

The Machine A Radical Approach To The Design Of The Sales Function

Eventually, you will certainly discover a further experience and realization by spending more cash. nevertheless when? accomplish you say you will that you require to get those every needs later than having significantly cash? Why dont you try to get something basic in the beginning? Thats something that will lead you to understand even more almost the globe, experience, some places, in the same way as history, amusement, and a lot more?

It is your utterly own mature to feint reviewing habit. among guides you could enjoy now is **The Machine A Radical Approach To The Design Of The Sales Function** below.

Radical Technologies - Adam Greenfield 2017-06-13

A field manual to the technologies that are transforming our lives Everywhere we turn, a startling new device promises to transfigure our lives. But at what cost? In this urgent and revelatory excavation of our Information Age, leading technology thinker Adam Greenfield forces us to reconsider our relationship with the networked objects, services and spaces that define us. It is time to re-evaluate the Silicon Valley consensus determining the future. We already depend on the smartphone to navigate every aspect of our existence. We're told that innovations—from augmented-reality interfaces and virtual assistants to autonomous delivery drones and self-driving cars—will make life easier, more convenient and more productive. 3D printing promises unprecedented control over the form and distribution of matter, while the blockchain stands to revolutionize everything from the recording and exchange of value to the way we organize the mundane realities of the day to day. And, all the while, fiendishly complex algorithms are operating quietly in the background, reshaping the economy, transforming the fundamental terms of our politics and even redefining what it means to be human. Having successfully colonized everyday life,

these radical technologies are now conditioning the choices available to us in the years to come. How do they work? What challenges do they present to us, as individuals and societies? Who benefits from their adoption? In answering these questions, Greenfield's timely guide clarifies the scale and nature of the crisis we now confront —and offers ways to reclaim our stake in the future.

The Argonauts - Maggie Nelson 2015-05-05

An intrepid voyage out to the frontiers of the latest thinking about love, language, and family Maggie Nelson's *The Argonauts* is a genre-bending memoir, a work of "autotheory" offering fresh, fierce, and timely thinking about desire, identity, and the limitations and possibilities of love and language. It binds an account of Nelson's relationship with her partner and a journey to and through a pregnancy to a rigorous exploration of sexuality, gender, and "family." An insistence on radical individual freedom and the value of caretaking becomes the rallying cry for this thoughtful, unabashed, uncompromising book.

The Day after Tomorrow - Peter Hinssen 2017-06-21

For today's organizations, our exponentially changing world has come with great consequences. In this book, Peter Hinssen tells the story of

the pioneers who managed to adapt to those changes and who moved beyond today and even tomorrow in their approach of innovation. In doing so, they were able to change the course of entire industries. Peter's book focuses on the business models of these pioneers, on the organizational culture, the talent, the mindset and the technology we should tap into in order to maximize our chances for survival in the 'Day After Tomorrow'. It will shift your perspective on your future, on the future of your company and even that of your grandchildren.

Utopia for Realists - Rutger Bregman 2017-03-14

Universal basic income. A 15-hour workweek. Open borders. Does it sound too good to be true? One of Europe's leading young thinkers shows how we can build an ideal world today. "A more politically radical Malcolm Gladwell." --New York Times After working all day at jobs we often dislike, we buy things we don't need. Rutger Bregman, a Dutch historian, reminds us it needn't be this way—and in some places it isn't. Rutger Bregman's TED Talk about universal basic income seemed impossibly radical when he delivered it in 2014. A quarter of a million views later, the subject of that video is being seriously considered by leading economists and government leaders the world over. It's just one of the many utopian ideas that Bregman proves is possible today. *Utopia for Realists* is one of those rare books that takes you by surprise and challenges what you think can happen. From a Canadian city that once completely eradicated poverty, to Richard Nixon's near implementation of a basic income for millions of Americans, Bregman takes us on a journey through history, and beyond the traditional left-right divides, as he champions ideas whose time have come. Every progressive milestone of civilization—from the end of slavery to the beginning of democracy—was once considered a utopian fantasy. Bregman's book, both challenging and bracing, demonstrates that new utopian ideas, like the elimination of poverty and the creation of the fifteen-hour workweek, can become a reality in our lifetime. Being unrealistic and unreasonable can in fact make the impossible inevitable, and it is the only way to build the ideal world.

The Imagination Machine - Martin Reeves 2021-06-08

A guide for mining the imagination to find powerful new ways to succeed. We need imagination now more than ever—to find new opportunities, rethink our businesses, and discover paths to growth. Yet too many companies have lost their ability to imagine. What is this mysterious capacity? How does imagination work? And how can organizations keep it alive and harness it in a systematic way? The *Imagination Machine* answers these questions and more. Drawing on the experience and insights of CEOs across several industries, as well as lessons from neuroscience, computer science, psychology, and philosophy, Martin Reeves of Boston Consulting Group's Henderson Institute and Jack Fuller, an expert in neuroscience, provide a fascinating look into the mechanics of imagination and lay out a process for creating ideas and bringing them to life: *The Seduction*: How to open yourself up to surprises *The Idea*: How to generate new ideas *The Collision*: How to rethink your idea based on real-world feedback *The Epidemic*: How to spread an evolving idea to others *The New Ordinary*: How to turn your novel idea into an accepted reality *The Encore*: How to repeat the process—again and again. Imagination is one of the least understood but most crucial ingredients of success. It's what makes the difference between an incremental change and the kinds of pivots and paradigm shifts that are essential to transformation—especially during a crisis. *The Imagination Machine* is the guide you need to demystify and operationalize this powerful human capacity, to inject new life into your company, and to head into unknown territory with the right tools at your disposal.

