

Machine, Platform, Crowd: Harnessing The Digital Revolution

A call to redefine mobility so that it is connected, heterogeneous, intelligent, and personalized, as well as sustainable, adaptable, and city-friendly. The twentieth century was the century of the automobile; the twenty-first will see mobility dramatically re-envisioned. Automobiles altered cityscapes, boosted economies, and made personal mobility efficient and convenient for many. We had a century-long love affair with the car. But today, people are more attached to their smartphones than their cars. Cars are not always the quickest mode of travel in cities; and emissions from the rapidly growing number of cars threaten the planet. This book, by three experts from industry and academia, envisions a new world of mobility that is connected, heterogeneous, intelligent, and personalized (the CHIP architecture). The authors describe the changes that are coming. City administrators are shifting from designing cities for cars to designing cities for people. Nations and cities will increasingly employ targeted user fees and offer subsidies to nudge consumers toward more sustainable modes. The sharing economy is coaxing many consumers to shift from being owners of assets to being users of services. The auto industry is responding with connected cars that double as virtual travel assistants and by introducing autonomous driving. The CHIP architecture embodies an integrated, multimode mobility system that builds on ubiquitous connectivity, electrified and autonomous vehicles, and a marketplace open to innovation and entrepreneurship. Consumers will exercise choice on the basis of user experience and efficiency, aided by "intelligent advisors," accessible through their mobile devices. An innovative mobility architecture reconfigured for this century is a social and economic necessity; this book charts a course for achieving it.

From Pulitzer Prize-winning journalist and culture critic Christina Binkley comes an updated edition of her New York Times bestselling account of sex, drugs, and the rise of Las Vegas. With a new prologue on the rise and fall of Steve Wynn. The Strip. Home to some of the world's grandest, flashiest, and most lucrative casino resorts, Las Vegas, with its multitude of attractions, draws millions of tourists from around the world every year. But Sin City hasn't always been booming: modern Vegas exists largely thanks to the extraordinary vision, and remarkable hubris, of three competing business moguls: Kirk Kerkorian, Dr. Gary Loveman, and Steve Wynn. And in the wake of #MeToo revelations, not all empires survive. Having had personal access to all three tycoons, Binkley explains how their audacious efforts to reach the top-and to top one another-shaped the city as it stands. She takes us inside their grandest schemes, their riskiest deals, and the personalities that drove them to their greatest successes, and their most painful defeats. In this updated edition, she reveals the inside story of how Steve Wynn, the winner who took all, ultimately lost everything-twice. Sharp, insightful, and revealing, Winner Takes All is the gripping story of how billions of dollars and the unparalleled drive for power turned dreams into larger-than-life reality. "It's a great drama on the greatest stage. . . Wynn, Kerkorian, and Loveman represent three opposing business personalities, three styles of achieving success. On the Vegas Strip, they're pitted against one another like gladiators, and we've got front-row seats. Kapow!" - bestselling author Po Bronson

With the right mindset and insight, anyone can become a millionaire. Are you tired of just paying bills until you die? Are

you wasting your life at a job that doesn't make you fulfilled or financially secure? Then *Future Proofing You: Twelve Truths for Creating Opportunity, Maximizing Wealth, and Controlling Your Destiny in an Uncertain World* is for you. In this life-changing book, celebrated author and entrepreneur Jay Samit, who's worked with such visionaries as Bill Gates, Steve Jobs, Reid Hoffman, and hundreds of successful entrepreneurs, shares the key understandings and step-by-step process for becoming rich and never needing another job again. To prove the power of his 12 Truths, Samit also details the journey of how he mentored a broke millennial with these principles and empowered him to go from being on welfare to becoming a self-made millionaire in one year. Building upon the principles in his internationally acclaimed book *Disrupt You*, Samit explains: How to identify an idea and market to start your business How to build a virtual company with little or no capital The latest free software tools for managing your business Ways to get a piece of a trillion-dollar opportunity bigger than mobile How to harness the three primary fears of others to generate more sales Strategies for finding the right mentors to accelerate your success Techniques to structure any deal for creating recurring revenue and lasting wealth This book is perfect for anyone who is tired of jobs with no security, hopes to truly realize their professional and personal potential, and is looking for a way to build a better life for them and their family. *Future Proofing You*

A pioneering neuroscientist argues that we are more than our brains To many, the brain is the seat of personal identity and autonomy. But the way we talk about the brain is often rooted more in mystical conceptions of the soul than in scientific fact. This blinds us to the physical realities of mental function. We ignore bodily influences on our psychology, from chemicals in the blood to bacteria in the gut, and overlook the ways that the environment affects our behavior, via factors varying from subconscious sights and sounds to the weather. As a result, we alternately overestimate our capacity for free will or equate brains to inorganic machines like computers. But a brain is neither a soul nor an electrical network: it is a bodily organ, and it cannot be separated from its surroundings. Our selves aren't just inside our heads--they're spread throughout our bodies and beyond. Only once we come to terms with this can we grasp the true nature of our humanity.

The idea that business is only about the money doesn't hold true in the twenty-first century, when companies around the world are giving up traditional distinctions in order to succeed. Yet our expectations for businesses remain under the sway of an outdated worldview that emphasizes profits for shareholders above all else. *The Power of And* offers a new narrative about the nature of business, revealing the focus on responsibility and ethics that unites today's most influential ideas and companies. R. Edward Freeman, Kirsten E. Martin, and Bidhan L. Parmar detail an emerging business model built on five key concepts: prioritizing purpose as well as profits; creating value for stakeholders as well as shareholders; seeing business as embedded in society as well as markets; recognizing people's full humanity as well as their economic interests; and integrating business and ethics into a more holistic model. Drawing on examples across companies, industries, and countries, they show that these values support persevering in hard times and prospering over the long term. Real-world success stories disprove the conventional wisdom that there are unavoidable trade-offs between acting ethically and succeeding financially. *The Power of And* presents a conceptual revolution about what it means for business to be responsible, providing a new story for us to tell in order to help all kinds of companies thrive.

