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Drive: The Surprising Truth About What Motivates Us

DriveThe Surprising Truth About What
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So what truly motivates us? Daniel Pink, in his remarkable book, 'Drive: The Surprising Truth About What Motivates Us' takes us on a journey to discover just that. In this Summary we will Discuss, Analyze and summarize some of key concepts of the book. We will discover three main types of

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motivation, Motivation 1.0 and Motivation 2.0, the latter of which still motivates us today. He later goes on to say that there is a better way, a Motivation 3.0. a motivation based upon the inner sense of fulfillment. Let us explore 'Drive: The Surprising Truth About What Motivates Us' and learn

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what exactly these 3 types of
Motivation are and how they stack up
next to one another.

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New York Times Bestseller An
exciting--and encouraging--exploration
of creativity from the author of When:
The Scientific Secrets of Perfect

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Timing The future belongs to a different kind of person with a different kind of mind: artists, inventors, storytellers-creative and holistic "right-brain" thinkers whose abilities mark the fault line between who gets ahead and who doesn't. Drawing on research from around the world, Pink (author of

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To Sell Is Human: The Surprising Truth About Motivating Others) outlines the six fundamentally human abilities that are absolute essentials for professional success and personal fulfillment--and reveals how to master them. A Whole New Mind takes readers to a daring new place, and a

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provocative and necessary new way of thinking about a future that's already here.

Grade level: 1, 2, 3, 4, 5, 6, 7, p, e, i, t.

YOU: The Owner's Manual

Are You Indispensable?

Drive--The Surprising Truth About
What Motivates Us by Daniel H. Pink

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Conversation Starters

Spurious Correlations

Summary Drive

Linchpin

This is a summary version of Daniel
H Pink's Drive: The Surprising Truth
About What Motivates Us Forget

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everything you thought you knew about how to motivate people-at work, at school, at home. It's wrong. As Daniel H. Pink (author of To Sell Is Human: The Surprising Truth About Motivating Others) explains in his paradigm-

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shattering book Drive, the secret to high performance and satisfaction in today's world is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world. Drawing

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on four decades of scientific research on human motivation, Pink exposes the mismatch between what science knows and what business does-and how that affects every aspect of our lives. He demonstrates that while the old-

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fashioned carrot-and-stick approach worked successfully in the 20th century, it's precisely the wrong way to motivate people for today's challenges. In Drive, he reveals the three elements of true motivation: *Autonomy-the desire

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to direct our own lives *Mastery-
the urge to get better and better at
something that matters *Purpose-
the yearning to do what we do in
the service of something larger
than ourselves Along the way, he
takes us to companies that are

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enlisting new approaches to motivation and introduces us to the scientists and entrepreneurs who are pointing a bold way forward. Drive is bursting with big ideas-the rare book that will change how you think and

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transform how you live. Available in a variety of formats, this summary is aimed for those who want to capture the gist of the book but don't have the current time to devour all 288 pages. You get the main summary along with

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all of the benefits and lessons the actual book has to offer. This is a summary that is not intended to be used without reference to the original book.

Extended Summary Of Drive: The Surprising Truth About What

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Motivates Us – Based On The
Book By Daniel Pink Do your
employees show little interest in
their work? Do you need to
motivate the team you lead? Know
the pillars of motivation that will
improve all people's performance

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and your company ' s efficiency. This is a book about motivation. It establishes the differences of extrinsic and intrinsic motivation. Research shows that the awards and punishments that companies traditionally use don ' t lead to

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good long-term results. Only intrinsic motivation gives results. It ' s a very useful piece of work to open the minds of entrepreneurs and leaders who want to optimize the achievements of their organizations. What Will You

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Learn? You ' ll value the new motivational strategies that will allow you to form successful and productive teams. You ' ll learn how to generate in people an intrinsic impulse caused by the involvement with the goals.

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You ' ll make people feel valued and inspire them to make maximum efforts to contribute to the company's performance.

Content Chapter 01: Three Sources Of Motivation: Biological, External And Intrinsic Chapter 02: Intrinsic

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Motivation Vs Prizes And
Punishments Chapter 03: A
Precursor - Tom Sawyer Chapter
04: Algorithmic Tasks And
Heuristic Tasks Chapter 05:
Motivation: The Decadence Of
Traditional Strategies Chapter 06:

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The New Road - Motivation 3.0
Chapter 07: Punishment And
Rewards - Strategies That Can
Cause Injuries Chapter 08: The
Extrinsic Promises Obstacle The
Intrinsic Motivation Chapter 09:
Passion And Dedication Come

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From An Internal Impulse Chapter
10: Autonomy Is The Support Of
Self - Determination Chapter 11:
Areas Of Autonomy Chapter 12:
Flow And Domain - Essential
Conditions For Success In Any
Activity Chapter 13: The Significant

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Purposes Chapter 14: The Effective
Company - Updating Motivation
3.0 About Mentors Library Books
are mentors. Books can guide what
we do and our lives. Many of us
love books while reading them
and maybe they will echo with us a

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few weeks after but 2 years later we can ' t remember if we have read it or not. And that ' s a shame. We remember that at that time, the book meant a lot to us. Why is it that 2 years later we have forgotten everything? That ' s not

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good. This summary is taken from the most important themes of the original book. Most people don't like books. People just want to know what the book says they have to do. If you trust the source you don't need the arguments.

