

The Advertising Concept Book Think Now Design Later Pete Barry

Q&As with Wally Olins, Malcolm Gladwell, Seth Godin, Daniel Pink, Dori Tunstall, and many more on the art and psychology of branding. We are now living in a world with over one hundred brands of bottled water. Whether it's good or bad, humans telegraph their affiliations and beliefs with symbols, signs, and codes in everything from the cars they drive to the coffee they drink. Thinking and Other Noble Pursuits contains interviews with the world's leading designers and thinkers in branding. The interviews contain spirited views on how and why humans have branded the world around us, and the ideas, inventions, and insight inherent in the search. Includes conversations with: Wally Olins * Grant McCracken * Phil Duncan * Dori Tunstall * E Duckworth * David Butler * Stanley Hainsworth * Cheryl Swanson * Joe Duffy * Margaret Youngblood * Seth Godin * Dan Formosa * Bill Moggridge * Sean Adams * Daniel Pink * Deedee Gordon * Karim Rashid * Alex Bogusky * Tom Peters * Malcolm Gladwell

The classic guide to creating great advertising now covers all media: Digital, Social, and Traditional Hey Whipple, Squeeze This has helped generations of young creatives make their mark in the field. From starting out and getting work, to building successful campaigns, you gain a real-world perspective on what it means to be great in a fast-moving, sometimes harsh industry and create brand experiences online and in traditional media outlets, and you'll learn more about the value of authenticity, simplicity, storytelling, and conflict. Advertising is in the midst of a massive upheaval, and while creativity is still king, it's not nearly enough. This book is an essential resource for advertising professionals who need up-to-date digital skill ideas into successful campaigns Work effectively in all media channels Avoid the kill shots that will sink any campaign Protect your work Succeed without selling out Today's consumer has seen it all, and they're less likely than ever to even notice your masterpiece of art and copy, let alone internalize it. Your job is to craft a piece that rises out of the noise to make the knowledge to create impressive, compelling work.

The new edition of a classic text about advertising creativity, how to find great ideas and express them freshly and powerfully. A classic text now in a new edition, George Felton's Advertising Concept and Copy is an innovative approach to advertising creativity. It covers the entire conceptual process, from developing smart strategy to executing it with strong ads. Strategies, operates on the premise that the idea beneath an ad's surface determines its success. This first section shows how to research products, understand consumer behavior, analyze audiences, and navigate marketplace realities, then how to write creative briefs that focus this strategic analysis into specific advertising objectives. Part 2, Executions, explains how to write copy, and Part 3, Design, explains how to create a distinctive brand voice, telling stories, using language powerfully and originally—as well as the wide variety of media and advertising genres that carry and help shape messages. But great executions are elusive. So Part 3, the Toolbox, gives advice about how to think creatively, then presents an array of problem-solving tools, repeatedly to produce exceptional work. In brief, this book shows how to find strong selling ideas and how to express them in fresh, memorable, persuasive ways. The new edition features greatly expanded discussions of guerrilla advertising, interactive advertising, brand voice, storytelling, and the use of social media. Hundreds of ads in full color, both in the book and on the accompanying website, illustrate the best in television, radio, print, and interactive advertising. Advertising: Concept and Copy is the most comprehensive text in its field, combining substantial discussion of both strategy and technique with an emphasis on the craft of writing not found elsewhere. It is truly a writer's copywriting text.

Upper Saddle River, N.J. : Creative Howmower,

The Fall of Advertising and the Rise of PR

A Global History of Advertising

How to Crack the Advertising Career Code

Advertising: Concept and Copy (Third Edition)

Advertising for People Who Don't Like Advertising

The World Is Flat [Further Updated and Expanded: Release 3.0]

