated', can it be immoral? This accessible and wide-ranging textbook explores these questions and many more. Key ideas in the fields of normative ethics, metaethics and applied ethics are explained rigorously and systematically, with a vivid writing style that enlivens the topics with energy and wit. Individual theories are discussed in detail in the first part of the book, before these positions are applied to a wide range of contemporary situations including business ethics, sexual ethics, and the acceptability of eating animals. A wealth of real-life examples, set out with depth and care, illuminate the complexities of different ethical approaches while conveying their modern-day relevance. This concise and highly engaging resource is tailored to the Ethics components of AQA Philosophy and OCR Religious Studies, with a clear and practical layout that includes end-of-chapter summaries, key terms, and common mistakes to avoid. It should also be of practical use to those teaching Philosophy as part of the International Baccalaureate. Ethics for A-Level is of particular value to students and teachers, but Fisher and Dimmock's precise and scholarly approach will appeal to anyone seeking a rigorous and lively introduction to the challenging subject of ethics. Tailored to the Ethics components of AQA Philosophy and OCR Religious Studies.

The author shares a series of tests along with insights from entrepreneurs on how to investigate the viability of a new business idea before trying to launch the business. Learn how small changes can make a big difference in your powers of persuasion with this New York Times bestselling introduction to fifty scientifically proven techniques for increasing your persuasive powers in business and life. Every day we face the challenge of persuading others to do what we want. But what makes people say yes to our requests? Persuasion is not only an art, it is also a science, and researchers who study it have uncovered a series of hidden rules for moving people in your direction. Based on more than sixty years of research into the psychology of persuasion, Yes! reveals fifty simple but remarkably effective strategies that will make you much more persuasive at work and in your personal life. Too. Cowritten by the world's most quoted expert on influence, Professor Robert Cialdini, Yes! presents dozens of surprising discoveries from the science of persuasion in short, enjoyable, and insightful chapters that you can apply immediately to become a more effective persuader. Often counterintuitive, the findings presented in Yes! will steer you away from common pitfalls while empowering you with little known but proven wisdom. Whether you are in advertising, marketing, management, on sales, or just curious about how to be more influential in everyday life, Yes! shows how making small, scientifically proven changes to your approach can have a dramatic effect on your persuasive powers.

The Big Book of Conflict Resolution Games: Quick, Effective Activities to Improve Communication, Trust and Collaboration
Good Services
A Theory Revolutionizing Technology and Science

Discover The One Amazing Thing You Were Born To Do
Notes on Startups, or How to Build the Future

The 60-Second Sales Hook
How to Sell Almost Anything Online. Build a Business You Love, and Live the Life of Your Dreams

Since design is a growing area of interest in design and business management. There are a lot of books on how to get started, but this is the first book that describes what a 'good' service is, what makes a good service and why. This book lays out the essential principles for building services that work well for users. Demystifying what we mean by a 'good' and 'bad' service and describing the common elements within all services that mean that it either works for users or doesn't. This book is for anyone who is involved in designing or delivering services and aims to give the reader an understanding of what the common characteristics of a "good service" are to users. For readers who are not professional service designers, this book gives an indication of what they or their teams should be aiming for, without presuming they will invest a significant amount of time designing a service themselves. A comprehensive survey research book that incorporates survey design, implementation, data management, and data analysis, this text is based in sociological research and contains extensive examples throughout. This book examines the uniqueness of each research topic and the fact that when doing such research, there is a need to make decisions about the many unique situations while trying to answer the research question. Each chapter is framed by addressing the decisions that need to be made depending on the various challenges that may arise as the survey study is developed. Every day, billions of photographs, news stories, songs, X-rays, TV shows, phone calls, and emails are being scattered around the world as sequences of zeroes and ones: bits. We can't escape this explosion of digital information and few of us want to—the benefits are too seductive. The technology has enabled unprecedented innovation, collaboration, entertainment, and democratic participation. But the same engineering marvels are shattering centuries-old assumptions about privacy, identity, free expression, and personal control as more and more details of our lives are captured as digital data. Can you control who sees all that personal information about you? Can email be truly confidential, when nothing seems to be private? Shouldn't the Internet be censored the way radio and TV are? Is it really a federal crime to download music? When you use Google or Yahoo! to search for something, how do they decide which sites to show you? Do you still have free speech in the digital world? Do you have a voice in shaping government or corporate policies about any of this? Blown to Bits offers provocative answers to these questions and tells intriguing real-life stories. This book is a wake-up call To the human consequences of the digital explosion.