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So much of a book is arguing its points, but often you don't need the argument if you trust the source you can just get the point. This summary takes the effort to distill the blahs into themes for the people who are just not going to

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read the whole book. All this information is in the original book. No longer content to fade away into comfortable retirement, a growing number of former political leaders have pursued diplomatic afterlives. From Nelson

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Mandela to Jimmy Carter, and Bill Clinton, to Tony Blair and Mikhail Gorbachev, this set of highly-empowered individuals increasingly try to make a difference on the global stage by capitalizing on their free-lance

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celebrity status while at the same time building on their embedded ?club? attributes and connections. In this fascinating book, Andrew F. Cooper provides the first in-depth study of the motivations, methods, and contributions made by these

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former leaders as they take on new responsibilities beyond service to their national states. While this growing trend may be open to accusations of mixing public goods with private material gain, or personal quests to rehabilitate

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political image, it must ? he argues ? be taken seriously as a compelling indication of the political climate, in which powerful individuals can operate outside of established state structures. As Cooper ably shows, there are

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benefits to be reaped from this new normative entrepreneurism, but its range and impact nonetheless raise legitimate concerns about the privileging of unaccountable authority. Mixing big picture context and illustrative

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snapshots, Diplomatic Afterlives offers an illuminating analysis of the influence and the pitfalls of this highly visible but under-scrutinized phenomenon in world politics.

* Our summary is short, simple and

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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 what, in the 21st century, motivates and increases the productivity of a company's

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employees. * You will also discover that : The punishment/reward paradigm is an outdated model; Conditional rewards can be detrimental to creativity and performance; Non-material rewards (compliments, feedback)

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can enhance productivity; New assumptions about human behavior, habits and motivations in the workplace are possible and necessary; Autonomy, control and purpose are the three essential elements to increase motivation;

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There are tips for motivating your children, your employees and yourself. *What motivates you is not what you think. When you are paid to do a task, it quickly loses interest. Over time, the effect of the reward fades as does your

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motivation. What really moves you is inside you. The only prospect of learning, inventing, creating and improving yourself is your reward.

*Buy now the summary of this book for the modest price of a cup of coffee!

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Diplomatic Afterlives

The Surprising Truth about What
Motivates Us

How Looking Backward Moves Us
Forward

Drive

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Motivates Us Summary

An Incomplete Compendium of
Mostly Interesting Things

*Look out for Daniel Pink's new
book, When: The Scientific Secrets
of Perfect Timing #1 New York
Times Business Bestseller #1 Wall*

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Street Journal Business Bestseller

#1 Washington Post bestseller

From the bestselling author of

Drive and A Whole New Mind, and

teacher of the popular MasterClass

on Sales and Persuasion, comes a

surprising--and surprisingly

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*useful--new book that explores the
power of selling in our lives.*

*According to the U.S. Bureau of
Labor Statistics, one in nine
Americans works in sales. Every
day more than fifteen million
people earn their keep by*

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persuading someone else to make a purchase. But dig deeper and a startling truth emerges: Yes, one in nine Americans works in sales. But so do the other eight. Whether we're employees pitching colleagues on a new idea,

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entrepreneurs enticing funders to invest, or parents and teachers cajoling children to study, we spend our days trying to move others. Like it or not, we're all in sales now. To Sell Is Human offers a fresh look at the art and science of

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selling. As he did in Drive and A Whole New Mind, Daniel H. Pink draws on a rich trove of social science for his counterintuitive insights. He reveals the new ABCs of moving others (it's no longer "Always Be Closing"), explains

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why extraverts don't make the best salespeople, and shows how giving people an "off-ramp" for their actions can matter more than actually changing their minds. Along the way, Pink describes the six successors to the elevator pitch,

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*the three rules for understanding
another's perspective, the five
frames that can make your message
clearer and more persuasive, and
much more. The result is a
perceptive and practical book--one
that will change how you see the*

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*world and transform what you do
at work, at school, and at home.*

*'This will change how you see
everything' Linda Swidenbank;
Publishing Director, Time Inc (UK)*

*'Reveals the vital difference
between how we really think and*

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*how we think we think' Rory
Sutherland; Vice Chairman, Ogilvy
& Mather This book will change
how you think about what drives
you to succeed. Groundbreaking
new research reveals how your
state of mind holds the key to your*

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motivation, success and happiness.