A real-world introduction to advertising design and art direction, updated and revised for today's industry The newly revised Fourth Edition of Advertising by Design: Generating and Designing Creative Ideas Across Media delivers an invigorating and cutting-edge take on concept generation, art direction, design, and media channels for advertising. The book offers principles, theories, step-by-step instructions, and advice from esteemed experts to guide you through the fundamentals of advertising design and the creative process. With a fresh focus on building a coherent brand campaign through storytelling across all media channels, Advertising by Design shows you how to conceive ideas based on strategy, build brands with compelling advertising, and encourage social media participation. You'll also get insights from guest essays and interviews with world-leading creatives in the advertising industry. The book is filled with practical case studies that show real-world applications. You'll also benefit from coverage of A quick start guide to advertising A thorough introduction to what advertising is, including its purpose, categories, forms, media channels, social media listening, and its creators Creative thinking strategies and how to generate ideas based on creative briefs Utilizing brand archetypes and creating unique branded content Composition by design, including the parts of an ad, the relationship between images and copy, basic design principles, and points of view How to build a brand narrative in the digital age Copywriting how-to's for art directors and designers Experiential advertising An examination of digital design, including subsections on the basics of mobile and desktop website design, motion, digital branding, and social media design Perfect for students and instructors of advertising design, art direction, graphic design, communication design, and copywriting, Advertising by Design also will earn a place in the libraries of business owners, executives, managers, and employees whose work requires them to understand and execute on branding initiatives, advertising campaigns, and other customer-facing content.

This new edition of Friedman's landmark book explains the flattening of the world better than ever- and takes a new measure of the effects of this change on each of us.

Bestselling authors and world-renowned marketing strategists Al and Laura Ries usher in the new era of public relations. Today's major brands are born with publicity, not advertising. A closer look at the history of the most successful modern brands shows this to be true. In fact, an astonishing number of brands, including Palm, Starbucks, the Body Shop, Wal-Mart, Red Bull and Zara have been built with virtually no advertising. Using in-depth case histories of successful PR campaigns coupled with those of unsuccessful advertising campaigns, The Fall of Advertising provides valuable ideas for marketers -- all the while demonstrating why advertising lacks credibility, the crucial ingredient in brand building, and how only PR can supply that credibility; the big bang approach advocated by advertising people should be abandoned in favor of a slow build-up by PR; advertising should only be used to maintain brands once they have been established through publicity. Bold and accessible, The Fall of Advertising is bound to turn the world of marketing upside down.

Business Models for Transforming Customer Relationships What if there were a way to turn occasional, sporadic transactions with customers into long-term, continuous relationships--while simultaneously driving dramatic improvements in operational efficiency? What if you could break your existing trade-offs between superior customer experience and low cost? This is the promise of a connected strategy. New forms of connectivity--involving frequent, low-friction, customized interactions--mean that companies can now anticipate customer needs as they arise, or even before. Simultaneously, enabled by these technologies, companies can create new business models that deliver more value to customers. Connected strategies are win-win: Customers get a dramatically improved experience, while companies boost operational efficiency. In this book, strategy and operations experts Nicolaï Siggelkow and Christian Terwiesch reveal the emergence of connected strategies as a new source of competitive advantage. With in-depth examples from companies operating in industries such as healthcare, financial services, mobility, retail, entertainment, nonprofit, and education, Connected Strategy identifies the four pathways--respond-to-desire, curated offering, coach behavior, and automatic execution--for turning episodic interactions into continuous relationships. The authors show how each pathway creates a competitive advantage, then guide you through the critical decisions for creating and implementing your own connected strategies. Whether you're trying to revitalize strategy in an established company or disrupt an industry as a startup, this book will help you: Reshape your connections with your customers Find new ways to connect with existing suppliers while also activating new sources of capacity Create the right revenue model Make the best technology choices to support your strategy Integrate rich examples, how-to advice, and practical tools in the form of "workshop chapters" throughout, this book is the ultimate resource for creating competitive advantage through connected relationships with your customers and redefined connections in your industry.

Introduction to Business

How to Create the World's Best Print for Brands in the 21st Century

The Hidden Forces that Shape Behavior

Copybook

Connected Strategy

Building Continuous Customer Relationships for Competitive Advantage

Radically alter the impact of your advertising by changing your mindset Beyond Advertising offers concrete advice for actions to take and mindsets to adopt that will radically alter the impact of advertising—both for advertising professionals and target audiences. An ambitious book with insight from over 200 leading executives, innovators, and academics, this text paints a picture of what the future of advertising may look like by 2020. Most importantly, it provides concrete guidance regarding the changes you can make to your approach in order to thrive in an evolving industry, and explains what you can do differently now to create effective advertising across all consumer touchpoints. Advertising relies upon the engagement of target audience members to be successful, and achieving this engagement is becoming both easier and more difficult as communication channels change to keep up with the latest technology. Retaining a dynamic, flexible approach to advertising—and understanding where to make changes to your methods—is the only way to stay relevant in such a quickly moving industry. Visualize the evolution of the advertising industry, and understand how it may change in the coming decade Avoid the mistake of failing to change your approach to advertising as the industry evolves Identify the concrete actions you can take right now to improve your results Discover the RAVES method of advertising Beyond Advertising is a forward-thinking text that every advertising professional needs to read.