Super Mad at Everything All the Time

Superconsumers

Extreme Economies

The New Economics of Multisided Platforms

Profiting from Demand-Driven Business Models No Matter What Business You're In

X

Business Model Innovation Strategy

Artificial Intelligence

To predict our future, we must look to the extremes. So argues the economist Richard Davies, who takes readers to the margins of the modern economy and beyond. These extreme economies illustrate the forces that test human resilience, drive societies to failure, and promise to shape our collective future. Reviving a foundational idea from the medical sciences, Extreme Economies turns the logic of modern economics on its head by arguing that these outlier societies can teach us more about our own than we might imagine. By adapting to circumstances unimaginable to most of us, the people in these societies are pioneering the economic infrastructure of the future.

Help your company adapt to the new rules of competition. If you read nothing else on creating value with business platforms and ecosystems, read these 10 articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you reap the rewards of multisided platforms (MSPs)—or defend your company against these formidable opponents. This book will inspire you to:

- Assess the threat of disruption from platforms in your industry
- Decide whether and how to play with increasingly powerful platform businesses
- Choose the right strategy for transforming your product into a platform
- Harness network effects to maximize value for the partners in your ecosystem
- Shift from managing products to managing interactions
- Learn when moving first and growing fast will work—and when it won't
- Manage winner-take-all dynamics

This collection of articles includes "Pipelines, Platforms, and the New Rules of Strategy," by Marshall W. Van Alstyne, Geoffrey G. Parker, and Sangeet Paul Choudary; "Strategies for Two-Sided Markets," Thomas R. Eisenmann, Geoffrey Parker, and Marshall W. Van Alstyne; "Finding the Platform in Your Product," by Andrei Hagiu and Elizabeth Altman; "What's Your Google Strategy?," by Andrei Hagiu and David B. Yoffie; "In the Ecosystem Economy, What's Your Strategy?," by Michael G. Jacobides; "Right Tech, Wrong Time," by Ron Adner and Rahul Kapoor; "Managing Our Hub Economy," by Marco Iansiti and Karim R. Lakhani; "Why Some Platforms Thrive and Others Don't," by Feng Zhu and Marco Iansiti; "Spontaneous Deregulation," by Benjamin Edelman and Damien Geradin; "Alibaba and the Future of Business," by Ming Zeng; and "Fixing Discrimination in Online Marketplaces," by Ray Fisman and Michael Luca.

HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

A trio of experts on high-tech business strategy and innovation reveal the principles that have made platform businesses the most valuable firms

in the world and the first trillion-dollar companies. Managers and entrepreneurs in the digital era must learn to live in two worlds—the conventional economy and the platform economy. Platforms that operate for business purposes usually exist at the level of an industry or ecosystem, bringing together individuals and organizations so they can innovate and interact in ways not otherwise possible. Platforms create economic value far beyond what we see in conventional companies. *The Business of Platforms* is an invaluable, in-depth look at platform strategy and digital innovation. Cusumano, Gawer, and Yoffie address how a small number of companies have come to exert extraordinary influence over every dimension of our personal, professional, and political lives. They explain how these new entities differ from the powerful corporations of the past. They also question whether there are limits to the market dominance and expansion of these digital juggernauts. Finally, they discuss the role governments should play in rethinking data privacy laws, antitrust, and other regulations that could reign in abuses from these powerful businesses. Their goal is to help managers and entrepreneurs build platform businesses that can stand the test of time and win their share of battles with both digital and conventional competitors. As experts who have studied and worked with these firms for some thirty years, this book is the most authoritative and timely investigation yet of the powerful economic and technological forces that make platform businesses, from Amazon and Apple to Microsoft, Facebook, and Google—all dominant players in shaping the global economy, the future of work, and the political world we now face.

Examines how information technologies are affecting jobs, skills, wages, and the economy.

From the coauthor of the New York Times bestseller *The Second Machine Age*, a paradigm-shifting argument “full of fascinating information and provocative insights” (Publishers Weekly, starred review)—demonstrating that we are increasing prosperity while using fewer natural resources. Throughout history, the only way for humanity to grow was by degrading the Earth: chopping down forests, polluting the air and water, and endlessly using up resources. Since the first Earth Day in 1970, the focus has been on radically changing course: reducing our consumption, tightening our belts, and learning to share and reuse. Is that argument correct? Absolutely not. In *More from Less*, McAfee argues that to solve our ecological problems we should do the opposite of what a decade of conventional wisdom suggests. Rather than reduce and conserve, we should rely on the cost-consciousness built into capitalism and the streamlining miracles of technology to create a more efficient world. America—a large, high-tech country that accounts for about 25% of the global economy—is now generally using less of most resources year after year, even as its economy and population continue to grow. What’s more, the US is polluting the air and water less, emitting fewer greenhouse gases, and replenishing endangered animal populations. And, as McAfee shows, America is not alone. Other countries are also transforming themselves in fundamental ways. What has made this turnabout possible? One thing, primarily: the collaboration between technology and capitalism, although good governance and public awareness have also been critical. McAfee does warn of issues that haven’t been solved, like global warming, overfishing, and communities left behind as capitalism and tech progress race forward. But overall, *More from Less* is a revelatory and “deeply engaging” (Booklist) account of how we’ve stumbled into an unexpectedly better balance with nature—one that holds out the promise of more abundant and greener centuries ahead.