*Compelling evidence combined
with inspiring stories and insights
will unlock a powerful new mindset
that will instantly boost your
performance and open your eyes to
what it really takes to excel. 'If you*

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*want to power-up your
performance, read this book' Shaa
Wasmund, author of Stop Talking,
Start Doing 'Genuinely
transformational' Josh Krichefski,
COO MediaCom 'Compelling'
David Pugh-Jones, Global Creative*

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Director, Microsoft 'Life-changing!' Sophie Hearsey, Editor, that's life! 'Highly recommended!' Karl Marsden, Managing Director, Shortlist Media Ltd 'Deceptively powerful' Stuart Taylor, CEO Kinetic Worldwide

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*Drive: The Surprising Truth About
What Motivates Us by Daniel H.
Pink Conversation Starters The
common belief that most people
have is that the best motivation for
anyone is the carrot-and-stick
approach of offering rewards like*

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*money. The bestselling author of
To Sell Is Human: The Surprising
Truth About Motivating Others
Daniel H. Pink says that this is a
big mistake. In his bestselling book
Drive: The Surprising Truth About
What Motivates Us, he persuasively*

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asserts that the real secret to high satisfaction and high performance at home, at work, and at school is the deep innate need of humans to direct their own lives, to create and learn new things, and finally to do better for the world and for

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themselves. With over four decades worth of scientific research, author Daniel H. Pink exposes the mismatch between science and business. He reveals how motivation affects all aspects of life by examining the three elements of

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motivation and offering authentic techniques to put all theories into action. The book Drive: The Surprising Truth About What Motivates Us became a #1 New York Times bestselling book. It is one of Daniel Pink's four

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bestselling books that have been translated into 33 languages. A Brief Look Inside: EVERY GOOD BOOK CONTAINS A WORLD FAR DEEPER than the surface of its pages. The characters and their world come alive, and the

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characters and its world still live on. Conversation Starters is peppered with questions designed to bring us beneath the surface of the page and invite us into the world that lives on. These questions can be used to.. Create Hours of

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Conversation: • *Foster a deeper understanding of the book* •
Promote an atmosphere of discussion for groups • *Assist in the study of the book, either individually or corporately* •
Explore unseen realms of the book

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as never seen before

*Your time is precious that is why I
aimed to give you only the
important details, summary of the
book Drive: The Surprising Truth
about What Motivates Us. It was
previously stated by scientists that*

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there are only two main drives that affects our behavior - biological (we eat and drink to satisfy our hunger and thirst) and the external drive (reward me and I'll work harder). The former pertains to the basic needs in order to physically

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survive such as hunger, thirst, sex and self-preservation. The latter means that there is a counterpart reward or punishment in doing or not doing something. We have long believed that rewards and incentives, especially money

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expands our interest and boosts our performance. If we are rewarded, we'd perform even better. Much of what we believe on the subject is not what it is in reality. What we thought as fixed laws on our behavior has really some loopholes

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on it. Why we do what we do? The good news is that the answer is just really in front of us. As Daniel Pink puts it, there has been a gap between what sciences have proved and what business does. The author aimed to fill in the gap. This

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book contains summary of: Part 1:

A New Operating

System CHAPTER 1: The Rise and

Fall of Motivation 2.0 CHAPTER

2: Seven Reasons Carrots and

Sticks (Often) Don't Work . .

.Extinguishing Intrinsic

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Motivation Diminishing

Performance Crushing

Creativity Crowding Out Good

*Behavior Encouraging Cheating,
Shortcuts, and Unethical*

Behavior Becoming

Addictive Fostering Short-Term

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Thinking CHAPTER 2A: . . . and
the Special Circumstances When
They Do CHAPTER 3: Type I and
Type X Part 2: The Three
Elements CHAPTER 4:
Autonomy CHAPTER 5:
Mastery CHAPTER 6: Purpose Get

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summary, in-depth summary drive,*

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pink books,*

*The Surprising Truth About What
Motivates Us by Daniel Pink | Key*

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Takeaways, Analysis & Review

To Sell Is Human

*Daniel H Pink - The Surprising
Truth about What Motivates Us
Seven Decisions that Determine
Personal Success*

Page 73/269

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Summary of Drive by Daniel H Pink

What's the nature of reality? Does the universe ever end? What is time and does it even exist? These are the biggest imagination-

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stretching, brain-staggering questions in the universe - and here are their fascinating answers. From quantum weirdness to freaky cosmology (like white holes - which spew out matter instead of sucking it in),

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This Book Will Blow Your
Mind takes you on an epic
journey to the furthest
extremes of science, to the
things you never thought
possible. This book will
explain: Why is part of the
universe missing (and how

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scientists finally found it)
How time might also flow
backwards How human head
transplants might be
possible (in the very near
future) Whether the universe
is a hologram And why we are
all zombies Filled with

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counterintuitive stories and factoids you can't wait to share, as well as lots of did-you-knows and plenty of how-did-we-ever-not-knows, this new book from the bestselling New Scientist series will blow your mind -

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and then put it back
together again. You don't
need a spaceship to travel
to the extremes of science.
You just need this book.
An updated edition outlines
12 strategies for
discovering creative

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approaches to goal fulfillment, combining the insights of a Boston Philharmonic conductor and a relationship psychotherapist while sharing inspirational stories, parables and anecdotes.

