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People Are Media - Silvio Meazza 2018-07-25

Communication is among human beings' primary needs. In addition to eating, sleeping, and having children, man has always looked for a way to pass on to his peers his thoughts, feelings, and fears. Digital technology has been disruptive even in this field. Nowadays, everybody can communicate with whomever they want, wherever they wish, for free and instantly. Thanks to social networks we can reach potentially unlimited audiences. E-commerce, chats, selfies, Instagram, Facebook, Snapchat, Youtube: the contemporary world is made of digital communications and virtual, uninterrupted connections. People surf it from their PCs for 6 hours a day and from their smartphones for 2 hours a day. We are talking about a huge human capital which needs to be regulated, but also a potentially limitless market where to make business by interpreting big data and using the most refined and efficient storytelling techniques. That is because we live in a time when our needs and requirements are stored in the cache memory of our PCs, the only place where we can never lie.

The Distracted Mind - Adam Gazzaley 2017-10-27

A "brilliant and practical" study of why our brains aren't built for media multitasking—and how we can learn to live with technology in a more balanced way (Jack Kornfield, author of *The Wise Heart*) Most of us will freely admit that we are obsessed with our devices. We pride ourselves on our ability to multitask—read work email, reply to a text, check Facebook, watch a video clip. Talk on the phone, send a text, drive a car. Enjoy family dinner with a glowing smartphone next to our plates. We can do it all, 24/7! Never mind the errors in the email, the near-miss on the road, and the unheard conversation at the table. In *The Distracted Mind*, Adam Gazzaley and Larry Rosen—a neuroscientist and a psychologist—explain why our brains aren't built for multitasking, and suggest better ways to live in a high-tech world without giving up our modern technology. The authors explain that our brains are limited in their ability to pay attention. We don't really multitask but rather switch rapidly between tasks. Distractions and interruptions, often technology-related—referred to by the authors as "interference"—collide with our goal-setting abilities. We want to finish this paper/spreadsheet/sentence, but our phone signals an incoming message and we drop everything. Even without an alert, we decide that we "must" check in on social media immediately. Gazzaley and Rosen offer practical strategies, backed by science, to fight distraction. We can change our brains with meditation, video games, and physical exercise; we can change our behavior by planning our accessibility and recognizing our anxiety about being out of touch even briefly. They don't suggest that we give up our devices, but that we use them in a more balanced way.

Fish! - Stephen C. Lundin 2001-08-22

Man, His Nature and Place in the World - Arnold Gehlen 1988

Ht Enjoy Life Job - Dale Carnegie 1980-06-03

Blood Brotherhoods - John Dickie 2014-04-22

MAFIA. CAMORRA. 'NDRANGHETA. The Sicilian mafia, known as Cosa Nostra, is far from being Italy's only dangerous criminal fraternity. The country hosts two other major mafias: the camorra from Naples; and, from the poor and isolated region of Calabria, the mysterious 'ndrangheta, which has now risen to become the most powerful mob group active today. Since they emerged, the mafias have all corrupted Italy's institutions, drastically curtailed the life-chances of its citizens, evaded justice, and set up their own self-interested meddling as an alternative to the courts. Yet each of these brotherhoods has its own methods, its own dark rituals, its own style of ferocity. Each is uniquely

adapted to corrupt and exploit its own specific environment, as it collaborates with, learns from, and goes to war with the other mafias. Today, the shadow of organized crime hangs over a country racked by debt, political paralysis, and widespread corruption. The 'ndrangheta controls much of Europe's wholesale cocaine trade and, by some estimates, 3 percent of Italy's total GDP. *Blood Brotherhoods* traces the origins of this national malaise back to Italy's roots as a united country in the nineteenth century, and shows how political violence incubated underworld sects among the lemon groves of Palermo, the fetid slums of Naples, and the harsh mountain villages of Calabria. *Blood Brotherhoods* is a book of breathtaking ambition, tracing for the first time the interlocking story of all three mafias from their origins to the present day. John Dickie is recognized in Italy as one of the foremost historians of organized crime. In these pages, he blends archival detective work, passionate narrative, and shrewd analysis to bring a unique criminal ecosystem—and the three terrifying criminal brotherhoods that have evolved within it—to life on the page.