Soonish

How Casino Mogul Steve Wynn Won-and Lost-the High Stakes Gamble to Own Las Vegas

Leading for Hypergrowth by Raising Expectations, Increasing Urgency, and Elevating Intensity

How Brain, Body, and Environment Collaborate to Make Us Who We Are

The Second Machine Age: Work, Progress, and Prosperity in a Time of Brilliant Technologies

The Sharing Economy

Organizing to Compete in an Age of Disruption

Platform Capitalism

Learn how to develop and employ an ontology, the secret weapon for successfully using artificial intelligence to create a powerful competitive advantage in your business. The AI-Powered Enterprise examines two fundamental questions: First, how will the future be different as a result of artificial intelligence? And second, what must companies do to stake their claim on that future? When the Web came along in the mid-90s, it transformed the behavior of customers and remade whole industries. Now, as part of its promise to bring revolutionary change in untold ways to human activity, artificial intelligence—AI—is about to create another complete transformation in how companies create and deliver value to customers. But despite the billions spent so far on bots and other tools, AI continues to stumble. Why can't it magically use all the data organizations generate to make them run faster and better? Because something is missing. AI works only when it understands the soul of the business. An ontology is a holistic digital model of every piece of information that matters to the business, from processes to products to people, and it's what makes the difference between the promise of AI and delivering on that promise. Business leaders who want to catch the AI wave—rather than be crushed by it—need to read The AI-Powered Enterprise. The book is the first to combine a sophisticated explanation of how AI works with a practical approach to applying AI to the problems of business, from customer experience to business operations to product development.

Christine Greenhalgh explains the complex process of innovation & how it sustains the growth of firms, industries & economies, combining microeconomic & macroeconomic analysis.

We live in strange times. A machine plays the strategy game Go better than any human; upstarts like Apple and Google destroy industry stalwarts such as Nokia; ideas from the crowd are repeatedly more innovative than corporate research labs. MIT's Andrew McAfee and Erik Brynjolfsson know what it takes to master this digital-powered shift: we must rethink the integration of minds and machines, of products and platforms, and of the core and the crowd. In all three cases, the balance now favors the second element of the pair, with massive implications for how we run our companies and live our lives. In the tradition of agenda-setting classics like Clay Christensen's The Innovator's Dilemma, McAfee and Brynjolfsson deliver both a penetrating analysis of a new world and a toolkit for thriving in it. For startups and established businesses, or for anyone interested in what the future holds, Machine,

Platform, Crowd is essential reading.

"The long run is a misleading guide to current affairs. In the long run we are all dead." -John Maynard Keynes, A Tract on Monetary Reform (1923) A Tract on Monetary Reform (1923), by British economist John Maynard Keynes, is a masterly analysis of the world monetary situation at the beginning of the twentieth century. Keynes stated the importance of stable domestic prices and a stable currency for a strong economy, while arguing against the gold standard, which at that time was used for the US dollar and many other currencies. Britain abandoned the gold standard in 1931-after it had re-established it in 1925-and the United States abandoned the gold standard in 1933. A Tract on Monetary Reform is essential reading for anyone interested in Keynes' theories and for students of economics or economic history.

What's next? is a question we all have to ask and answer more frequently in an economy where the average job tenure is only four years, roles change constantly even within that time, and smart, motivated people find themselves hitting professional plateaus. But how do you evaluate options and move forward without getting stuck? Jenny Blake--a former training and career development specialist at Google who now runs her own company as a career and business consultant and speaker--has a solution: the pivot. Pivoting is a crucial strategy for Silicon Valley tech companies and startups but it can also be a successful strategy for individuals looking to make changes in their work lives. This book will introduce you to the Pivot Method and show you how to take small, smart steps to move in a new direction--now and throughout your entire career. No matter your age, industry, or bank account balance, Jenny's advice will help you move forward with confidence. Pivot also includes valuable insight for leaders who want to have more frequent career conversations with their teams to help talented people move and grow within their roles and the broader organization. If change is the only constant, let's get better at it. Your career success and satisfaction depends on your ability to navigate change well and this book can help you do so.

The Future of the Car and Urban Mobility

The Seventh Sense

The Power of And

Pivot

Open Government

Matchmakers

Machine, Platform, Crowd: Harnessing Our Digital Future

Political Media and Our National Anger

Over the last 25 years, Geoffrey Moore has established himself as one of the most influential high-tech advisors in the world—once prompting Conan O' Brien to ask “ Who is Geoffrey Moore and why is he more famous than me? ” Following up on the ferociously innovative ESCAPE VELOCITY, which served as the basis for Moore ' s consulting work to such companies as Salesforce, Microsoft, and Intel, ZONE TO WIN serves as the companion

playbook for his landmark guide, offering a practical manual to address the challenge large enterprises face when they seek to add a new line of business to their established portfolio. Focused on spurring next-generation growth, guiding mergers and acquisitions, and embracing disruption and innovation, ZONE TO WIN is a high-powered tool for driving your company above and beyond its limitations, its definitions of success, and ultimately, its competitors. Moore ' s classic bestseller, CROSSING THE CHASM, has sold more than one million copies by addressing the challenges faced by start-up companies. Now ZONE TO WIN is set to guide established enterprises through the same journey. “ For any company, regardless of size or industry, ZONE TO WIN is the playbook for succeeding in today ' s disruptive, connected, fast-paced business world. ” —Marc Benioff, CEO, Salesforce “ Once again Geoffrey Moore weighs in with a prescient examination of what it takes to win in today ' s competitive, disruptive business environment. ” —Satya Nadella, CEO, Microsoft "With this book, Geoffrey Moore continues to lead us all through ever-changing times...His work has changed the game of changing the game!" —Gary Kovacs, CEO, AVG “ ZONE TO WIN uses crystal-clear language to describe the management plays necessary to win in an ever-disrupting marketplace. Regardless of your level of management experience, you will find this book an invaluable tool for building long-term success for your business. ” —Lip-Bu Tan, President and CEO, Cadence Design Systems