Do you wonder why some ideas go viral and others sink? Why one political candidate soars while another fails to gain traction? Why one product becomes an instant rage, while its competitor struggles to stay above water? What is the secret to momentum? Many people believe that momentum is driven by emotion and is unpredictable, but as Mike Berland, the internationally recognized pollster and thought advisor, has discovered, it's actually a science, with easily analyzed metrics. In Maximum Momentum, How to Get It, How to Keep It, Berland reveals the key momentum, beginning with the simple physics formula—mass x velocity. He then develops a Momentum Matrix—five signals that decode the science into effective measures. Maximum Momentum is a lively examination of hot trends in the current arena—from politics to society to business to sports. Using colorful graphics to underscore the stories, Berland examines the people, issues, movements and products that most captivate Americans.

How to Validate Your Startup Business Idea
Marketing That Can't Be Ignored

The Messenger Is the Message
A Modern Approach
A Path Forward

Simple Sell Help Tips That Can Help Startups, Entrepreneurs and Small Business Owners to Validate Their Startup Business Idea
Real Science, Great Hacks, and Good Food

How a nightclub comedian turned a simple joke formula into a million dollar sales hook... and how you can use the same easy 4-step formula to stand out from the crowd and connect more deeply with your best customers and prospects. What type of business should you start? For the past 10 years, Inc. 500 CEO and #1 national best-selling author, Ryan Levesque—featured for his work in the Wall Street Journal, USA Today, Forbes, and Entrepreneur—has guided thousands of entrepreneurs through the journey of answering this question. One of the biggest reasons why so many new businesses fail is because in the quest to decide what business to start, most of the conventional wisdom is wrong. Instead of obsessing over what—as in what should you sell or what should you build—you should first be asking who. As in who should you serve? The what is a logical question that will come soon enough. But choosing your who is the foundation from which all other things are built. That is what new business failure is all about. If you've ever had the dream to start your own business, become your own boss, or do your own thing—then you have been afraid to take the leap and screw up your already good life—this book is for you. You will find the meticulously tested, step-by-step process outlined in the book is easy to follow, despite being the result of a decade of research and experience. This process, designed to minimize your risk of failure and losing money up front, coupled with the inspiring stories of everyday people who have used this process to launch successful businesses, will not only give you clarity on what type of business to start, but also the confidence to finally take that leap and get started.

#1 New York Times Bestseller Over 10 million copies sold In this generation-defining self-help guide, a superstar blogger cuts through the crap to show us how to stop trying to be "positive" all the time so that we can truly become better, happier people. For decades, we've been told that positive thinking is the key to a happy, rich life. "F**k positivity," Mark Manson says. "Let's be honest, shit is f**ked and we have to live with it." In his wildly popular Internet blog, Manson doesn't sugarcoat or equivocate. He tells it like it is—doses of raw, refreshing, honest truth that is sorely lacking today. The Subtle Art of Not Giving a F**k is his antidote to the codding. Let's all feel-good mindset that has infected American society and spoiled a generation, rewarding them with gold medals just for showing up. Manson makes the argument, backed both by academic research and well-timed poop jokes, that improving our lives hinges not on our ability to turn lemons into lemonade, but on learning to stomach lemons better. Human beings are flawed and limited—"not everybody can be extraordinary, there are winners and losers in society, and some of it is not fair or your fault." Manson advises us to get to know our limitations and accept them. Once we embrace our fears, faults, and uncertainties, once we stop running and avoiding and start confronting painful truths, we can begin to find the courage, perseverance, honesty, responsibility, curiosity, and forgiveness we seek. There are only so many things we can give a F**k about so we need to figure out which ones really matter, Manson makes clear. While money is nice, caring about what you do with your life is better, because true wealth is about experience. A much-needed grab-you-by-the-shoulders-and-look-you-in-the-eye moment of real-talk, filled with entertaining stories and profane, ruthless humor. The Subtle Art of Not Giving a F**k is a refreshing slap for a generation to help them lead contented, grounded lives.

* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. As you read this summary, you will discover the Ask method, a process that allows us to respond as closely as possible to customer needs "via" a series of surveys. You will also discover: the art and the way to use surveys to get concrete information and make sales; the importance of asking potential customers about their current habits and problems, not their desires; the crucial aspect of personalizing messages and offers; the process to be put in place to build a real relationship between prospect and company and to transform a maximum number of visits into purchases. In today's swarm of advertising messages that fills up the everyday life, it can be very difficult to attract the attention of customers. The secret: differentiate yourself by the relevance of your offer, thanks to a precise diagnosis of their needs. To do this, entrepreneur Ryan Levesque has developed an in-depth process, based on a series of surveys: the Ask method. It allows him to transform the elements of Web traffic into loyal customers. "Buy now the summary of this book for the modest price of a cup of coffee!" SPIN® - Selling

The Negotiating Tools that the Pros Don't Want You to Know
Finding Clarity, Camaraderie, and Progress in and Out of the Office

The Subtle Art of Not Giving a F**k
Range
with Applications in R

Do Better Work
A guide to successful business communication describes how to draft effective letters, emails, and proposals; adapt one's writing style to an audience; and self-edit and troubleshoot documents.

From the creator of Product Launch Formula: A new edition of the #1 New York Times best-selling guide that's redefined online marketing and helped countless entrepreneurs make millions. The revised and updated edition of the #1 New York Times bestseller Launch will build your business - fast. Whether you've already got an online business or you're itching to start one, this is a recipe for getting more traction and a fast start. Think about it: you go from 0 to 1. The next Bill Gates will not build an operating system. The next Larry Page or Sergey Brin won't make a search engine. Tomorrow's champions will not win by competing ruthlessly in today's marketplace. They will escape competition altogether, because their businesses will be unlike. Zero to One presents at once an optimistic view of the future of progress in America and a new way of thinking about innovation: It starts by learning to ask the questions that lead you to find value in unexplored places.

From Mike Michalowicz, bestselling author of Profit First, Clockwork, and Fix This Next, a practical and proven guide to standing out in a crowded market. Many business owners are frustrated because they feel invisibly in a crowded marketplace. They know they are better than their competitors, but when they focus on that fact, they get little in return. That's because, to competitors, better is not actually better. Different is better. And those who market differently, win. In his new marketing book, Mike Michalowicz offers a proven, no-bullsh*t method to position your business, service, or brand to get noticed, attract the best prospects, and convert those opportunities into sales. Told with the same humor and straight-talk that's gained Michalowicz an army of ardent followers, with actionable insights drawn from stories of real life entrepreneurs, this book lays out a simple, double system based on three critical questions every entrepreneur and business owner must ask about their marketing: 1. Does it differentiate? 2. Does it attract? 3. Does it direct? Get Different is a game-changer for everyone who struggles to grow because their brand, message, product or service doesn't stand out and connect with customers—the long-anticipated answer to the defining business challenge of our time.

How to Stand Out and Sell More Using the Power of Your Story
An Introduction to Statistical Learning provides a comprehensive overview of the field of statistical learning, an essential toolset for making sense of the vast and complex data sets that have emerged in fields ranging from biology to finance to marketing to astrophysics in the past twenty years. This book presents some of the most important modeling and prediction techniques, along with relevant applications. Topics include linear regression, classification, resampling methods, shrinkage approaches, tree-based methods, support vector machines, clustering, and more. Color graphics and real-world examples are used to illustrate the methods presented. Since the goal of this textbook is to facilitate the use of these statistical learning techniques by practitioners in science, industry, and other fields, each chapter contains a tutorial on implementing the analyses and methods presented in R, an extremely popular open source statistical software platform. Two of the authors co-wrote The Elements of Statistical Learning (Hastie, Tibshirani and Friedman, 2nd edition 2009), a popular reference book for statistics and machine learning researchers. An Introduction to Statistical Learning covers many of the same topics, but at a level accessible to a much broader audience. This book is targeted at statisticians and non-statisticians alike who wish to use cutting-edge statistical learning techniques to analyze their data. The text assumes only a previous course in linear regression and no knowledge of matrix algebra.

Storytelling Made Easy
Start with No

50 Scientifically Proven Ways to Be Persuasive
Zero to One