Beyond Great - Arindam Bhattacharya 2020-10-06

Great is no longer good enough. *Beyond Great* delivers a powerful new playbook of 9 core strategies to thrive in a post-COVID world where all the rules of the game are being re-written. *Beyond Great* answers to two fundamental questions which face business leaders today in a world shaped by daunting and disruptive technological, economic, and social change. First, what is outstanding performance in this new volatile era? Second, how do we build competitive advantage in a world with new and often uncertain rules? Supported by years of research and hands-on

consulting practice, this book presents a comprehensive framework for building a high performing, resilient, adaptive, and socially responsible global company. The book begins by taking an incisive look at these disruptive forces transforming globalization, including economic nationalism; the boom in data flows and digital commerce; the rise of China; heightened public concerns about capitalism and the environment; and the emergence of borderless communities of digitally connected consumers. Distilled from the study of hundreds of companies and interviews with dozens of business leaders, the authors have distilled nine core strategies - the new winning playbook of the 21st century. Beyond Great argues that business leaders today must lead with a new kind of openness, flexibility and light-footedness, constantly layering in new strategies and operational norms atop existing ones to allow for "always-on" transformation. Leaders must master a whole new set of rules about what it takes to be "global," becoming shapeshifters adept at handling contradiction, multiplicity, and nuance. This book will show them how.

Radical Markets - Eric A. Posner 2019-10-08

Revolutionary ideas on how to use markets to achieve fairness and prosperity for all Many blame today's economic inequality, stagnation, and political instability on the free market. The solution is to rein in the market, right? Radical Markets turns this thinking on its head. With a new foreword by Ethereum creator Vitalik Buterin and virtual reality pioneer Jaron Lanier as well as a new afterword by Eric Posner and Glen Weyl, this provocative book reveals bold new ways to organize markets for the good of everyone. It shows how the emancipatory force of genuinely open, free, and competitive markets can reawaken the dormant nineteenth-century spirit of liberal reform and lead to greater equality, prosperity, and cooperation. Only by radically expanding the scope of markets can we reduce inequality, restore robust economic growth, and resolve political conflicts. But to do that, we must replace our most sacred institutions with truly free and open competition—Radical Markets shows how.

CEO Excellence - Carolyn Dewar 2022-03-15

"Based on extensive interviews with today's . . . corporate leaders, this look at how the best CEOs do their jobs focuses on the mindsets and actions that foster an environment of excellence"--

Underminers - Keith Farnish 2013-09-10

A user's guide for dismantling modern civilization.

Extinction - Ashley Dawson 2016-08-01

Some thousands of years ago, the world was home to an immense variety of large mammals. From woolly mammoths and saber-toothed tigers to giant ground sloths and armadillos the size of automobiles, these spectacular creatures roamed freely. Then human beings arrived. Devouring their way down the food chain as they spread across the planet, they began a process of voracious extinction that has continued to the present. Headlines today are made by the existential threat confronting remaining large animals such as rhinos and pandas. But the devastation summoned by humans extends to humbler realms of creatures including beetles, bats and butterflies. Researchers generally agree that the current extinction rate is nothing short of catastrophic. Currently the earth is losing about a hundred species every day. This relentless extinction, Ashley Dawson contends in a primer that combines vast scope with elegant precision, is the product of a global attack on the commons, the great trove of air, water, plants and creatures, as well as collectively created cultural forms such as language, that have been regarded traditionally as the inheritance of humanity as a whole. This attack has its genesis in the need for capital to expand relentlessly into all spheres of life. Extinction, Dawson argues, cannot be understood in isolation from a critique of our economic system. To achieve this we need to transgress the boundaries between science, environmentalism and radical politics. Extinction: A Radical History performs this task with both brio and brilliance.

People Get Ready! - Christine Berry 2019-05-01

Jeremy Corbyn's Labour stands on the brink of power, promising a fundamental re-ordering of British politics. But what, in practice, will this entail? How can a radical government stand up to an establishment that is hostile to any significant redistribution of wealth and power? People

Get Ready! dives into the nitty gritty of what's needed to bring about transformative change. Unlike a decade ago, the left's problem is no longer a shortage of big ideas. Inside and outside the Labour Party, an agenda for new forms of public and community ownership is taking shape. Today the biggest danger facing the left is lack of preparedness—the absence of strategies that can make these ideas a reality. People Get Ready! draws on previous attempts at radical change, from the election of Labour at the end of the Second World War and the progressive early days of Mitterrand's presidency in France, to Tony Benn's battles with Harold Wilson and Margaret Thatcher's icy insistence that there was no alternative to free markets. These stories highlight the importance of knowing your allies and, even more, your enemies, of being ready to deal with sabotage and resistance from the highest levels, of being bold enough to transform the structures of government, and of having a mass movement that can both support the leadership and hold it to its radical programme when the going gets tough. Remarkably, democratic socialism in Britain is closer to government than in any other European country. The responsibilities this brings for those supporting the Corbyn project are as great as the opportunities it presents. But there isn't much time to get ready ...