Advertising is a fantastic industry, but actually getting a job (or even your foot in the door) can seem next to impossible. Whether you're a student or a young professional loaded with questions, this one-of-a-kind guide shows you how to land a job and how to thrive once you're in and the pressure is on. Authors Nancy Vonk and Janet Kestin are seasoned creative directors and longtime creative partners. In Pick Me, these industry leaders answer your toughest ad career questions, like: Is advertising right for me? How do I build a killer portfolio? How do I get an interview with the elusive creative director? Should I accept an unpaid internship? How do I find the right partner? How do I avoid burnout? Plus, fourteen industry superstars share their insights and explain how they broke into the business. You'll hear from Bob Barrie, Rick Boyko, David Droga, Mark Fenske, Neil French, Sally Hogshhead, Mike Hughes, Shane Hutton, Brian Millar, Tom Monahan, Chuck Porter, Bob Scarpelli, Chris Staples, and Lorraine Tao. Forget the clichés this is advertising as it really is. If you're hell-bent on making it, this informative guide will put you on track for a career in one of the most exciting businesses on the planet.

Create breakthrough marketing campaigns by harnessing the power of R.E.D. Marketing: a transparent and flexible methodology straight from marketing powerhouse Yum! Brands. Sidestep the marketing books, courses, and even TED talks that offer hypothetical explanations that sound sensible and embrace the proven, systematic approach of R.E.D. Marketing, which the recent CEO and current CMO of Yum! Brands applied to lead Taco Bell and KFC to double digit growth. This book, filled with simple frameworks and engaging stories, will help everyone in your company understand what really works for driving sustainable brand growth and business success. In 2011, Greg Creed had just been elevated from President to CEO of Taco Bell, a brand in deep distress at the time. It was on his shoulders to turn things around quickly along with co-author and CMO, Ken Muench. Together, they developed the R.E.D (Relevance, Ease, Distinctiveness) method. It's simple methodology does not require complicated terms and a PhD to understand, it's actually quite simple—marketing works in three very different ways: Relevance—Is it relevant to the marketplace? Ease—Is it easy to access and use? Distinction—Does it stand out from competition? By combining actual examples from Yum! and other recognizable brands of every size around the world with the latest findings in marketing, neuroscience, and behavioral economics, and the author's own experience marketing three different brands across 120 countries, your brand can set and achieve a truly breakthrough marketing campaign utilizing R.E.D Marketing.

The Advertising Concept Book: Think Now, Design Later (Third)Thames & Hudson

Aland

Touched by the Gods

Cutting Edge Advertising

Public Opinion

Creative Advertising

Confessions of an Advertising Man

The #1 New York Times bestselling WORLDWIDE phenomenon Winner of the Goodreads Choice Award for Fiction | A Good Morning America Book Club Pick | Independent (London) Ten Best Books of the Year "A feel-good book guaranteed to lift your spirits."--The Washington Post The dazzling reader-favorite about the choices that go into a life well lived, from the acclaimed author of How To Stop Time and The Comfort Book. Somewhere out beyond the edge of the universe there is a library that contains an infinite number of books, each one the story of another reality. One tells the story of your life as it is, along with another book for the other life you could have lived if you had made a different choice at any point in your life. While we all wonder how our lives might have been, what if you had the chance to go to the library and see for yourself? Would any of these other lives truly be better? In The Midnight Library, Matt Haig's enchanting blockbuster novel, Nora Seed finds herself faced with this decision. Faced with the possibility of changing her life for a new one, following a different career, undoing old breakups, realizing her dreams of becoming a glaciologist; she must search within herself as she travels through the Midnight Library to decide what is truly fulfilling in life, and what makes it worth living in the first place.

Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this course and beyond.