A surprisingly simple way for students to master any subject--based on one of the world's most popular online courses and the bestselling book A Mind for Numbers A Mind for Numbers and its wildly popular online companion course "Learning How to Learn" have empowered more than two million learners of all ages from around the world to master subjects that they once struggled with. Fans often wish they'd discovered these learning strategies earlier and ask how they can help their kids master these skills as well. Now in this new book for kids and teens, the authors reveal how to make the most of time spent studying. We all have the tools to learn what might not seem to come naturally to us at first--the secret is to understand how the brain works so we can unlock its power. This book explains: Why sometimes letting your mind wander is an important part of the learning process How to avoid "rut think" in order to think outside the box Why having a poor memory can be a good thing The value of metaphors in developing understanding A simple, yet powerful, way to stop procrastinating Filled with illustrations, application questions, and exercises, this book makes learning easy and fun.

What unites Google and Facebook, Apple and Microsoft, Siemens and GE, Uber and Airbnb? Across a wide range of sectors, these firms are transforming themselves into platforms: businesses that provide the hardware and software foundation for others to operate on. This transformation signals a major shift in how capitalist firms operate and how they interact with the rest of the economy: the emergence of platform capitalism. This book critically examines these new business forms, tracing their genesis from the long downturn of the 1970s to the boom and bust of the 1990s and the aftershocks of the 2008 crisis. It shows how the fundamental foundations of the economy are rapidly being carved up among a small number of monopolistic platforms, and how the platform introduces new tendencies within capitalism that pose significant challenges to any vision of a post-capitalist future. This book will be essential reading for anyone who wants to understand how the most powerful tech companies of our time are transforming the global economy."

From the Sloan Management Review comes a remarkable collection of articles written by highly regarded experts in the field of e-business. This second book in the MIT SMR series is aimed at those seeking to integrate e-business into their enterprises as a way of maintaining -- or establishing -- competitive advantage. Strategies for E-Business Success offers a roadmap of the fundamental principles and tools executives need.

Practical advice for redesigning “ big, old ” companies for digital success, with examples from Amazon, BNY Mellon, LEGO, Philips, USAA, and many other global organizations. Most established companies have deployed such digital technologies as the cloud, mobile apps, the internet of things, and artificial intelligence. But few established companies are designed for digital. This book offers an essential guide for retooling organizations for digital success. In the digital economy, rapid pace of change in technology capabilities and customer desires means that business strategy must be fluid. As a result, the authors explain, business design has become a critical management responsibility. Effective business design enables a company to quickly pivot in

response to new competitive threats and opportunities. Most leaders today, however, rely on organizational structure to implement strategy, unaware that structure inhibits, rather than enables, agility. In companies that are designed for digital, people, processes, data, and technology are synchronized to identify and deliver innovative customer solutions—and redefine strategy. Digital design, not strategy, is what separates winners from losers in the digital economy. Designed for Digital offers practical advice on digital transformation, with examples that include Amazon, BNY Mellon, DBS Bank, LEGO, Philips, Schneider Electric, USAA, and many other global organizations. Drawing on five years of research and in-depth case studies, the book is an essential guide for companies that want to disrupt rather than be disrupted in the new digital landscape. Five Building Blocks of Digital Business Success Shared Customer Insights Operational Backbone Digital Platform Accountability Framework External Developer Platform

Competitive Solutions

The Biological Mind

How Companies Win

A Tract on Monetary Reform

The End of Employment and the Rise of Crowd-Based Capitalism

Strategy in the Age of Digital Competition, Innovation, and Power

Harness the Power of Ontologies to Make Your Business Smarter, Faster, and More Profitable

HBR's 10 Must Reads on Platforms and Ecosystems (with bonus article by "Why Some Platforms Thrive and Others Don't" By Feng Zhu and Marco Iansiti)

A practical guide to the new economy that is transforming the way we live, work, and play. Uber. Airbnb. Amazon. Apple. PayPal. All of these companies disrupted their markets when they launched. Today they are industry leaders. What's the secret to their success? These cutting-edge businesses are built on platforms: two-sided markets that are revolutionizing the way we do business. Written by three of the most sought-after experts on platform businesses, Platform Revolution is the first authoritative, fact-based book on platform models. Whether platforms are connecting sellers and buyers, hosts and visitors, or drivers with people who need a ride, Geoffrey G. Parker, Marshall W. Van Alstyne, and Sangeet Paul Choudary reveal the what, how, and why of this revolution and provide the first "owner's manual" for creating a successful platform business. Platform Revolution teaches newcomers how to start and run a successful platform business, explaining ways to identify prime markets and monetize networks. Addressing current business leaders, the authors reveal strategies behind some of today's up-and-coming platforms, such as Tinder and SkillShare, and explain how traditional companies can adapt in a changing marketplace. The authors also cover essential issues concerning security, regulation, and consumer trust, while examining markets that may be ripe for a platform revolution, including healthcare, education, and energy. As digital networks increase in ubiquity,

businesses that do a better job of harnessing the power of the platform will win. An indispensable guide, Platform Revolution charts out the brilliant future of platforms and reveals how they will irrevocably alter the lives and careers of millions.