[Mission Economy](#) - Mariana Mazzucato 2021-03-23

Longlisted for the 2021 Porchlight Business Book Awards, Big Ideas & New Perspectives "She offers something both broad and scarce: a compelling new story about how to create a desirable future."—New York Times An award-winning author and leading international economist delivers a hard-hitting and much needed critique of modern capitalism in which she argues that, to solve the massive crises facing us, we must be innovative—we must use collaborative, mission-oriented thinking while also bringing a stakeholder view of public private partnerships which means not only taking risks together but also sharing the rewards. Capitalism is in crisis. The rich have gotten richer—the 1 percent, those with more than \$1 million, own 44 percent of the world's wealth—while climate change is transforming—and in some cases wiping out—life on the planet. We are plagued by crises threatening our lives,

and this situation is unsustainable. But how do we fix these problems decades in the making? Mission Economy looks at the grand challenges facing us in a radically new way. Global warming, pollution, dementia, obesity, gun violence, mobility—these environmental, health, and social dilemmas are huge, complex, and have no simple solutions. Mariana Mazzucato argues we need to think bigger and mobilize our resources in a way that is as bold as inspirational as the moon landing—this time to the most 'wicked' social problems of our time.. We can only begin to find answers if we fundamentally restructure capitalism to make it inclusive, sustainable, and driven by innovation that tackles concrete problems from the digital divide, to health pandemics, to our polluted cities. That means changing government tools and culture, creating new markers of corporate governance, and ensuring that corporations, society, and the government coalesce to share a common goal. We did it to go to the moon. We can do it again to fix our problems and improve the lives of every one of us. We simply can no longer afford not to.

[Radical Evolution](#) - Joel Garreau 2006-05-09

Taking us behind the scenes with today's foremost researchers and pioneers, bestselling author Joel Garreau shows that we are at a turning point in history. At this moment we are engineering the next stage of human evolution. Through advances in genetic, robotic, information, and nanotechnologies, we are altering our minds, our memories, our metabolisms, our personalities, our progeny—and perhaps our very souls. Radical Evolution reveals that the powers of our comic-book superheroes already exist, or are in development in hospitals, labs, and research facilities around the country—from the revved-up reflexes and speed of Spider-Man and Superman, to the enhanced mental acuity and memory capabilities of an advanced species. Over the next fifteen years, Garreau makes clear in this New York Times Book Club premiere selection, these enhancements will become part of our everyday lives. Where will they lead us? To heaven—where technology's promise to make us smarter, vanquish illness, and extend our lives is the answer to our prayers? Or, as some argue, to hell—where unrestrained technology brings about the ultimate destruction of our species?

The Machine - Justin Roff-Marsh 2015

"Roff-Marsh shows readers how to follow the intrepid executives on three continents who have implemented his ideas over the last 15 years, building ridiculously efficient sales functions - and market-dominating enterprises - as a consequence. Roff-Marsh calls these executives his silent revolutionaries ... Applying the division of labor to sales might not seem controversial, but this innocent-sounding idea decimates the sales management orthodoxy and replaces it with a strange new world where sales is primarily an inside activity, where salespeople earn fixed salaries and focus their attention exclusively on selling conversations, where regional sales offices become redundant, and where marketing and engineering become seamlessly integrated with sales. The Machine is a field guide for the executive who's prepared to wrestle sales away from autonomous field-based artisans in favor of a tightly synchronized team of specialists."--From publisher description.

The Distributor's Fee Based Services Manifesto - Frank Hurtte
2013-08-05

Wholesale Distributors in the knowledge-based lines of trade (Electrical, Automation, Fluid Power, Power Transmission, Industrial Mill Supplies, Plumbing and Heating and other) face a tough decision. As market forces, demographics, alternative channels and the internet push against their half-century old model of value-added services wrapped into margins, wholesale distributors must change revenue model or perish. This manifesto brilliantly outlines the thoughts of Distribution Expert Frank Hurtte on the need for modifying current strategies.

The Social Organism - Oliver Lockett 2016-11-15

"A must-read for business leaders and anyone who wants to understand all the implications of a social world." -- Bob Iger, Chairman and Chief Executive Officer of The Walt Disney Company From tech visionaries Oliver Lockett and Michael J. Casey, a groundbreaking, must-read theory of social media -- how it works, how it's changing human life, and how we can master it for good and for profit. In barely a decade, social media has positioned itself at the center of twenty-first century life. The combined power of platforms like Facebook, Twitter, Instagram, Snapchat, and

Vine have helped topple dictators and turned anonymous teenagers into celebrities overnight. In the social media age, ideas spread and morph through shared hashtags, photos, and videos, and the most compelling and emotive ones can transform public opinion in mere days and weeks, even attitudes and priorities that had persisted for decades. How did this happen? The scope and pace of these changes have left traditional businesses -- and their old-guard marketing gatekeepers -- bewildered. We simply do not comprehend social media's form, function, and possibilities. It's time we did. In *The Social Organism*, Lockett and Casey offer a revolutionary theory: social networks -- to an astonishing degree--mimic the rules and functions of biological life. In sharing and replicating packets of information known as memes, the world's social media users are facilitating an evolutionary process just like the transfer of genetic information in living things. Memes are the basic building blocks of our culture, our social DNA. To master social media -- and to make online content that impacts the world -- you must start with the Social Organism. With the scope and ambition of *The Second Machine Age* and James Gleick's *The Information*, *The Social Organism* is an indispensable guide for business leaders, marketing professionals, and anyone serious about understanding our digital world -- a guide not just to social media, but to human life today and where it is headed next.