Praised as the "essential," "award-winning advertising career classic," here is the industry standard that all aspiring creatives turn to for brutally honest--and often dull--career advice, now fully updated to reflect what most impresses today's top firms. This is the unequivocal go-to source for anyone looking to break into the business. Originally published under the title The Copy Workshop. Contributors include: David Baldwin, Tom Cuniff, Greg DiNoto, Jim Durfee, Doreen Dvorin, Heidi Ehlers, Jeffrey Epstein, George Felton, Jack Foster, Cliff Freeman, Roz Goldfarb, Jeff Goodyb, Dean Hachen, Charles Hall, Jhames Holley, Lee Kovel, Leora Mechanic, Deborah Morrison, Jim Mountjoy, James Paterson, Robin Raj, Amy Krouse Rosenthal, Helen Klein Ross, Ron Seichrist, Susan Spiegel Solovay, Helayne Spivak, Luke Sullivan, Eric Weber. From the Introduction: Although media are changing at the speed of light, the basics of advertising, speculative ads, and the job-getting process haven't changed. The information in this spanning-new revision concerns first-year issues. * In Part I, I define concepts and campaigns for those who have just begun to ask what this portfolio thing is all about. And there are new questions and answers that I hope will help those about to graduate, those who are about to enter or have already entered the tougher-than-ever entry-level job competition. . . . * Part II addresses all aspects of getting a job, from resumes, cover letters, and business cards to interview etiquette and follow-up. * As I've done since the first edition of this book, I've invited creative heads of some of the top agencies around, headhunters, creative managers, and junior creative people to write essays and supplement the text of this book with their comments, their stories, and examples from their portfolios. The contributions of these generous people are of enormous value and make up Part III, "A Little Help from Some Friends."

A copybook in an unknown hand, including essays by Francis Bacon, Thomas Betterton, etc.

The Advertising Concept Book

Breaking Into Advertising and Staying There

Ogilvy on Advertising

Model Rules of Professional Conduct

The Three Ingredients of Leading Brands

Strategy, Copy, and Design

Here is a systematically presented course on everything anyone needs to know about advertising, from how to write copy and choose a typeface, to how agencies work and the different strategies used for print, TV or cinema and other media, including interactive. Exercises throughout help the reader judge their own work and that of others. By getting to the heart of the creative process in a way that other guides dont. The Advertising Concept Book can help anyone produce better advertising.

Now thoroughly revised and updated, this systematically presented coursebook tells you everything you need to know about advertising, from how to write copy and choose a typeface, to how agencies work and the different strategies used for print, TV or cinema and other media, including interactive. Exercises throughout help the reader judge their own work and that of others. By getting to the heart of the creative process in a way that other guides dont, the book can help anyone produce better advertising. This new edition features a thoroughly revised and updated chapter on the interactive advertising, with new exercises and some thirty new illustrations. 'Invaluable' Creative Review 'Enormously encouraging, practical and entertaining. If this book could stand in front of a class (of creative students) and talk, I'd be out of a job.' Tony Cullingham, Course Director, The Watford Creative Advertising Course, West Herts College

Discusses how to condition the mind to become "idea-prone" and presents a five-step procedure for solving problems and getting ideas

The Model Rules of Professional Conduct provides an up-to-date resource for information on legal ethics. Federal, state and local courts in all jurisdictions look to the Rules for guidance in solving lawyer malpractice cases, disciplinary actions, disqualification issues, sanctions questions and much more. In this volume, black-letter Rules of Professional Conduct are followed by numbered Comments that explain each Rule's purpose and provide suggestions for its practical application. The Rules will help you identify proper conduct in a variety of given situations, review those instances where discretionary action is possible, and define the nature of the relationship between you and your clients, colleagues and the courts.

Leeclowbeard

A Brief History of the Twenty-first Century

The Classic Guide to Creating Great Ads

The Advertising Concept Book: Think Now, Design Later (Third)

Brand Thinking and Other Noble Pursuits

The Midnight Library

100 Ways to Create a Great Ad is an accessible introduction to creative advertising techniques. Featuring 100 spreads detailing concepts such as the "Reveal" and the "Mash-up", it presents the key methods of devising print, television, radio, direct, and online ideas. The process of creating an ad can be divided into three steps: planning; concept creation; crafting. This book provides a straightforward guide to concept creation, including methods that are applicable across media and offering wide-ranging examples from international campaigns. Aimed at agency creatives, planners, and account handlers, as well as graphic designers, marketing professionals, and students, 100 Ways to Create a Great Ad has wide-ranging appeal.