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Forget everything you thought you knew about how to motivate people - at work, at school, at home. It's wrong. As Daniel H. Pink explains in his new and paradigm-shattering book **DRIVE: THE SURPRISING TRUTH**

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ABOUT WHAT MOTIVATES US, the secret to high performance and satisfaction in today's world is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.

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Drawing on four decades of scientific research on human motivation, Pink exposes the mismatch between what science knows and what business does - and how that affects every aspect of our lives. He demonstrates that

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while the old-fashioned carrot-and-stick approach worked successfully in the 20th century, it's precisely the wrong way to motivate people for today's challenges. In DRIVE, he reveals the three elements

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of true motivation: AUTONOMY - the desire to direct our own lives; MASTERY - the urge to get better and better at something that matters; PURPOSE - the yearning to do what we do in the service of something

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larger than ourselves. Along the way, he takes us to companies that are enlisting new approaches to motivation and introduces us to the scientists and entrepreneurs who are pointing a bold way forward. DRIVE is bursting

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with big ideas - the rare
book that will change how
you think and transform how
you live.

#1 NEW YORK TIMES BESTSELLER

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copies in print! The premier
resource for how to deliver

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results in an uncertain world, whether you're running an entire company or in your first management job. "A must-read for anyone who cares about business."—The New York Times When Execution was

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first published, it changed the way we did our jobs by focusing on the critical importance of “the discipline of execution”: the ability to make the final leap to success by actually getting things

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done. Larry Bossidy and Ram Charan now reframe their empowering message for a world in which the old rules have been shattered, radical change is becoming routine, and the ability to execute is more important than ever.

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Now and for the foreseeable future:

- Growth will be slower. But the company that executes well will have the confidence, speed, and resources to move fast as new opportunities emerge.
- Competition will be fiercer,

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with companies searching for any possible advantage in every area from products and technologies to location and management. • Governments will take on new roles in their national economies, some as partners to

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business, others imposing constraints. Companies that execute well will be more attractive to government entities as partners and suppliers and better prepared to adapt to a new wave of regulation. • Risk

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management will become a top priority for every leader. Execution gives you an edge in detecting new internal and external threats and in weathering crises that can never be fully predicted. Execution shows how to link

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together people, strategy, and operations, the three core processes of every business. Leading these processes is the real job of running a business, not formulating a “vision” and leaving the work of carrying

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it out to others. Bossidy and Charan show the importance of being deeply and passionately engaged in an organization and why robust dialogues about people, strategy, and operations result in a

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business based on intellectual honesty and realism. With paradigmatic case histories from the real world—including examples like the diverging paths taken by Jamie Dimon at JPMorgan Chase and Charles

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Prince at

Citigroup—Execution provides the realistic and hard-nosed approach to business success that could come only from authors as accomplished and insightful as Bossidy and Charan.

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Summary - Drive : The
Surprising Truth About What
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The Adventures of Johnny
Bunko

The surprising truth behind
what really drives top
performance

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Ask a Manager

iGen

Stuff You Should Know

***This life-changing
manifesto shows how you
have the potential to
make a huge difference***

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wherever you are. Few authors have had the kind of lasting impact and global reach that Seth Godin has had. In a series of now-classic books that have been translated into

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36 languages and reached millions of readers around the world, he has taught generations of readers how to make remarkable products and spread powerful ideas. In

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Linchpin, he turns his attention to the individual, and explains how anyone can make a significant impact within their organization. There used to be two teams in

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***every workplace:
management and labor.
Now there's a third team,
the linchpins. These
people figure out what to
do when there's no rule
book. They delight and***

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***challenge their customers
and peers. They love their
work, pour their best
selves into it, and turn
each day into a kind of
art. Have you ever found
a shortcut that others***

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***missed? Seen a new way
to resolve a conflict?
Made a connection with
someone others couldn't
reach? Even once? Then
you have what it takes to
become indispensable, by***

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***overcoming the
resistance that holds
people back. Linchpin will
show you how to join the
likes of... · Keith Johnson,
who scours flea markets
across the country to fill***

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***Anthropologie stores with
unique pieces. • Jason
Zimdars, a graphic
designer who got his
dream job at 37signals
without a résumé. • David,
who works at Dean and***

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***Deluca coffee shop in
New York. He sees every
customer interaction as a
chance to give a gift and
is cherished in return. As
Godin writes, "Every day I
meet people who have so***

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***much to give but have
been bullied enough or
frightened enough to hold
it back. It's time to stop
complying with the
system and draw your
own map. You have***

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***brilliance in you, your
contribution is essential,
and the art you create is
precious. Only you can do
it, and you must."***

***The New York Times
bestseller that gives***

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***readers a paradigm-
shattering new way to
think about motivation
from the author of When:
The Scientific Secrets of
Perfect Timing Most
people believe that the***

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***best way to motivate is
with rewards like
money—the carrot-and-
stick approach. That's a
mistake, says Daniel H.
Pink (author of To Sell Is
Human: The Surprising***

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***Truth About Motivating
Others). In this
provocative and
persuasive new book, he
asserts that the secret to
high performance and
satisfaction-at work, at***

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***school, and at home—is
the deeply human need to
direct our own lives, to
learn and create new
things, and to do better
by ourselves and our
world. Drawing on four***

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***decades of scientific
research on human
motivation, Pink exposes
the mismatch between
what science knows and
what business does—and
how that affects every***

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***aspect of life. He
examines the three
elements of true
motivation—autonomy,
mastery, and purpose-and
offers smart and
surprising techniques for***

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need to inspire others.