The Origin of Wealth - Eric D. Beinhocker 2006

Beinhocker has written this work in order to introduce a broad audience to what he believes is a revolutionary new paradigm in economics and its implications for our understanding of the creation of wealth. He describes how the growing field of complexity theory allows for evolutionary understanding of wealth creation, in which business designs co-evolve with the evolution of technologies and organizational innovations. In addition to giving his audience a tour of this field of complexity economics, he discusses its implications for real-world issues of business.

The Author Startup - Ray Brehm 2017-04-21

GET THE KINDLE VERSION FREE WHEN YOU BUY THE PAPERBACK (MATCHBOOK) *** #1 Amazon Bestseller in four categories (March and

April 2017) *** How to Launch Your Book like a "Lean" Startup Company You won't find this anywhere else. "What is the fastest way I can get my book done?" I pondered the question a minute. There is all this extravagant education out there on writing a book, filled with hundreds of things to do. But the truth is, you do 20% of the work for 80% of the result (The Pareto Principle). How does one accomplish this? By streamlining all the tasks down to the minimum requirements, and focusing on those. The Author Startup is a process to create a minimum viable product for your book. It is used to get your book out there and build momentum for you. In The Author Startup, you will: Learn the Boogie Board Approach for publishing Use concepts similar to The Lean Startup for your book Learn the exact tools I used to create and publish a book in 26 days Find out how to defeat the "Imposter Syndrome" Receive a complete Action Plan that will change your approach and attitude for publishing your book The book contains links to an entire action plan, including video demos. Don't wait to start your book, learn the quickest way to get it published now!

The Singularity Is Near - Ray Kurzweil 2005-09-22

"Startling in scope and bravado." —Janet Maslin, The New York Times "Artfully envisions a breathtakingly better world." —Los Angeles Times "Elaborate, smart and persuasive." —The Boston Globe "A pleasure to read." —The Wall Street Journal One of CBS News's Best Fall Books of 2005 • Among St Louis Post-Dispatch's Best Nonfiction Books of 2005 • One of Amazon.com's Best Science Books of 2005 A radical and optimistic view of the future course of human development from the bestselling author of How to Create a Mind and The Singularity is Nearer who Bill Gates calls "the best person I know at predicting the future of artificial intelligence" For over three decades, Ray Kurzweil has been one of the most respected and provocative advocates of the role of technology in our future. In his classic The Age of Spiritual Machines, he argued that computers would soon rival the full range of human intelligence at its best. Now he examines the next step in this inexorable evolutionary process: the union of human and machine, in which the knowledge and skills embedded in our brains will be combined with the

vastly greater capacity, speed, and knowledge-sharing ability of our creations.

Principles - Ray Dalio 2018-08-07

#1 New York Times Bestseller "Significant...The book is both instructive and surprisingly moving." —The New York Times Ray Dalio, one of the world's most successful investors and entrepreneurs, shares the unconventional principles that he's developed, refined, and used over the past forty years to create unique results in both life and business—and which any person or organization can adopt to help achieve their goals. In 1975, Ray Dalio founded an investment firm, Bridgewater Associates, out of his two-bedroom apartment in New York City. Forty years later, Bridgewater has made more money for its clients than any other hedge fund in history and grown into the fifth most important private company in the United States, according to Fortune magazine. Dalio himself has been named to Time magazine's list of the 100 most influential people in the world. Along the way, Dalio discovered a set of unique principles that have led to Bridgewater's exceptionally effective culture, which he describes as "an idea meritocracy that strives to achieve meaningful work and meaningful relationships through radical transparency." It is these principles, and not anything special about Dalio—who grew up an ordinary kid in a middle-class Long Island neighborhood—that he believes are the reason behind his success. In Principles, Dalio shares what he's learned over the course of his remarkable career. He argues that life, management, economics, and investing can all be systemized into rules and understood like machines. The book's hundreds of practical lessons, which are built around his cornerstones of "radical truth" and "radical transparency," include Dalio laying out the most effective ways for individuals and organizations to make decisions, approach challenges, and build strong teams. He also describes the innovative tools the firm uses to bring an idea meritocracy to life, such as creating "baseball cards" for all employees that distill their strengths and weaknesses, and employing computerized decision-making systems to make believability-weighted decisions. While the book brims with novel ideas for organizations and institutions, Principles also offers a clear,

straightforward approach to decision-making that Dalio believes anyone can apply, no matter what they're seeking to achieve. Here, from a man who has been called both "the Steve Jobs of investing" and "the philosopher king of the financial universe" (CIO magazine), is a rare opportunity to gain proven advice unlike anything you'll find in the conventional business press.