Pon tu talento en acción - Elena Arnaiz Ecker 2021-10-04

He visto delante de mí a grandes profesionales que manifestaban la incertidumbre que les provocaba no saber cuál era su talento, agotados de caminar sin rumbo y con la sensación de que sus oportunidades profesionales más valiosas pasaban ante ellos porque «los demás» no lograban verlos. En esos primeros encuentros, los imaginaba sintiéndose invisibles, en un callejón frío y oscuro, acumulando (sin ser totalmente conscientes) experiencias vitales, conocimientos, miedos, habilidades y proezas, pero sin ningún tipo de orden, colocándolos en un lugar poco visible; lo llamé la trastienda. Acompañarlos en su camino de desarrollo con el uso de esta metáfora les permitió entender que para lograr llegar a la tienda (ese lugar en el que, al fin, alcanzar sus resultados y el sitio perfecto en el que comunicar y visibilizar lo que pueden hacer por los demás), no era sino cuestión de un contundente trabajo personal. Identificar y clasificar el talento en el almacén y, sobre todo, dar el gran salto de transformarlo en valor para los demás en el taller, se convertían en las piezas clave de sus estrategias para alcanzar el éxito. Y justo esto quiero para ti. Ya está bien de sentirte invisible. Deja de poner tus sueños en manos de los demás y centra tu energía en construir tu espacio de desarrollo profesional con método, estrategia y creatividad. ¿Empezamos a poner orden? Te estamos esperando. Brilla sin miedo.

How to Be Like Walt - Pat Williams 2010-01-01

How to Be Like is a "character biography" series: biographies that also draw out important lessons from the life of their subjects. In this new book—by far the most exhaustive in the series—Pat Williams tackles one of the most influential people in recent history. While many recent biographies of Walt Disney have reveled in the negative, this book takes an honest but positive look at the man behind the myth. For the first time, the book pulls together all the various strands of Disney's life into one straightforward, easy-to-read tale of imagination, perseverance, and optimism. Far from a preachy or oppressive tome, this book scrapes away the minutiae to capture the true magic of a brilliant maverick. Key Features This is for the millions of Disney fans—those who admire his artistry or his business savvy or the products of his namesake company. The tone and style of the book will capture the imagination of younger readers, especially teens, in the same way as *How to Be Like Mike*. Support within the Disney world includes the daughter and grandson of Walt Disney; nephew and former vice chairman Roy Disney; and numerous Disney insiders who are already spreading the word.

Elon Musk: A Mission to Save the World - Anna Crowley Redding 2019-07-02

A riveting and beautifully designed YA biography that shows how a once-bullied school boy became an iconic visionary who the New York Times

described as "arguably the most important and successful entrepreneur in the world." Elon Musk is the visionary behind SpaceX and CEO of the electric car company Tesla. He is working on unique and daring improvements to both public transit and solar energy. And then, there's his highly-publicized plans for colonizing Mars... But behind the mind-blowing headlines and legendary drive is the story of a bullied and beaten school boy, who through creativity and determination decided to rewrite his story and find his own way to make the world a better place. And to do so with a sense of fun and style. From hosting raves to pay for college to re-writing the rules on space travel, Elon Musk has always gone his own way. And now, award-winning investigative journalist, Anna Crowley Redding takes readers on a well-researched trip through Elon's life and accomplishments.