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***book written by Jeremy Y.
Peterson. In this book,
the author argues that
besides the two basic
drives commonly believe
each human being has,
there is also a third drive.***

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We all know that each and every one of us has something that drives us to do something: that can be going to work, raising children, taking care of ourselves, etc. Most

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***people think that humans
have only two drives:
biological, based on our
biological needs, and
external, based on
something that we do for
benefit. But what many***

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***people do not know is
that there is also a third
drive - an intrinsic drive,
a drive that each of us
has. This third drive is
called 'intrinsic
motivation.'*** ***Intrinsic***

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motivation means that we do things because we feel joy and happiness when we do them. Intrinsic drive is a bit mysterious, because it is not fueled by external motivation (such

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***as money). The author
dedicated his book to this
third drive, the most
important of them all.
What makes intrinsic
drive the most important,
and the most influential,***

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***of them all? We will see in
the summary section
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award-winning podcast
Stuff You Should Know
comes an unexpected look
at things you thought
you knew. Josh Clark and
Chuck Bryant started the
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Know back in 2008
because they were
curious—curious about
the world around them,
curious about what they
might have missed in
their formal educations,

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and curious to dig deeper on stuff they thought they understood. As it turns out, they aren't the only curious ones. They've since amassed a rabid fan

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base, making Stuff You
Should Know one of the
most popular podcasts in
the world. Armed with
their inquisitive
natures and a passion
for sharing, they

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uncover the weird,
fascinating, delightful,
or unexpected elements
of a wide variety of
topics. The pair have
now taken their near-
boundless "whys" and

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"hows" from your earbuds to the pages of a book for the first time—featuring a completely new array of subjects that they've long wondered about and

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world around you, and
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in everyday things? Come

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get curious with Stuff
You Should Know. With
Josh and Chuck as your
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everything (...except
maybe jackhammers).

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An ethologist shows man
to be a gene machine
whose world is one of
savage competition and
deceit

A myth-busting, 100-year
history of the Mexican

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drug trade that reveals how an industry founded by farmers and village healers became dominated by cartels and kingpins. The Mexican drug trade has inspired prejudiced

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narratives of a war
between north and south,
white and brown; between
noble cops and vicious
kingpins, corrupt
politicians and powerful
cartels. In this first

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comprehensive history of the trade, historian Benjamin T. Smith tells the real story of how and why this one-peaceful industry turned violent. He uncovers its

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origins and explains how
this illicit business
essentially built modern
Mexico, affecting
everything from
agriculture to medicine
to economics—and the

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country's all-important relationship with the United States. Drawing on unprecedented archival research; leaked DEA, Mexican law enforcement, and cartel

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documents; and dozens of harrowing interviews, Smith tells a thrilling story brimming with vivid characters—from Ignacia “La Nacha” Jasso, “queen pin” of

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Ciudad Juárez, to Dr.
Leopoldo Salazar
Viniegra, the crusading
physician who argued
that marijuana was
harmless and tried to
decriminalize morphine,

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to Harry Anslinger, the Machiavellian founder of the American Federal Bureau of Narcotics, who drummed up racist drug panics to increase his budget. Smith also

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profiles everyday
agricultural workers,
whose stories reveal
both the economic
benefits and the human
cost of the trade. The
Dope contains many

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surprising conclusions about drug use and the failure of drug enforcement, all backed by new research and data. Smith explains the complicated dynamics

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that drive the current
drug war violence,
probes the U.S.-backed
policies that have
inflamed the carnage,
and explores corruption
on both sides of the

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border. A dark morality tale about the American hunger for intoxication and the necessities of human survival, *The Dope* is essential for understanding the

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violence in the drug war
and how decades-old
myths shape Mexico in
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today.

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Charlotte's Web and The
Trumpet of the Swan,
about one small mouse on
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this ebook appear in vibrant full color on a full-color device and in rich black-and-white on all other devices.

Stuart Little is no ordinary mouse. Born to

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a family of humans, he lives in New York City with his parents, his older brother George, and Snowbell the cat. Though he's shy and thoughtful, he's also a

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true lover of adventure.
Stuart's greatest
adventure comes when his
best friend, a beautiful
little bird named
Margalo, disappears from
her nest. Determined to

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track her down, Stuart ventures away from home for the very first time in his life. He finds adventure aplenty. But will he find his friend? Stuart Little joins E.