Radical Embodied Cognitive Science - Anthony Chemero 2011-08-19

A proposal for a new way to do cognitive science argues that cognition should be described in terms of agent-environment dynamics rather than computation and representation. While philosophers of mind have been arguing over the status of mental representations in cognitive science, cognitive scientists have been quietly engaged in studying perception, action, and cognition without explaining them in terms of mental representation. In this book, Anthony Chemero describes this nonrepresentational approach (which he terms radical embodied cognitive science), puts it in historical and conceptual context, and applies it to traditional problems in the philosophy of mind. Radical embodied cognitive science is a direct descendant of the American naturalist psychology of William James and John Dewey, and follows them in viewing perception and cognition to be understandable only in terms of action in the environment. Chemero argues that cognition should be described in terms of agent-environment dynamics rather than in terms of computation and representation. After outlining this orientation to cognition, Chemero proposes a methodology: dynamical systems theory, which would explain things dynamically and without reference to representation. He also advances a background theory: Gibsonian ecological psychology, "shored up" and clarified. Chemero then looks at some traditional philosophical problems (reductionism, epistemological skepticism, metaphysical realism, consciousness) through the lens of radical embodied cognitive science and concludes that the comparative ease with which it resolves these problems, combined with its empirical promise, makes this approach to cognitive science a rewarding one. "Jerry Fodor is my favorite philosopher," Chemero writes in his preface, adding, "I think that Jerry Fodor is wrong

about nearly everything." With this book, Chemero explains nonrepresentational, dynamical, ecological cognitive science as clearly and as rigorously as Jerry Fodor explained computational cognitive science in his classic work *The Language of Thought*.

They Called Us Enemy - Expanded Edition - George Takei 2020-08-26

The New York Times bestselling graphic memoir from actor/author/activist George Takei returns in a deluxe edition with 16 pages of bonus material! Experience the forces that shaped an American icon -- and America itself -- in this gripping tale of courage, country, loyalty, and love. George Takei has captured hearts and minds worldwide with his magnetic performances, sharp wit, and outspoken commitment to equal rights. But long before he braved new frontiers in STAR TREK, he woke up as a four-year-old boy to find his own birth country at war with his father's -- and their entire family forced from their home into an uncertain future. In 1942, at the order of President Franklin D. Roosevelt, every person of Japanese descent on the west coast was rounded up and shipped to one of ten "relocation centers," hundreds or thousands of miles from home, where they would be held for years under armed guard. *THEY CALLED US ENEMY* is Takei's firsthand account of those years behind barbed wire, the terrors and small joys of childhood in the shadow of legalized racism, his mother's hard choices, his father's tested faith in democracy, and the way those experiences planted the seeds for his astonishing future. What does it mean to be American? Who gets to decide? George Takei joins cowriters Justin Eisinger & Steven Scott and artist Harmony Becker for the journey of a lifetime.

Everything for Everyone - Nathan Schneider 2018-09-11

The origins of the next radical economy is rooted in a tradition that has empowered people for centuries and is now making a comeback. A new feudalism is on the rise. While monopolistic corporations feed their spoils to the rich, more and more of us are expected to live gig to gig. But, as Nathan Schneider shows, an alternative to the robber-baron economy is hiding in plain sight; we just need to know where to look. Cooperatives are jointly owned, democratically controlled enterprises that advance the economic, social, and cultural interests of their members. They often

emerge during moments of crisis not unlike our own, putting people in charge of the workplaces, credit unions, grocery stores, healthcare, and utilities they depend on. *Everything for Everyone* chronicles this revolution—from taxi cooperatives keeping Uber at bay, to an outspoken mayor transforming his city in the Deep South, to a fugitive building a fairer version of Bitcoin, to the rural electric co-op members who are propelling an aging system into the future. As these pioneers show, co-ops are helping us rediscover our capacity for creative, powerful, and fair democracy.

The Life and Death of the Radical Historical Jesus - David Burns
2013-01-03

In this cultural and intellectual history, David Burns contends that the influence of biblical criticism in America was more widespread than has been thought. Burns proves this point by uncovering the hidden history of the radical historical Jesus, a construct created and sustained by freethinkers, feminists, socialists, and anarchists during the Gilded Age and Progressive Era. The result of this exploration is a new narrative revealing that Cyrenus Ward, Caroline Bartlett, George Herron, Bouck White, and other radical religionists had an impact on the history of religion in America rivaling that of recognized religious intellectuals such as Shailer Mathews, Charles Briggs, Francis Peabody, and Walter Rauschenbusch. The methods utilized by radical religionists were different from those employed by elite liberal divines, however, and part of a larger struggle over the relationship between religion and civilization. There were numerous reasons for this conflict, but Burns argues that the primary cause was that key radical religionists used Ernest Renan's *The Life of Jesus* to create an imaginative brand of biblical criticism that struck a balance between the demands of reason and the doctrines of religion. And this measured approach allowed Robert Ingersoll, Elizabeth Cady Stanton, Eugene Debs, and other secular-minded thinkers who sought to purge Christianity of its supernatural dimensions to still find something wonderful in the religious imagination and make common cause with an ancient peasant from Galilee. This provocative blend of reason and religion produced a vibrant

countercultural movement that spanned communities, classes, and creeds and makes *The Life and Death of the Radical Historical Jesus* a book that deserves a wide readership in an era when public intellectuals and politicians on both the left and right draw rigid lines between the secular and the sacred.