Tutti bravi genitori (con gli adolescenti degli altri) - Mirko Pagani 2021-08-19

In questo libro tre pedagogisti esperti di adolescenza proveranno a spiegarti perché e come utilizzare la tecnologia, i social, i videogame, cosa vuol dire essere amico o essere amica di qualcuno, il vero significato dell'andare e dello stare a scuola. Ti racconteranno l'amore e il sesso per questa generazione e quali sono le possibilità per il loro futuro. Cercheranno di farlo provando a darti dei consigli pratici per migliorare la qualità del vostro tempo insieme. Ti aiuteranno a porti tante domande con la sincera speranza che dopo questo viaggio potrai far parte di quei genitori che vivono l'adolescenza del proprio figlio come un'opportunità.

How Long is Now? - New Scientist 2016-11-22

How long is 'now'? The short answer is 'somewhere between 2 and 3 seconds'. The long answer involves an incredible journey through neuroscience, our subconscious and the time-bending power of meditation. Living in the present may never feel the same. Ready for some more? Okay. Why isn't Pluto a planet? Why are dogs' noses wet? Why do hens cluck more loudly after laying an egg? What happens when one black hole swallows another? Do our fingerprints change as we get older? How young can you die of old age? And what is at the very edge of the Universe? Life is full of mind-bending questions. And, as books like *What If?* and *Why Don't Penguins' Feet Freeze?* have shown, the route to find each answer can take us on the weirdest and most wonderful journeys. *How Long is Now?* is a fascinating new collection of questions you never thought to ask, along with answers that will change the way you see everything.

Sylvester Stallone - Rocco Raimondi 2020-10-04

Sylvester Stallone teaches us with his films to overcome any limit and obstacle, to face any enemy and any difficulty. He teaches us to start from scratch, to fight and to continue to live. Never give up.

A Fine Dark Line - Joe R. Lansdale 2011-07-28

During a sweltering East Texas summer, 13-year-old Stanley Mitchel Jr. begins a journey of awakening. His family runs the town's drive-in movie theater, where Stanley spends his time helping out, reading ten-cent comics, playing with his dog Nub and generally living a boy's life, circa 1958. When Stanley discovers a cache of old love-letters and starts to unravel a local mystery, however, he finds himself confronting secrets of ghosts, women, sex, race and his own courage. As he tells it, "I felt as if something living inside of me had been stolen, taken away and mistreated, then returned without all of its legs." Ultimately, it's a story about taking a clear-eyed look behind the veil and acknowledging the truth of things, without succumbing to them.

Soccer Anatomy - Donald T. Kirkendall 2011-08-26

Take an inside look at the world's most popular sport. *Soccer Anatomy* will show you how to elevate your game by increasing strength, speed, and agility for more accurate passes and powerful shots. *Soccer Anatomy* includes 79 exercises, each with step-by-step descriptions and full-color anatomical illustrations highlighting muscles in action. *Soccer Anatomy* goes beyond exercises by placing you on the pitch and in the game. Illustrations of the active muscles involved in kicking, heading, tackling, and diving show you how each exercise is fundamentally linked to soccer performance. From attacking to defending to goalkeeping, *Soccer Anatomy* will improve every aspect of your game. You'll learn how to modify exercises to target specific areas based on your style of play, personal needs, and goals. And you can prepare for competition by minimizing injuries using a system developed by FIFA's medical research program. Combining authoritative advice, expert instruction, and stunning four-color illustrations, *Soccer Anatomy* is truly an inside look at this one-of-a-kind sport. Whether you're a player, coach, or fan, if you're serious about soccer, this is one book you need to own.

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Marco Montemagno 2017

[Emotional Intelligence](#) - Daniel Goleman 1996-09-12

Daniel Goleman offers a vital new curriculum for life that can change the future for us and for our children

[Stuff Matters](#) - Mark Miodownik 2014

A world-leading materials scientist presents an engrossing collection of stories that explain the science and history of materials, from the plastic in our appliances to the elastic in our underpants, revealing the miracles of engineering that seep into our everyday lives. 25,000 first printing.