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B. White favorites
Charlotte's Web and The
Trumpet of the Swan as
classic illustrated
novels that continue to
speak to today's
readers. Whether you

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curl up with your young reader to share these books or hand them off for independent reading, you are helping to create what are likely to be all-time favorite

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The Traveler's Gift
Why Today's Super-
Connected Kids Are
Growing Up Less
Rebellious, More
Tolerant, Less
Happy--and Completely

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Unprepared for Adulthood--and What That Means for the Rest of Us
Drive by Daniel Pink | Key Takeaways, Analysis & Review Preview: Drive: The Surprising Truth About What Motivates Us (2011) is a book about human

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motivations. Many of the prevailing ideas about why humans make decisions and operate the way they do aren't true or, at least, they are incomplete.

Businesses, schools, and organizations are stuck in outdated, unexamined beliefs about human motivation. These

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beliefs are rooted in the idea of extrinsic motivation—that people make decisions based on external rewards and punishments. But research in psychology shows that there is a significant discrepancy between what behavioral scientists know and what businesses do.

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Extrinsic motivation is not only ineffective, but in many situations it can actually be counterproductive and harmful.... PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book. Inside this Instaread of Drive: · Overview of the

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*The instant New York Times Bestseller
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amount of insight and practical advice."

--The Wall Street Journal Daniel H.

*Pink, the #1 bestselling author of Drive
and To Sell Is Human, unlocks the
scientific secrets to good timing to help
you flourish at work, at school, and at
home. Everyone knows that timing is*

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everything. But we don't know much about timing itself. Our lives are a never-ending stream of "when" decisions: when to start a business, schedule a class, get serious about a person. Yet we make those decisions based on intuition and guesswork. Timing, it's often assumed, is

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an art. In When: The Scientific Secrets of Perfect Timing, Pink shows that timing is really a science. Drawing on a rich trove of research from psychology, biology, and economics, Pink reveals how best to live, work, and succeed. How can we use the hidden patterns of

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the day to build the ideal schedule? Why do certain breaks dramatically improve student test scores? How can we turn a stumbling beginning into a fresh start? Why should we avoid going to the hospital in the afternoon? Why is singing in time with other people as good for you

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as exercise? And what is the ideal time to quit a job, switch careers, or get married? In When, Pink distills cutting-edge research and data on timing and synthesizes them into a fascinating, readable narrative packed with irresistible stories and practical

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takeaways that give readers compelling insights into how we can live richer, more engaged lives.

As seen in Time, USA TODAY, The Atlantic, The Wall Street Journal, and on CBS This Morning, BBC, PBS, CNN, and NPR, iGen is crucial reading to

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understand how the children, teens, and young adults born in the mid-1990s and later are vastly different from their Millennial predecessors, and from any other generation. With generational divides wider than ever, parents, educators, and employers have an urgent

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need to understand today's rising generation of teens and young adults. Born in the mid-1990s up to the mid-2000s, iGen is the first generation to spend their entire adolescence in the age of the smartphone. With social media and texting replacing other activities,

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iGen spends less time with their friends in person—perhaps contributing to their unprecedented levels of anxiety, depression, and loneliness. But technology is not the only thing that makes iGen distinct from every generation before them; they are also

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different in how they spend their time, how they behave, and in their attitudes toward religion, sexuality, and politics. They socialize in completely new ways, reject once sacred social taboos, and want different things from their lives and careers. More than previous

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generations, they are obsessed with safety, focused on tolerance, and have no patience for inequality. With the first members of iGen just graduating from college, we all need to understand them: friends and family need to look out for them; businesses must figure out how to

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recruit them and sell to them; colleges and universities must know how to educate and guide them. And members of iGen also need to understand themselves as they communicate with their elders and explain their views to their older peers. Because where iGen

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goes, so goes our nation—and the world.

Management expert Daniel H. Pink reviews decades of motivational research to shed light on why workplace productivity around the world is declining and what organizations can do about it. What does this ZIP Reads

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*Summary Include? A brief synopsis of the original book
Key takeaways from Pink's plan "Motivation 3.0"
The science behind the outdated modes of motivation we use
Actionable ideas on how to change motivation structure in your home and business
Background on the*

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*original author About the Original Book:
As far as motivation goes, Pink writes in
this New York Times bestseller, rewards
and punishments are relics of the 20th
century. If businesses, governments, and
schools are to motivate people, they have
to find a way to meet their deepest*

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psychological needs, namely autonomy, mastery, and purpose. Drive is a candid and timely reminder that external rewards only motivate people to get more rewards, not to do the work for which they are being rewarded. Executives, general employees, teachers, and parents

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looking for ways to improve their organizations or increase the motivation of the people they are in charge of will find this book very insightful.

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anniversary This pioneering account sets out to understand the structure of the human brain – the place where mind meets matter. Until recently, the left hemisphere of our brain has been seen as the ‘ rational ’ side,

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the superior partner to the right.
But is this distinction true?
Drawing on a vast body of
experimental research, Iain
McGilchrist argues while our left
brain makes for a wonderful
servant, it is a very poor master.

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As he shows, it is the right side which is the more reliable and insightful. Without it, our world would be mechanistic – stripped of depth, colour and value.