Radically Human - Paul Daugherty 2022-04-26

Technology advances are making tech more . . . human. This changes everything you thought you knew about innovation and strategy. In their groundbreaking book, *Human + Machine*, Accenture technology leaders Paul R. Daugherty and H. James Wilson showed how leading organizations use the power of human-machine collaboration to transform their processes and their bottom lines. Now, as new AI powered technologies like the metaverse, natural language processing, and digital twins begin to rapidly impact both life and work, those companies and other pioneers across industries are tipping the balance even more strikingly toward the human side with technology-led strategy that is reshaping the very nature of innovation. In *Radically Human*, Daugherty and Wilson show this profound shift, fast-forwarded by the pandemic, toward more human—and more humane—technology. Artificial intelligence is becoming less artificial and more intelligent. Instead of data-hungry approaches to AI, innovators are pursuing data-efficient approaches that enable machines to learn as humans do. Instead of replacing workers with machines, they're unleashing human expertise to create human-centered AI. In place of lumbering legacy IT systems, they're building cloud-first IT architectures able to continuously adapt to a world of billions of connected devices. And they're pursuing strategies that will take their place alongside classic, winning business formulas like disruptive innovation. These against-the-grain approaches to the basic building blocks of business—Intelligence, Data, Expertise, Architecture, and Strategy (IDEAS)—are transforming competition. Industrial giants and startups alike are drawing on this radically human IDEAS framework to create new business models, optimize post-pandemic approaches to work and talent, rebuild trust with their stakeholders, and show the way toward a sustainable future. With

compelling insights and fresh examples from a variety of industries, *Radically Human* will forever change the way you think about, practice, and win with innovation.

The Machine - 2017

Modern Art - Pam Meecham 2013-11-26

Revised and restructured, this second edition of *Modern Art* traces the historical and contemporary contexts for understanding modern art movements, and the theories that influenced and attempted to explain them. Its radical approach foregoes the chronological approach to art movements in favour of looking at the ways in which art has been understood. The editors investigate the main developments in art interpretation and draw examples from a wide range of genres including painting, sculpture, photography, installation and performance art. This second edition has been fully updated to include many more examples of recent art practice, as well as an expanded glossary and comprehensive marginal notes providing definitions of key terms. Extensively illustrated with a wide range of visual examples, *Modern Art* is the essential textbook for students of art history.

Radical Abundance - K. Eric Drexler 2013-05-07

K. Eric Drexler is the founding father of nanotechnology—the science of engineering on a molecular level. In *Radical Abundance*, he shows how rapid scientific progress is about to change our world. Thanks to atomically precise manufacturing, we will soon have the power to produce radically more of what people want, and at a lower cost. The result will shake the very foundations of our economy and environment. Already, scientists have constructed prototypes for circuit boards built of millions of precisely arranged atoms. The advent of this kind of atomic precision promises to change the way we make things—cleanly, inexpensively, and on a global scale. It allows us to imagine a world where solar arrays cost no more than cardboard and aluminum foil, and laptops cost about the same. A provocative tour of cutting edge science and its implications by the field's founder and master, *Radical Abundance* offers a mind-expanding vision of a world hurtling toward an unexpected

future.

Dark Money - Jane Mayer 2017-01-24

NATIONAL BESTSELLER ONE OF THE NEW YORK TIMES 10 BEST BOOKS OF THE YEAR Who are the immensely wealthy right-wing ideologues shaping the fate of America today? From the bestselling author of *The Dark Side*, an electrifying work of investigative journalism that uncovers the agenda of this powerful group. In her new preface, Jane Mayer discusses the results of the most recent election and Donald Trump's victory, and how, despite much discussion to the contrary, this was a huge victory for the billionaires who have been pouring money in the American political system. Why is America living in an age of profound and widening economic inequality? Why have even modest attempts to address climate change been defeated again and again? Why do hedge-fund billionaires pay a far lower tax rate than middle-class workers? In a riveting and indelible feat of reporting, Jane Mayer illuminates the history of an elite cadre of plutocrats—headed by the Kochs, the Scaifes, the Olins, and the Bradleys—who have bankrolled a systematic plan to fundamentally alter the American political system. Mayer traces a byzantine trail of billions of dollars spent by the network, revealing a staggering conglomeration of think tanks, academic institutions, media groups, courthouses, and government allies that have fallen under their sphere of influence. Drawing from hundreds of exclusive interviews, as well as extensive scrutiny of public records, private papers, and court proceedings, Mayer provides vivid portraits of the secretive figures behind the new American oligarchy and a searing look at the carefully concealed agendas steering the nation. *Dark Money* is an essential book for anyone who cares about the future of American democracy. National Book Critics Circle Award Finalist LA Times Book Prize Finalist PEN/Jean Stein Book Award Finalist Shortlisted for the Lukas Prize

Demand the Impossible! - Bill Ayers 2016-09-19

The insurgent activist and educator shares a vital rally cry for today's movement-makers in “a manifesto that should be read by everyone” (Angela Y. Davis). In an era defined by mass incarceration, endless war,

economic crisis, catastrophic environmental destruction, and a political system offering more of the same, radical social transformation has never been more urgent—or seemed more remote. Demand the Impossible! urges us to imagine a world beyond what this rotten system would have us believe is possible. In critiquing the world around us, Bill Ayers uncovers cracks in that system. He raising the horizons for radical change and envisions new strategies for building the movement we need to make a better world for everyone.

The Discrete Charm of the Machine - Ken Steiglitz 2021-11-23

The genesis of the digital idea and why it transformed civilization A few short decades ago, we were informed by the smooth signals of analog television and radio; we communicated using our analog telephones; and we even computed with analog computers. Today our world is digital, built with zeros and ones. Why did this revolution occur? The Discrete Charm of the Machine explains, in an engaging and accessible manner, the varied physical and logical reasons behind this radical transformation. The spark of individual genius shines through this story of innovation: the stored program of Jacquard's loom; Charles Babbage's logical branching; Alan Turing's brilliant abstraction of the discrete machine; Harry Nyquist's foundation for digital signal processing; Claude Shannon's breakthrough insights into the meaning of information and bandwidth; and Richard Feynman's prescient proposals for nanotechnology and quantum computing. Ken Steiglitz follows the progression of these ideas in the building of our digital world, from the internet and artificial intelligence to the edge of the unknown. Are questions like the famous traveling salesman problem truly beyond the reach of ordinary digital computers? Can quantum computers transcend these barriers? Does a mysterious magical power reside in the analog mechanisms of the brain? Steiglitz concludes by confronting the moral and aesthetic questions raised by the development of artificial intelligence and autonomous robots. The Discrete Charm of the Machine examines why our information technology, the lifeblood of our civilization, became digital, and challenges us to think about where its future trajectory may lead.