[The Small Pleasures of Life](#) - Philippe Delerm 2018-04-05

An enchanting celebration of life's small pleasures, this little book captures the French imagination and art of living a good life. Each chapter features a small pleasure that is both uniquely Gallic and universal. From the smell of apples maturing in a cellar to the gentle whir of a bicycle dynamo at dusk to turning the pages of a newspaper over breakfast, to the joy of a snowstorm inside a paperweight . . . Recounted with a lively, innocent curiosity about the little things that make life worthwhile, this is an unforgettable, absorbing read to be savoured at length by everyone looking to create more peace and joy in their lives.

A Little History of Economics - Niall Kishtainy 2017-03-07

A lively, inviting account of the history of economics, told through events from ancient to modern times and the ideas of great thinkers in the field. What causes poverty? Are economic crises inevitable under capitalism? Is government intervention in an economy a helpful approach or a disastrous idea? The answers to such basic economic questions matter to everyone, yet the unfamiliar jargon and math of economics can seem daunting. This clear, accessible, and even humorous book is ideal for young readers new to economics and for all readers who seek a better understanding of the full sweep of economic history and ideas. Economic historian Niall Kishtainy organizes short, chronological chapters that center on big ideas and events. He recounts the contributions of key thinkers including Adam Smith, David Ricardo, Karl Marx, John Maynard Keynes, and others, while examining topics ranging from the invention of money and the rise of agrarianism to the Great Depression, entrepreneurship, environmental destruction, inequality, and behavioral economics. The result is a uniquely enjoyable volume that succeeds in illuminating the economic ideas and forces that shape our world.

The Hydrogen Revolution - Marco Alverà 2021-11-16

Named a Financial Times Best Book of 2021 An energy expert shows why hydrogen can fight climate change and become the fuel of the future We're constantly told that our planet is in crisis; that to save it, we must stop traveling, stop eating meat, even stop having children. But in *The Hydrogen Revolution*, Marco Alverà argues that we don't need to upend our lives. We just need a new kind of fuel: hydrogen. From transportation and infrastructure to heating and electricity, hydrogen could eliminate fossil fuels, boost economic growth, and encourage global action on climate change. It could also solve the most bedeviling aspects of today's renewable energy—from transporting and storing wind and solar energy and their vulnerability to weather changes to the inefficiency and limited utility of heavy, short-lasting batteries. *The Hydrogen Revolution* isn't just a manifesto for a powerful new technology. It's a hopeful reminder that despite the gloomy headlines about the fate of our planet, there's still an opportunity to turn things around.

The New Leaders - Paolo A. Ruggeri 2015-02-18

«The motivational drive that led me to write my first book, *THE NEW LEADERS*, sprang from the need to understand group dynamics and how to manage groups successfully: improving others and above all helping them to live a better, more fulfilling and proactive life. After all, people's success is measured by the success of those around them.» Paolo Ruggeri This book, written in simple and stimulating language, is the fruit of over ten years of research. It provides an analytical description of the successful solutions adopted by managers and entrepreneurs who have been successful in creating groups of extremely motivated and productive people. The book is divided into three parts. In the first part we analyze a number of factors and causes that lead the manager's effectiveness to decline; in the second part we provide a very detailed analysis of staff motivation; the third and last part analyzes the character and philosophy of the motivational manager and company. It includes case histories of companies that have successfully resolved personnel management problems, providing many practical examples that every manager and entrepreneur can immediately apply in order to improve their staff's productivity.