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An instant New York Times
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When and Drive, a new book
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our most misunderstood yet
potentially most valuable

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emotion: regret. Everybody has regrets, Daniel H. Pink explains in *The Power of Regret*. They 're a universal and healthy part of being human. And understanding how regret works can help us make smarter decisions, perform

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better at work and school, and bring greater meaning to our lives. Drawing on research in social psychology, neuroscience, and biology, Pink debunks the myth of the “no regrets” philosophy of life. And using the

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largest sampling of American attitudes about regret ever conducted as well as his own World Regret Survey—which has collected regrets from more than 15,000 people in 105 countries—he lays out the four

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core regrets that each of us has. These deep regrets offer compelling insights into how we live and how we can find a better path forward. As he did in his bestsellers *Drive*, *When*, and *A Whole New Mind*, Pink lays out a

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dynamic new way of thinking about regret and frames his ideas in ways that are clear, accessible, and pragmatic. Packed with true stories of people's regrets as well as practical takeaways for

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reimagining regret as a positive force, *The Power of Regret* shows how we can live richer, more engaged lives.

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Management expert Daniel H. Pink reviews decades of motivational research to shed

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motivation we use Actionable
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home and business Background
on the original author About the
Original Book:As far as
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this New York Times bestseller,
rewards and punishments are
relics of the 20th century. If

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businesses, governments, and schools are to motivate people, they have to find a way to meet their deepest psychological needs, namely autonomy, mastery, and purpose. Drive is a candid and timely reminder that

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external rewards only motivate people to get more rewards, not to do the work for which they are being rewarded. Executives, general employees, teachers, and parents looking for ways to improve their organizations or

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In this instant New York Times bestseller, Angela Duckworth shows anyone striving to succeed that the secret to outstanding achievement is not talent, but a special blend of passion and persistence she

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calls “grit.” “Inspiration for non-geniuses everywhere” (People). The daughter of a scientist who frequently noted her lack of “genius,” Angela Duckworth is now a celebrated researcher and professor. It was her early eye-

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opening stints in teaching, business consulting, and neuroscience that led to her hypothesis about what really drives success: not genius, but a unique combination of passion and long-term perseverance. In

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Grit, she takes us into the field to visit cadets struggling through their first days at West Point, teachers working in some of the toughest schools, and young finalists in the National Spelling Bee. She also mines fascinating

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insights from history and shows what can be gleaned from modern experiments in peak performance. Finally, she shares what she 's learned from interviewing dozens of high achievers—from JP Morgan

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CEO Jamie Dimon to New
Yorker cartoon editor Bob
Mankoff to Seattle Seahawks
Coach Pete Carroll.

“ Duckworth ’ s ideas about the
cultivation of tenacity have
clearly changed some lives for

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the better ” (The New York Times Book Review). Among Grit ’ s most valuable insights: any effort you make ultimately counts twice toward your goal; grit can be learned, regardless of IQ or circumstances; when it comes to

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child-rearing, neither a warm embrace nor high standards will work by themselves; how to trigger lifelong interest; the magic of the Hard Thing Rule; and so much more. Winningly personal, insightful, and even life-

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changing, Grit is a book about what goes through your head when you fall down, and how that—not talent or luck—makes all the difference. This is “ a fascinating tour of the psychological research on

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success ” (The Wall Street
Journal).

Summary: Drive: the Surprising
Truth about What Motivates Us
by Daniel Pink

The Art of Possibility

The Master and His Emissary

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Instant Motivation

This Book Will Blow Your Mind

SUMMARY - Drive: The

Surprising Truth About What

Motivates Us By Daniel H. Pink

Stephen King's legendary debut, the
bestselling smash hit that put him on

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the map as one of America's favorite writers "Gory and horrifying. . . . You can't put it down." —Chicago Tribune

Unpopular at school and subjected to her mother's religious fanaticism at home, Carrie White does not have it easy. But while she may be picked on by her classmates, she has a gift she's

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kept secret since she was a little girl: she can move things with her mind. Doors lock. Candles fall. Her ability has been both a power and a problem. And when she finds herself the recipient of a sudden act of kindness, Carrie feels like she's finally been given a chance to be normal. She

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hopes that the nightmare of her classmates' vicious taunts is over . . . but an unexpected and cruel prank turns her gift into a weapon of horror so destructive that the town may never recover.

From the creator of the popular website Ask a Manager and New

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York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called “the Dear Abby of the work world.” Ten years as a workplace-advice columnist have taught her that people avoid

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awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take

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credit for it • you accidentally trash-talk someone in an email then hit “reply all”

- you’re being micromanaged—or not being managed at all
- you catch a colleague in a lie
- your boss seems unhappy with your work
- your cubemate’s loud speakerphone is making you homicidal
- you got drunk

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at the holiday party Praise for Ask a Manager “A must-read for anyone who works . . . [Alison Green’s] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no

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matter where you work.”—Booklist (starred review) “The author’s friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers’ lives. Ideal for anyone new to the job market or new to management, or anyone hoping to

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improve their work experience.”—Library Journal (starred review) “I am a huge fan of Alison Green’s Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace,