The Second Media Age - Mark Poster 2018-03-08

This book examines the implications of new communication technologies in the light of the most recent work in social and cultural theory and argues that new developments in electronic media, such as the Internet and Virtual Reality, justify the designation of a "second media age".

Hacked - Kevin F. Steinmetz 2016-11-29

Inside the life of a hacker and cybercrime culture. Public discourse, from pop culture to political rhetoric, portrays hackers as deceptive, digital villains. But what do we actually know about them? In *Hacked*, Kevin F. Steinmetz explores what it means to be a hacker and the nuances of hacker culture. Through extensive interviews with hackers, observations of hacker communities, and analyses of hacker cultural products, Steinmetz demystifies the figure of the hacker and situates the practice of hacking within the larger political and economic structures of capitalism, crime, and control. This captivating book challenges many of the common narratives of hackers, suggesting that not all forms of hacking are criminal and, contrary to popular opinion, the broader hacker community actually plays a vital role in our information economy. *Hacked* thus explores how governments, corporations, and other institutions attempt to manage hacker culture through the creation of ideologies and laws that protect powerful economic interests. Not content to simply critique the situation, Steinmetz ends his work by providing actionable policy recommendations that aim to redirect the focus from the individual to corporations, governments, and broader social issues. A compelling study, *Hacked* helps us understand not just the figure of the hacker, but also digital crime and social control in our high-tech society.

Machine Habitus - Massimo Airoidi 2021-12-13

We commonly think of society as made of and by humans, but with the proliferation of machine learning and AI technologies, this is clearly no longer the case. Billions of automated systems tacitly contribute to the social construction of reality by drawing algorithmic distinctions between the visible and the invisible, the relevant and the irrelevant, the likely and the unlikely - on and beyond platforms. Drawing on the work of

Pierre Bourdieu, this book develops an original sociology of algorithms as social agents, actively participating in social life. Through a wide range of examples, Massimo Airoidi shows how society shapes algorithmic code, and how this culture in the code guides the practical behaviour of the code in the culture, shaping society in turn. The 'machine habitus' is the generative mechanism at work throughout myriads of feedback loops linking humans with artificial social agents, in the context of digital infrastructures and pre-digital social structures. Machine Habitus will be of great interest to students and scholars in sociology, media and cultural studies, science and technology studies and information technology, and to anyone interested in the growing role of algorithms and AI in our social and cultural life.

The Triumph of Injustice: How the Rich Dodge Taxes and How to Make Them Pay - Emmanuel Saez 2019-10-15

America's runaway inequality has an engine: our unjust tax system. Even as they became fabulously wealthy, the ultra-rich have had their taxes collapse to levels last seen in the 1920s. Meanwhile, working-class Americans have been asked to pay more. The Triumph of Injustice presents a forensic investigation into this dramatic transformation, written by two economists who revolutionized the study of inequality. Eschewing anecdotes and case studies, Emmanuel Saez and Gabriel Zucman offer a comprehensive view of America's tax system, based on new statistics covering all taxes paid at all levels of government. Their conclusion? For the first time in more than a century, billionaires now pay lower tax rates than their secretaries. Blending history and cutting-edge economic analysis, and writing in lively and jargon-free prose, Saez and Zucman dissect the deliberate choices (and sins of indecision) that have brought us to today: the gradual exemption of capital owners; the surge of a new tax avoidance industry, and the spiral of tax competition among nations. With clarity and concision, they explain how America turned away from the most progressive tax system in history to embrace policies that only serve to compound the wealth of a few. But The Triumph of Injustice is much more than a laser-sharp analysis of one of the great political and intellectual failures of our time. Saez and Zucman

propose a visionary, democratic, and practical reinvention of taxes, outlining reforms that can allow tax justice to triumph in today's globalized world and democracy to prevail over concentrated wealth. A pioneering companion website allows anyone to evaluate proposals made by the authors, and to develop their own alternative tax reform at taxjusticenow.org.

Revolutionary Mathematics - Justin Joque 2022-01-18

Traces the revolution in statistics that gave rise to artificial intelligence and predictive algorithms refiguring contemporary capitalism. Our finances, politics, media, opportunities, information, shopping and knowledge production are mediated through algorithms and their statistical approaches to knowledge; increasingly, these methods form the organizational backbone of contemporary capitalism. Revolutionary Mathematics traces the revolution in statistics and probability that has quietly underwritten the explosion of machine learning, big data and predictive algorithms that now decide many aspects of our lives. Exploring shifts in the philosophical understanding of probability in the late twentieth century, Joque shows how this was not merely a technical change but a wholesale philosophical transformation in the production of knowledge and the extraction of value. This book provides a new and unique perspective on the dangers of allowing artificial intelligence and big data to manage society. It is essential reading for those who want to understand the underlying ideological and philosophical changes that have fueled the rise of algorithms and convinced so many to blindly trust their outputs, reshaping our current political and economic situation.