The idea that citizens' advancement should depend exclusively on merit, on qualities that deserve reward rather than on bloodlines or wire-pulling, was among the Founding ideals of the American republic, Joseph F. Kett argues in this provocative and engaging book. Merit's history, he contends, is best understood within the context of its often conflicting interaction with the other ideals of the Founding, equal rights and government by consent. Merit implies difference; equality suggests sameness. By sanctioning selection of those lower down by those higher up, merit potentially conflicts with the republican ideal that citizens consent to the decisions that affect their lives. In Merit, which traces the history of its subject over three centuries, Kett asserts that Americans have reconciled merit with other principles of the Founding in ways that have shaped their distinctive approach to the grading of public schools, report cards, the forging of workplace hierarchies, employee rating forms, merit systems in government, the selection of officers for the armed forces, and standardized testing for intelligence, character, and vocational interests. Today, the concept of merit is most commonly associated with measures by which it is quantified. Viewing their merit as an element of their selfhood-essential merit-members of the Founding generation showed no interest in quantitative measurements. Rather, they equated merit with an inner quality that accounted for their achievements and that was best measured by their reputations among their peers. In a republic based on equal rights and consent of the people, however, it became important to establish that merit-based rewards were within the grasp of ordinary Americans. In response, Americans embraced institutional merit in the form of procedures focused on drawing small distinctions among average people. They also developed a penchant for increasing the number of winners in competitions-what Kett calls "selection in" rather than "selection out"-in order to satisfy popular aspirations. Kett argues that values rooted in the Founding of the republic continue to influence Americans' approach to controversies, including those surrounding affirmative action, which involve the ideal of merit.

Machine, Platform, Crowd: Harnessing Our Digital Future W. W. Norton & Company

Pork dorks. Craftsters. American Girl fans. Despite their different tastes, these eclectic diehards have a lot in common: they're obsessed about a specific brand, product, or category.

They pursue their passions with fervor, and they're extremely knowledgeable about the things they love. They aren't average consumers—they're superconsumers. Although small in number, superconsumers can have an outsized impact on a company's bottom line. Representing 10% of total consumers, they can drive between 30% to 70% of sales, and they're usually willing to spend considerably more than the average consumer. And because they're so engaged and passionate, they can offer invaluable advice to managers looking to improve their products, change their business models, energize their cultures, and attract new customers. In *Superconsumers*, growth strategy expert Eddie Yoon lays out a simple but extremely effective framework that has helped companies of all types and sizes achieve more sustainable growth: he'll show you how to find, listen to, and engage with your most passionate and profitable consumers, and then tailor your decisions to meet their wants and needs. Along the way, he'll let you into the minds and homes of superconsumers of all kinds, revealing what makes them tick and why they're willing to spend so much more than other consumers. Rich with data and case studies of companies that have implemented superconsumer strategies with great success, *Superconsumers* is a fun, practical, and inspiring guide for anyone interested in making their best customers even better.

An invigorating, thought-provoking, and positive look at the rise of automation that explores how professionals across industries can find sustainable careers in the near future. Nearly half of all working Americans could risk losing their jobs because of technology. It's not only blue-collar jobs at stake. Millions of educated knowledge workers—writers, paralegals, assistants, medical technicians—are threatened by accelerating advances in artificial intelligence. The industrial revolution shifted workers from farms to factories. In the first era of automation, machines relieved humans of manually exhausting work. Today, Era Two of automation continues to wash across the entire services-based economy that has replaced jobs in agriculture and manufacturing. Era Three, and the rise of AI, is dawning. Smart computers are demonstrating they are capable of making better decisions than humans. Brilliant technologies can now decide, learn, predict, and even comprehend much faster and more accurately than the human brain, and their progress is accelerating. Where will this leave lawyers, nurses, teachers, and editors? In *Only Humans Need Apply*, Thomas Hayes Davenport and Julia Kirby reframe the conversation about automation, arguing that the future of increased productivity and business success isn't either human or machine. It's both. The key is augmentation,

utilizing technology to help humans work better, smarter, and faster. Instead of viewing these machines as competitive interlopers, we can see them as partners and collaborators in creative problem solving as we move into the next era. The choice is ours.

Strategies for E-Business Success

Platform Revolution: How Networked Markets Are Transforming the Economy and How to Make Them Work for You

Faster, Smarter, Greener

How the Digital Revolution is Accelerating Innovation, Driving Productivity, and Irreversibly Transforming Employment and the Economy

Turning Technology into Business Transformation

The Strategist's Toolkit

Transformational Concepts and Tools for Entrepreneurial Leaders

The History of a Founding Ideal from the American Revolution to the Twenty-First Century

NEW YORK TIMES BESTSELLER WASHINGTON POST BESTSELLER Winner of the getAbstract 17th International Book Award "The Seventh Sense is a concept every businessman, diplomat, or student should aspire to master--a powerful idea, backed by stories and figures that will be impossible to forget." -- Walter Isaacson, author of Steve Jobs and Leonardo da Vinci Endless terror. Refugee waves. An unfixable global economy. Surprising election results. New billion-dollar fortunes. Miracle medical advances. What if they were all connected? What if you could understand why? The Seventh Sense is the story of what all of today's successful figures see and feel: the forces that are invisible to most of us but explain everything from explosive technological change to uneasy political ripples. The secret to power now is understanding our new age of networks. Not merely the Internet, but also webs of trade, finance, and even DNA. Based on his years of advising generals, CEOs, and politicians, Ramo takes us into the opaque heart of our world's rapidly connected systems and teaches us what the losers are not yet seeing--and what the victors of this age already know.

"A clear and crisply written account of machine intelligence, big data and the sharing economy. But McAfee and Brynjolfsson also wisely acknowledge the limitations of their futurology and avoid over-simplification." —Financial Times In The Second Machine Age, Andrew McAfee and Erik Brynjolfsson predicted some of the far-reaching effects of digital technologies on our lives and businesses. Now they've written a guide to help readers make the most of our collective future. Machine | Platform | Crowd outlines the opportunities and challenges inherent in the science fiction technologies that have come to life in recent years, like self-driving cars and 3D printers, online platforms for renting outfits and scheduling workouts, or crowd-sourced medical research and financial instruments.