Excel Workbook - Alberto Clerici 2015-03-04T00:00:00+01:00

Excel is the most popular and widely used productivity software in all business environments, and it is an irreplaceable companion in ordinary work as in the analysis of large amounts of complex data. Nevertheless, the majority of users knows and uses only a very limited number of features, often in an elementary way. This workbook shows in practice the use of a wide variety of formulas, functions and features (like pivot tables, macros or the Solver add-in) that allow to effectively and professionally work with Excel. The workbook starts with the basics and gets progressively to deal with very complex cases. It is a valuable support for college students, professionals and managers who want to learn the basics or to improve the knowledge of Excel up to an advanced level. In the dedicated web area, all the initial and solved files are available to carry out the exercises and check the solutions. Over 40 exercises are commented, to highlight the basic concepts and clarify the most complex ones. The authors are all lecturers for the course of Computer skills for economics at Università Bocconi in Milan: Massimo Ballerini, Alberto Clerici, Chiara Debernardi, Davide Del Corno, Maurizio De Pra, Gianluca Salviotti and Marco Sampietro.

Codice Montemagno ebook - Marco Montemagno 2017-01-01

Questo libro è una raccolta dei più interessanti concetti contenuti nei video e nei workshop di Marco Montenegro, destinati ad aiutare chi è interessato a mettersi in proprio facendo leva sull'online.

Kaizen - Sarah Harvey 2020-01-21

Reach your goals with Kaizen—the Japanese art of gentle self-improvement From Hygge to Ikigai, positive philosophies have taken the world by storm. Now, Kaizen—meaning “good change”—will help you transform your habits, without being too hard on yourself along the way. With Kaizen, even the boldest intention becomes a series of small, achievable steps. Each person’s approach will be different, which is why it’s so effective. First popularized by Toyota, Kaizen is already proven in the worlds of business and sports. Here, Sarah Harvey shows how to apply it to your health, relationships, money, career, hobbies, and home—and how to tailor it to your personality. Kaizen is the key to lasting change

The Art of the Publisher - Roberto Calasso 2015-11-03

An interior look at Roberto Calasso's work as a publisher and his reflections on the art of book publishing In this fascinating memoir, the author and publisher Roberto Calasso meditates on the art of book publishing. Recalling the beginnings of Adelphi in the 1960s, he touches on the Italian house's defining qualities, including the considerations involved in designing the successful Biblioteca series and the strategy for publishing a wide range of authors of high literary quality, as well as the historic critical edition of the works of Nietzsche. With his signature erudition and polemical flair, Calasso transcends Adelphi to look at the publishing industry as a whole, from the essential importance of graphics, jackets, and cover flaps to the consequences of universal digitization. And he outlines what he describes as the "most hazardous and ambitious" profile of what a publishing house can be: a book comprising many books, a form in which "all the books published by a certain publisher could be seen as links in a single chain"—a conception akin to that of other twentieth-century publishers, from Giulio Einaudi to Roger Straus, of whom the book offers brief portraits. An essential book for writers, readers, and editors, *The Art of the Publisher* is a tribute to the elusive yet profoundly relevant art of making books.

You Can Work Your Own Miracles - Napoleon Hill 2011-03-23

Everything you desire is within your reach, if you learn to tap the miraculous power that lies within your own personality. Success belongs to those lucky people who are blessed with successful personalities. With these outstanding human beings, success is a daily miracle, a way of life, a habit. Businesspeople, preachers, doctors, soldiers, artists—people in every walk of life—are learning to achieve their goals, to overcome all obstacles to their success, to live the life they want, through the miraculous power of the successful personality. You can be one of these people. Napoleon Hill, world-famous author, associate of great and successful people from Andrew Carnegie to Franklin D. Roosevelt, lifelong teacher of the open secrets of success, can give you this knowledge and power.

Equality, Freedom, and Democracy - Leonardo Morlino 2020

"In the intellectual life of a scholar, it is not infrequent for a research question to rattle around in the back of the mind for years. Then all of a sudden comes the realisation that the time is ripe to tackle the topic, and that an attempt has to be made at presenting, discussing and empirically analysed it. I will not go into the reasons why I think that this is now the right moment to address the question on the implementation of the two traditional democratic values, and their transformations over recent

years, partly as a consequence of the economic crisis, and its prospective sustainability. Maybe in his *Discorsi Machiavelli* was only right when he recommends going back to values in times of crisis. There are, of course, other objective and subjective reasons, and the former will emerge directly and indirectly in the first chapter"--.