Can Life Prevail? - Pentti Linkola 2009

With the train of civilisation hurtling at ever-increasing speed towards self-destruction, the most pressing question facing humanity in the 21st century is that of the preservation of life. Can Life Prevail?, the latest book by Finnish environmentalist Pentti Linkola, provides a radical yet firmly grounded perspective on the ecological problems threatening both the biosphere and human culture. With essays covering topics as diverse as animal rights, extinction, deforestation, terrorism and overpopulation, Can Life Prevail? for the first time makes the lucid, challenging writing

of Linkola available to an English-speaking public. "By decimating its woodlands, Finland has created the grounds for prosperity. We can now thank prosperity for bringing us - among other things - two million cars, millions of glaring, grey-black electronic entertainment boxes, and many unnecessary buildings to cover the green earth. Wealth and surplus money have led to financial gambling and rampant social injustice, whereby 'the common people' end up contributing to the construction of golf courses, classy hotels, and holiday resorts, while fattening Swiss bank accounts. Besides, the people of wealthy countries are the most frustrated, unemployed, unhappy, suicidal, sedentary, worthless and aimless people in history. What a miserable exchange." Kaarlo Pentti Linkola was born in Helsinki in 1932. Having spent most of his life working as a professional fisherman, he now continues to lead a materially simple existence in the countryside. A renowned figure in Finland, since the 1960s Linkola has published numerous books on environmentalism. Today, he is among the foremost exponents of the philosophy of deep ecology.

The Hype Machine - Sinan Aral 2020-09-15

A landmark insider's tour of how social media affects our decision-making and shapes our world in ways both useful and dangerous, with critical insights into the social media trends of the 2020 election and beyond "The book might be described as prophetic. . . . At least two of Aral's three predictions have come to fruition."—New York NAMED ONE OF THE BEST BOOKS OF THE YEAR BY WIRED • LONGLISTED FOR THE PORCHLIGHT BUSINESS BOOK AWARD Social media connected the world—and gave rise to fake news and increasing polarization. It is paramount, MIT professor Sinan Aral says, that we recognize the outsize effect social media has on us—on our politics, our economy, and even our personal health—in order to steer today's social technology toward its great promise while avoiding the ways it can pull us apart. Drawing on decades of his own research and business experience, Aral goes under the hood of the most powerful social networks to tackle the critical question of just how much social media actually shapes our choices, for better or worse. He shows how the tech behind social media offers the

same set of behavior influencing levers to everyone who hopes to change the way we think and act—from Russian hackers to brand marketers—which is why its consequences affect everything from elections to business, dating to health. Along the way, he covers a wide array of topics, including how network effects fuel Twitter's and Facebook's massive growth, the neuroscience of how social media affects our brains, the real consequences of fake news, the power of social ratings, and the impact of social media on our kids. In mapping out strategies for being more thoughtful consumers of social media, *The Hype Machine* offers the definitive guide to understanding and harnessing for good the technology that has redefined our world overnight.

God of the Machine - Isabel Paterson 2017-07-05

The God of the Machine presents an original theory of history and a bold defense of individualism as the source of moral and political progress. When it was published in 1943, Isabel Paterson's work provided fresh intellectual support for the endangered American belief in individual rights, limited government, and economic freedom. The crisis of today's collectivized nations would not have surprised Paterson; in *The God of the Machine*, she had explored the reasons for collectivism's failure. Her book placed her in the vanguard of the free-enterprise movement now sweeping the world. Paterson sees the individual creative mind as the dynamo of history, and respect for the individual's God-given rights as the precondition for the enormous release of energy that produced the modern world. She sees capitalist institutions as the machinery through which human energy works, and government as a device properly used merely to cut off power to activities that threaten personal liberty. Paterson applies her general theory to particular issues in contemporary life, such as education, social welfare, and the causes of economic distress. She severely criticizes all but minimal application of government, including governmental interventions that most people have long taken for granted. *The God of the Machine* offers a challenging perspective on the continuing, worldwide debate about the nature of freedom, the uses of power, and the prospects of human

betterment. Stephen Cox's substantial introduction to *The God of the Machine* is a comprehensive and enlightening account of Paterson's colorful life and work. He describes *The God of the Machine* as "not just theory, but rhapsody, satire, diatribe, poetic narrative." Paterson's work continues to be relevant because "it exposes the moral and practical failures of collectivism, failures that are now almost universally acknowledged but are still far from universally understood."

Radical Wholeness - Philip Shepherd 2017-11-21

There are qualities we all yearn to experience in our lives—peace, simplicity, grace, connection, clarity. Yet these qualities evade us because each of them arises from an experience of wholeness, and we

live in a culture that enforces divisions within each of us. In *Radical Wholeness*, Philip Shepherd shows the countless ways in which we are persuaded to separate from the body and live in the head. Disconnected from the body's intelligence, we also disconnect from the wholeness of the present. This schism within us is the primary source of stress not just in our personal lives, but for the systems of the planet. Drawing from neuroscience, anthropology, physics, the arts, myth, personal stories and his experiences helping people around the world to experience wholeness, Philip Shepherd illuminates what true wholeness means and offers practices designed to help readers soften into the intelligence of the body. *Radical Wholeness* is a call to action: to recover wholeness and experience a new way of being.