Many of the most dynamic public companies, from Alibaba to Facebook to Visa, and the most valuable start-ups, such as Airbnb and Uber, are matchmakers that connect one group of customers with another group of customers. Economists call matchmakers multisided platforms because they provide physical or virtual platforms for multiple groups to get together. Dating sites connect people with potential matches, for

example, and ride-sharing apps do the same for drivers and riders. Although matchmakers have been around for millennia, they're becoming more and more popular—and profitable—due to dramatic advances in technology, and a lot of companies that have managed to crack the code of this business model have become today's power brokers. Don't let the flashy successes fool you, though. Starting a matchmaker is one of the toughest business challenges, and almost everyone who tries to build one, fails. In Matchmakers, David Evans and Richard Schmalensee, two economists who were among the first to analyze multisided platforms and discover their principles, and who've consulted for some of the most successful platform businesses in the world, explain how matchmakers work best in practice, why they do what they do, and how entrepreneurs can improve their chances for success. Whether you're an entrepreneur, an investor, a consumer, or an executive, your future will involve more and more multisided platforms, and Matchmakers—rich with stories from platform winners and losers—is the one book you'll need in order to navigate this appealing but confusing world.

We live in strange times. A machine plays the strategy game Go better than any human; upstarts like Apple and Google destroy industry stalwarts such as Nokia; ideas from the crowd are repeatedly more innovative than corporate research labs. In The Second Machine Age, Andrew McAfee and Erik Brynjolfsson predicted some of the far-reaching effects of digital technologies on our lives and businesses. Now they've written a guide to help readers make the most of our collective future. Machine, Platform, Crowd outlines the opportunities and challenges inherent in the science fiction-worthy technologies that have come to life in recent years, like self-driving cars and 3D printers, online platforms for renting outfits and scheduling workouts, or crowd-sourced medical research and financial instruments.

Welcome to a new era of business in which your brand is defined by those who experience it. Do you know how your customers experience your brand today? Do you know how they really feel? Do you know what they say when you're not around? In an always-on world where everyone is connected to information and also one another, customer experience is your brand. And, without defining experiences, brands become victim to whatever people feel and share. In his new book X: The Experience When Business Meets Design bestselling author Brian Solis shares why great products are no longer good enough to win with customers and why creative marketing and delightful customer service too are not enough to succeed. In X, he shares why the future of business is experiential and how to create and cultivate meaningful experiences. This isn't your ordinary business book. The idea of a book was re-imagined for a digital meets analog world to be a relevant and sensational experience. Its aesthetic was meant to evoke emotion while also giving new perspective and insights to help you win the hearts and minds of your customers. And, the design of this book, along with what fills its pages, was done using the principles shared within. Brian shares more than the importance of experience. You'll learn how to design a desired, meaningful and uniform experience in every moment of truth in a fun way including: How our own experience gets in the way of designing for people not like us Why empathy and new perspective unlock creativity and innovation The importance of User Experience (UX) in real life and in executive thinking The humanity of Human-Centered Design in all you do The art of Hollywood storytelling from marketing to product design to packaging Apple's holistic approach to experience architecture The value of different journey and experience mapping approaches The future of business lies in experience architecture and you are the architect. Business, meet design. X

Harnessing Our Digital Future

Innovation, Intellectual Property, and Economic Growth

Ten Emerging Technologies That'll Improve and/or Ruin Everything

The Only Move That Matters Is Your Next One

The Business of Platforms

Merit

Winner Takes All

Amp It Up

“An insightful guide to the forces shaping our economy” that explores the far-ranging implications of the shift to crowd-based capitalism—with case studies on Uber, Airbnb, and others (Hal Varian, Chief Economist at Google) Sharing isn’t new. Giving someone a ride, having a guest in your spare room, running errands for someone, participating in a supper club—these are not revolutionary concepts. What is new, in the “sharing economy,” is that you are not helping a friend for free; you are providing these services to a stranger for money. In this book, Arun Sundararajan, an expert on the sharing economy, explains the transition to what he describes as “crowd-based capitalism”—a new way of organizing economic activity that may supplant the traditional corporate-centered model. As peer-to-peer commercial exchange blurs the lines between the personal and the professional, how will the economy, government regulation, what it means to have a job, and our social fabric be affected? Drawing on extensive research and numerous real-world examples—including Airbnb, Lyft, Uber, Etsy, TaskRabbit, France's BlaBlaCar, China's Didi Kuaidi, and India's Ola, Sundararajan explains the basics of crowd-based capitalism. He describes the intriguing mix of “gift” and “market” in its transactions, demystifies emerging blockchain technologies, and clarifies the dizzying array of emerging on-demand platforms. He considers how this new paradigm changes economic growth and the future of work. Will we live in a world of empowered entrepreneurs who enjoy professional flexibility and independence? Or will we become disenfranchised digital laborers scurrying between platforms in search of the next wedge of piecework? Sundararajan highlights the important policy choices and suggests possible new directions for self-regulatory organizations, labor law, and funding our social safety net.

Super Mad at Everything All the Time explores the polarization of American politics through the collapse of the space between politics and culture, as bolstered by omnipresent media. It seeks to explain this perfect storm of money, technology, and partisanship that has created two entirely separate news spheres: a small, enclosed circle for the right wing and a sprawling expanse for everyone else. This leads to two sets of facts, two narratives, and two loudly divergent political sides with extraordinary anger all around. Based on extensive interviews with leading media figures and politicians, this book traces the development of the media machine, giving suggestions on how to restore our national dialogue while

defending our right to disagree agreeably.