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confidence, and a sense of humor.”—Robert Sutton, Stanford professor and author of *The No Asshole Rule* and *The Asshole Survival Guide* “Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way.”—Erin Lowry, author of

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Broke Millennial: Stop Scraping By
and Get Your Financial Life Together
*Coming Soon the Continuation of
David Ponder's Story in The Traveler's
Summit* What makes the difference
between failure and success? A New
York Times, Wall Street Journal, USA
Today, and Publisher's Weekly

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bestseller, *The Traveler's Gift* offered a modern-day parable of one man's choices. Only a few months ago, David Ponder was a successful executive. Now he's a desperate man. In times of great uncertainty, we need divine wisdom. Many of the greatest minds in history overcame personal

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struggles and adversity, and they emerged the stronger for it. What guidance would iconic heroes, such as Abraham Lincoln, King Solomon, and Anne Frank, give us today in our ever-changing climate of world events? Join David Ponder in The Traveler's Summit on his incredible journey to

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discover the Seven Decisions for Success that can turn any life around, no matter how hopeless a situation may seem. The Traveler's Gift became required reading for some of America's high schools and a "life skills" tool for members of several college sports teams as well as some MLB and NFL

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franchises. Discover with David Ponder that attitude makes the difference between success and failure.

"Spurious Correlations ... is the most fun you'll ever have with graphs."--Bustle Military intelligence analyst and Harvard Law student Tyler

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Vigen illustrates the golden rule that "correlation does not equal causation" through hilarious graphs inspired by his viral website. Is there a correlation between Nic Cage films and swimming pool accidents? What about beef consumption and people getting struck by lightning? Absolutely not. But that

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hasn't stopped millions of people from going to tylervigen.com and asking, "Wait, what?" Vigen has designed software that scours enormous data sets to find unlikely statistical correlations. He began pulling the funniest ones for his website and has since gained millions of views,

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hundreds of thousands of likes, and tons of media coverage. Subversive and clever, Spurious Correlations is geek humor at its finest, nailing our obsession with data and conspiracy theory.

How to Navigate Clueless Colleagues, Lunch-Stealing Bosses, and the Rest

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of Your Life at Work

Summary and Analysis of Drive

An Insider's Guide to the Body That
Will Make You Healthier and Younger

The Power of Passion and
Perseverance

Execution

The Dope: The Real History of the

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Mexican Drug Trade

* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. How to increase your motivation?

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We have two motivations, intrinsic and extrinsic. But only intrinsic motivation has a real benefit on you. By discovering it, you will be able to increase your motivation and accomplish

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the actions that really matter to you. In this book, you will learn: Why does extrinsic motivation destroy intrinsic motivation? What is the difference between 1.0 and 2.0 motivation? Why you

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need to discover your 3.0
motivation? How to achieve
3.0 motivation? How to
increase your 3.0
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these questions are easy to
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have control over your genes. Discover how diseases start and how they affect your body—as well as advice on how to prevent and beat conditions that threaten your quality of life.

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YOU: The Owner's Manual challenges preconceived notions about how the human body works and ages, and takes you on a fascinating grand tour of all your blood-pumping, food-

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digesting, and numbers-remembering systems and organs—including the heart, brain, lungs, immune system, bones, and sensory organs. There are also 100 questions asked by you, and

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answered by the experts. For instance, do you know which of the following statements are true? As you increase the amount you exercise, the rewards you gain from it increase as well. If you're not

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a smoker, you have nothing to worry about when it comes to your lungs. Your immune system always knows the difference between your own cells and enemy invaders. The biggest

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threat to your arteries is cholesterol. Memory loss is a natural, inevitable part of aging. Stress is the greatest ager, and controlling it changes which of your genes is on. Did you answer "true"

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for any of the above? Then take a look inside. Complete with exercise tips, nutritional guidelines, simple lifestyle changes, and alternative approaches, *YOU: The Owner's Manual* debunks

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myths and gives you an easy, comprehensive, and life-changing How-To plan—as well as great-tasting and calorie-saving recipes—that can help you live a healthier, younger, and

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better life. Be the best expert on your body! Look out for Daniel Pink's new book, *When: The Scientific Secrets of Perfect Timing* From Daniel H. Pink, the #1 bestselling author of

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Drive and To Sell Is Human, comes an illustrated guide to landing your first job in The Adventures of Johnny Bunko: The Last Career Guide You'll Ever Need. There's never been a career guide like The

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Adventures of Johnny Bunko
by Daniel H. Pink (author of
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Motivating Others). Told in
manga—the Japanese comic
book format that's an

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international sensation—it's the fully illustrated story of a young Everyman just out of college who lands his first job. Johnny Bunko is new to the Boggs Corp., and he stumbles through his early

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months as a working stiff until a crisis prompts him to rethink his approach. Step by step he builds a career, illustrating as he does the six core lessons of finding, keeping, and flourishing in

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satisfying work. A groundbreaking guide to surviving and flourishing in any career, *The Adventures of Johnny Bunko* is smart, engaging and insightful, and offers practical advice for

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Leading Change, With a New
Preface by the Author
The Selfish Gene