Advertising Creative is the first "postdigital" creative strategy and copywriting textbook in which digital technology is woven throughout every chapter. The book gets right to the point of advertising by stressing key principles and practical information students and working professionals can use to communicate effectively in this postdigital age. Drawing on personal experience as award-winning experts in creative advertising, Tom Alstiel and Jean Grow offer readers insights on cutting-edge topics, including global, social media, business-to-business, in-house, and small agency advertising. In this Fourth Edition, Alstiel and Grow take a deeper dive into the exploration of digital technology and its implications for the industry, as they expose the pervasive changes experienced across the global advertising landscape. Their most important revelation of all is the identification of the three qualities that will define the future leaders of this industry: Be a risk taker. Understand technology. Live for ideas.

Publisher description

You love advertising, so much so that you're thinking about starting a career in it. But aside from creative directors who think up the ideas for ads, who does what at an ad agency? Idea Industry: How to Crack the Advertising Career Codes is the first book that breaks it all down and explains what everyone does, which job might be the right fit for you and how you can get that job. We cover the major areas in six straightforward chapters--creative, production, account management, account planning, media and digital media. Through interviews with people working at the best agencies and first person accounts, this book explains what you can expect and what you'll need to know before you even start looking for that dream job. With four-color photos throughout, Idea Industry promises to be the best career guide for anyone interested in the advertising industry.

Launch! Advertising and Promotion in Real Time

How to Put Your Book Together and Get a Job in Advertising

Why Things Catch On

Think Now, Design Later : a Complete Guide to Creative Ideas, Strategies and Campaigns

Beyond Advertising

How to Get Ideas

In what is widely considered the most influential book ever written by Walter Lippmann, the late journalist and social critic provides a fundamental treatise on the nature of human information and communication. The work is divided into eight parts, covering such varied issues as stereotypes, image making, and organized intelligence. The study begins with an analysis of "the world outside and the pictures in our heads", a leitmotif that starts with issues of censorship and privacy, speed, words, and clarity, and ends with a careful survey of the modern newspaper. Lippmann's conclusions are as meaningful in a world of television and computers as in the earlier period when newspapers were dominant. Public Opinion is of enduring significance for communications scholars, historians, sociologists, and political scientists. Copyright © Libri GmbH. All rights reserved.

The classic guide to creative ideas, strategies, and campaigns in advertising, now in a revised and updated third edition In creative advertising, no amount of glossy presentation will improve a bad idea. That's why this book is dedicated to the first and most important lesson: concept. Structured to provide both a complete course on advertising and a quick reference on specific industry topics, it covers every aspect of the business, from how to write copy and learn the creative process to how agencies work and the different strategies used for all types of media. This edition has been updated to include expanded chapters on interactive advertising and integrative advertising, a new chapter on branded social media, and fifty specially drawn new roughs of key campaigns. Pete Barry outlines simple but fundamental rules about how to "push" an ad to turn it into something exceptional, while exercises throughout help readers assess their own work and that of others. Fifty years' worth of international, award-winning ad campaigns—in the form of over 450 "roughs" specially produced by the author, fifty of which are new to this edition—also reinforce the book's core lesson: that a great idea will last forever.

In 1995, the D&AD published a book on the intricate art of writing for advertising. Now, D&AD and TASCHEN join forces to bring you this updated and redesigned edition with essays by 53 leading professionals from across the world. This book isn't just indispensable for marketing writers, but for anyone who needs to win people over online, on...

This is a book by a company that dislikes advertising as much as anyone. Nevertheless, it makes adverts. It has worked with global brands to produce fashion collections and promoted a town with a mass wedding. It creates advertising with more human, truthful communications. The company's name is KesselsKramer. This book describes how to make something you like out of something you don't. As well as drawing on its own experiences, KesselsKramer listens and learns from those who doubt the advertising industry. Stefan Sagmeister explains how quitting work makes you better at working; Hans Aarsman discusses authenticity in image-making; and Alex Bogusky looks at ways to help capitalism grow up. Advertising for People Who Don't Like Advertising is partly a creative handbook and partly an attempt to make the world a very slightly better place. It's intended for anyone who has ever hated a web banner or zapped an ad break.