In a world of contracting markets and diminished consumer demand, The Cambridge Group founder Rick Kash and Nielsen Company CEO David Calhoun show companies how to find new customers and bigger profits. How Companies Win makes The Cambridge Group's proprietary demand model—a strategy which multi-million dollar corporations pay premium rates to access—available to the general public for the first time. Taking the reigns from Larry Bossidy's Execution, W. Chan Kim and Renée Mauborgne's Blue Ocean Strategy, and Kash's own The New Law of Demand and Supply, this is a must-have for succeeding in business in the twenty-first century.

Wall Street Journal, USA Today, and Publishers Weekly Bestseller The secret to leading growth is your mindset Snowflake CEO Frank Sloatman is one of the tech world's most accomplished executives in enterprise growth, having led Snowflake to the largest software IPO ever after leading ServiceNow and Data Domain to exponential growth and the public market before that. In Amp It Up: Leading for Hypergrowth by Raising Expectations, Increasing Urgency, and Elevating Intensity, he shares his leadership approach for the first time. Amp It Up delivers an authoritative look at what it takes to transform an organization for maximum growth and scale. Sloatman shows that most leaders have significant room to improve their organization's performance without making expensive changes to their talent, structure, or fundamental business model—and they don't need to bring in an army of consultants to do it. What they do need is to align people around what matters and execute with urgency and intensity every day. Leading for unprecedented growth means declaring war on mediocrity, breaking the status quo, and making conflicted choices daily, all with a relentless focus on the mission. Amp It Up provides the first principles to guide that change, and the tactical advice for organizing a company around them. Perfect for executives, entrepreneurs, founders, managers, and leaders of all kinds, Amp It Up is a must-read resource for anyone who seeks to unleash the growth potential of a company and scale it to heights they never thought possible.

Competitive Solutions is an entertaining and wideranging introduction to successful business methods applied to a variety of real-world situations. Rejecting the one-size-fits-all premise that underlies so many guides to business strategy, Preston McAfee develops the intellectual tools and insights needed to confront many marketplace problems. Drawing on his broad experience as a consultant for major U.S. companies, as well as extensive research, McAfee emphasizes cooperation, pricing, litigation, and antitrust as vital to a firm's competitive posture--and focuses more attention on these elements than do most business strategy accounts. McAfee begins by considering strategy as successfully applied by America OnLine, an example that introduces many of the tools discussed in greater depth throughout the book. From here he moves to industry analysis: By examining the context for developing a strategy, he points out uses of positioning

and differentiation that enable a firm to weaken price competition and deter rivals from stealing customers. McAfee's exploration of a product's life cycle proves an invaluable guide to positioning new technology in order to maximize the potential for future customers. In the centerpiece of the book, McAfee lays out a how-to manual for cooperation, providing tactics crucial for setting standards, lobbying the government, and fostering industry growth. Writing in a conversational manner, McAfee also addresses such deep topics as organizational design and employee compensation and incentives. More detailed discussions examine antitrust enforcement, which is an increasingly important constraint on strategy, as well as strategies for pricing, bidding, signaling, and bargaining. This book is a fascinating examination of modern business strategy and its application in many different settings. Students of business and economics--as well as executives and managers--will recognize Competitive Solutions as an indispensable resource as well as a definitive vision of the strategic firm: one in which each element of company strategy reinforces the other elements.

Power, Fortune, and Survival in the Age of Networks

The AI-Powered Enterprise

The Surprising Story of How We Learned to Prosper Using Fewer Resources—and What Happens Next

More from Less

How to Architect Your Business for Sustained Success

Future Proofing You

Race Against the Machine

Leading Digital

Become a Digital Master—No Matter What Business You're In If you think the phrase "going digital" is only relevant for industries like tech, media, and entertainment—think again. In fact, mobile, analytics, social media, sensors, and cloud computing have already fundamentally changed the entire business landscape as we know it—including your industry. The problem is that most accounts of digital in business focus on Silicon Valley stars and tech start-ups. But what about the other 90-plus percent of the economy? In Leading Digital, authors George Westerman, Didier Bonnet, and Andrew McAfee highlight how large companies in traditional industries—from finance to manufacturing to pharmaceuticals—are using digital to gain strategic advantage. They illuminate the principles and practices that lead to successful digital transformation. Based on a study of more than four hundred global firms, including Asian Paints, Burberry, Caesars Entertainment, Codelco, Lloyds Banking Group, Nike, and Pernod Ricard, the book shows what it takes to become a Digital Master. It explains successful transformation in a clear, two-part framework: where to invest in digital capabilities, and how to lead the transformation. Within these parts, you'll learn:

- How to engage better

with your customers • How to digitally enhance operations • How to create a digital vision • How to govern your digital activities The book also includes an extensive step-by-step transformation playbook for leaders to follow. *Leading Digital* is the must-have guide to help your organization survive and thrive in the new, digitally powered, global economy.

The instant New York Times bestseller! A Wall Street Journal Best Science Book of the Year! A Popular Science Best Science Book of the Year! From a top scientist and the creator of the hugely popular web comic Saturday Morning Breakfast Cereal, a hilariously illustrated investigation into future technologies -- from how to fling a ship into deep space on the cheap to 3D organ printing What will the world of tomorrow be like? How does progress happen? And why do we not have a lunar colony already? What is the hold-up? In this smart and funny book, celebrated cartoonist Zach Weinersmith and noted researcher Dr. Kelly Weinersmith give us a snapshot of what's coming next -- from robot swarms to nuclear fusion powered-toasters. By weaving their own research, interviews with the scientists who are making these advances happen, and Zach's trademark comics, the Weinersmiths investigate why these technologies are needed, how they would work, and what is standing in their way. New technologies are almost never the work of isolated geniuses with a neat idea. A given future technology may need any number of intermediate technologies to develop first, and many of these critical advances may appear to be irrelevant when they are first discovered. The journey to progress is full of strange detours and blind alleys that tell us so much about the human mind and the march of civilization. To this end, Soonish investigates ten different emerging fields, from programmable matter to augmented reality, from space elevators to robotic construction, to show us the amazing world we will have, you know, soonish. Soonish is the perfect gift for science lovers for the holidays!

In a world where web services can make real-time data accessible to anyone, how can the government leverage this openness to improve its operations and increase citizen participation and awareness? Through a collection of essays and case studies, leading visionaries and practitioners both inside and outside of government share their ideas on how to achieve and direct this emerging world of online collaboration, transparency, and participation. Contributions and topics include: Beth Simone Noveck, U.S. Deputy Chief Technology Officer for open government, "The Single Point of Failure" Jerry Brito, senior research fellow at the Mercatus Center at George Mason University, "All Your Data Are Belong to Us: Liberating Government Data" Aaron Swartz, cofounder of reddit.com, OpenLibrary.org, and BoldProgressives.org, "When Is Transparency Useful?" Ellen S. Miller, executive director of the Sunlight Foundation, "Disrupting Washington's Golden Rule" Carl Malamud, founder of Public.Resource.Org, "By the People" Douglas Schuler, president of the Public Sphere Project, "Online Deliberation and Civic Intelligence" Howard Dierking, program

manager on Microsoft's MSDN and TechNet Web platform team, "Engineering Good Government" Matthew Burton, Web entrepreneur and former intelligence analyst at the Defense Intelligence Agency, "A Peace Corps for Programmers" Gary D. Bass and Sean Moulton, OMB Watch, "Bringing the Web 2.0 Revolution to Government" Tim O'Reilly, founder and CEO of O'Reilly Media, "Defining Government 2.0: Lessons Learned from the Success of Computer Platforms" Open Government editors: Daniel Lathrop is a former investigative projects reporter with the Seattle Post Intelligencer who's covered politics in Washington state, Iowa, Florida, and Washington D.C. He's a specialist in campaign finance and "computer-assisted reporting" -- the practice of using data analysis to report the news. Laurel Ruma is the Gov 2.0 Evangelist at O'Reilly Media. She is also co-chair for the Gov 2.0 Expo.

A pair of technology experts describe how humans will have to keep pace with machines in order to become prosperous in the future and identify strategies and policies for business and individuals to use to combine digital processing power with human ingenuity.

Companies that don't use AI to their advantage will soon be left behind. Artificial intelligence and machine learning will drive a massive reshaping of the economy and society. What should you and your company be doing right now to ensure that your business is poised for success? These articles by AI experts and consultants will help you understand today's essential thinking on what AI is capable of now, how to adopt it in your organization, and how the technology is likely to evolve in the near future. Artificial Intelligence: The Insights You Need from Harvard Business Review will help you spearhead important conversations, get going on the right AI initiatives for your company, and capitalize on the opportunity of the machine intelligence revolution. Catch up on current topics and deepen your understanding of them with the Insights You Need series from Harvard Business Review. Featuring some of HBR's best and most recent thinking, Insights You Need titles are both a primer on today's most pressing issues and an extension of the conversation, with interesting research, interviews, case studies, and practical ideas to help you explore how a particular issue will impact your company and what it will mean for you and your business.

Zone to Win

Twelve Truths for Creating Opportunity, Maximizing Wealth, and Controlling your Destiny in an Uncertain World
Machine, Platform, Crowd

What Life at the World's Margins Can Teach Us about Our Own Future

Winners and Losers in the Age of Smart Machines

The Experience When Business Meets Design

Collaboration, Transparency, and Participation in Practice

Only Humans Need Apply

The most comprehensive, global guide to business model design and innovation for academic and business audiences. **Business Model Innovation Strategy: Transformational Concepts and Tools for Entrepreneurial Leaders** is centered on a timely, mission-critical strategic issue that both founders of new firms and senior managers of incumbent firms globally need to address as they reimagine their firms in the post COVID-19 world. The book, which draws on over 20 years of the authors collaborative theoretical and rigorous empirical research, has a pragmatic orientation and is filled with examples and illustrations from around the world. This action-oriented book provides leaders with a rigorous and detailed guide to the design and implementation of innovative, and scalable business models for their companies. Faculty and students can use **Business Model Innovation Strategy** as a textbook in undergraduate, MBA, and EMBA degree courses as well as in executive courses of various designs and lengths. The content of the book has been tested in both degree and non-degree courses at some of the world's leading business schools and has helped students and firm leaders to develop ground-breaking business model innovations. This book will help you: Learn the basics of business model innovation including the latest developments in the field Learn how business model innovation presents new and profitable business opportunities in industries that were considered all but immune to attacks from newcomers Learn how to determine the viability of your current business model Explore new possibilities for value creation by redesigning your firm's business model Receive practical, step-by-step guidance on how to introduce business model innovation in your own company Become well-versed in an important area of business strategy and entrepreneurship Authors Amit and Zott anchored the book on their pioneering research and extensive scholarly and practitioner-oriented publications on the design, implementation, and performance implications of innovative business models. They are the most widely cited researchers in the field of business model innovation, and they teach at the top-ranked Wharton School of the University of Pennsylvania and the prestigious global business school IESE with campuses in Barcelona, Madrid, Munich, New York, and São Paulo. **A Simple, Speedy, and Sustainable Path to Superior Growth**

Responsible Business Without Trade-Offs

The Insights You Need from Harvard Business Review

How to Succeed in School Without Spending All Your Time Studying; A Guide for Kids and Teens

Learning How to Learn

Designed for Digital