Idea Industry

Advertising Concept Book

Contagious

Creating Value Through All Customer Touchpoints

Pick Me

Ideas and Techniques from the World's Best Campaigns

Lee Clow has become an icon within the advertising industry and one of its most visible spokesmen. Clow is the mastermind behind Apple's advertising, famous for coining the tag 'ThinkDifferent'. Leeclowbeard is the first collection that dispenses his wisdom to the world. This social media experiment is as shocking and captivating as Lee himself. For it is no mere collection of quotes - it was written by Lee's iconic beard in the form of tweets. Leeclowbeard is a timely and timeless collection of brilliant and inspirational thoughts.

Explores the subtle, secret influences that affect the decisions we make—from what we buy, to the careers we choose, to what we eat.

A candid and indispensable primer on all aspects of advertising from the man Time has called "the most sought after wizard in the business." Told with brutal candor and prodigal generosity, David Ogilvy reveals:
• How to get a job in advertising
• How to choose an agency for your product
• The secrets behind advertising that works
• How to write successful copy—and get people to read it
• Eighteen miracles of research
• What advertising can do for charities And much, much more.

A former advertising designer at Ogilvy London counsels advertising professionals on how to make a successful ad by focusing on its basic messages rather than your special effects, in a guide that covers such topics as copywriting, media strategies, and the qualities of the industry's most successful campaigns. Original.

D&AD, the Copy Book

A Novel

R.E.D. Marketing

Advertising by Design

100 Ways to Create a Great Ad

The gods had chosen the Domudar to rule the world, and had chosen Malledd to be their champion among the Domudar. They had not asked Malledd whether he wanted the job.Now a wizard has raised an army of the undead to overthrow the Domudar Empire, and the world awaits the divine champion who is to save them -- but will Malledd come?And if he does, can he be the savior the Domdar expect, or has the gods' favor turned elsewhere?

Time to create ideas - The Kickstart catalogue - Wit on humor in the copy - Creative techniques - Visualization - Interviews and resources

One of the advertising world's all-time greats--the first woman president of an advertising agency and the first woman CEO of a company on the New York Stock Exchange--tells her riveting story. 36 photos.

Now revised and updated, this classic book is still the definitive step-by-step guide to creating cutting edge print ads. It covers everything from how advertising works, how brand-building methodologies are changing, how to get an idea, and how copy and art should be crafted. It demystifies the advertising creative process, with page after page of practical, inspiring and often controversial advice from such masters as David Abbott, Bob Barrie, Tim Delaney, David Droga, Neil French, Marcello Serp, and dozens more. Over 200 print ads and case histories reveal the creative processes at work in world-famous agencies in the US, UK, Asia and Australia. This new edition also includes an exclusive section featuring winning ads from the World Press Awards. No other book takes you on such a journey through the minds of advertising's creative leaders.

Advertising Creative

Hey, Whipple, Squeeze This

A Big Life In Advertising

Invisible Influence

Generating and Designing Creative Ideas Across Media

Janis

Confessions of an Advertising Man is the distillation of all the successful Ogilvy concepts, tactics and techniques that made this book an international bestseller. Regarded as the father of modern advertising, David Ogilvy created some of the most memorable advertising campaigns that set the standard for others to follow. Anyone aspiring to be a good manager in any kind of business should read this.

There are a lot of great advertising books, but none that get down in the dirt with you quite like this one. Thomas Kemeny made a career at some of the best ad agencies in America. In this book he shows how he got in, how he's stayed in, and how you can do it too. He breaks apart how to write fun, smart, and effective copy-everything from headlines to scripts to experiential activations-giving readers a lesson on a language we all thought we already knew. This book is not a retrospective from some ad legend. It's a book that should be instantly useful for people starting out. A guide for the first few years at a place you'd actually want to work. Traditionally, advertising books have been written by people with established careers, big offices and letters like VP in their titles. They have stories from the old days when people could start in the mailroom. They are talented. That's been done. Who wants another book filled with seasoned wisdom? This is a book written by somebody still getting his bearings. Someone who has made an extraordinary number of errors in a still short career. Someone who has managed to hang onto his job despite these shortcomings.