Jugaad Innovation - Navi Radjou 2012-04-10

"Jugaad Innovation is the most comprehensive book yet to appear on the subject [of frugal innovation]." —The Economist A frugal and flexible approach to innovation for the 21st century Innovation is a key directive at companies worldwide. But in these tough times, we can't rely on the old formula that has sustained innovation efforts for decades—expensive R&D projects and highly-structured innovation processes. Jugaad Innovation argues the West must look to places like India, Brazil, and China for a new approach to frugal and flexible innovation. The authors show how in these emerging markets, jugaad (a Hindi word meaning an improvised solution born from ingenuity and cleverness) is leading to dramatic growth and how Western companies can adopt jugaad innovation to succeed in our hypercompetitive world. Outlines the six principles of jugaad innovation: Seek opportunity in adversity, do more with less, think and act flexibly, keep it simple, include the margin, and follow your heart Features twenty case studies on large corporations from around the world—Google, Facebook, 3M, Apple, Best Buy, GE, IBM, Nokia, Procter & Gamble, PepsiCo, Tata Group, and more—that are actively practicing jugaad innovation The authors blog regularly at Harvard Business Review; their work has been profiled in BusinessWeek, MIT Sloan Management Review, The Financial Times, The Economist, and more Filled with previously untold and engaging stories of resourceful jugaad innovators and entrepreneurs in emerging markets and the United States This groundbreaking book shows leaders everywhere why the time is right for jugaad to emerge as a powerful business tool in the West—and how to bring jugaad practices to their organizations.

Politicians Don't Pander - Lawrence R. Jacobs 2000-06-21

In this provocative and engagingly written book, the authors argue that politicians seldom tailor their policy decisions to "pander" to public opinion. In fact, they say that when not facing election, contemporary presidents and members of Congress routinely ignore the public's preferences and follow their own political philosophies. 37 graphs.

Think and Grow Rich - Napoleon Hill 2020-10-12

Ever wondered how life would be if we could condition our minds to Think and Grow Rich? Author Napoleon Hill claims to have based this book on twenty years of rigorous research on the lives of those who had amassed great wealth and made a fortune. Observing their habits, their ways of working and the principles they followed, Hill put together laws and philosophies that can be practiced in everyday life to achieve all-round success. The narrative is rich with stories and anecdotes, which not only inspire, but also show a way forward to take action. After all, riches are not just material, but also pertaining to the mind, body and spirit. Having sold more than fifteen million copies across the world, this book remains the most read self-improvement book of all times!

Histoire Des Ménageries de L'antiquité À Nos Jours - Gustave Antoine Armand Loisel 1912

[Congratulations, You Have Just Met the I.C.F.](#) - Cass Pennant 2003-08-01

Cass Pennant was one of the best-known figures of the I.C.F. He has used his unique position as a West Ham insider to bring together these first-hand accounts of the men who were at the eye of the storm, both on and off the terraces. These tales from the terraces range from the inflamed East End rivalry with Millwall to the shed-end-battles with Chelsea, from aggravation at Anfield's Kop to the disaster at Heysel. The stories unfold against a backdrop of sharp fashion and music, such as The Cockney Rejects and Sham 69, that became the hallmark of the hoolifans.

Napoleon Hill's Positive Action Plan - Napoleon Hill 1997-02-01

More than 50 years after it was first published, "Napoleon Hill's Think and Grow Rich" still inspires thousands of people each year to take charge of their lives and pursue success. Now, from The Napoleon Hill Foundation, comes this collection of 365 daily spurs to better and greater achievement.

Unlimited Power, 1998 - Anthony Robbins 1997-08

For all people in search of the knowledge and courage to remake their lives and achieve their dreams, this inspirational calendar presents 365 daily reminders and suggestions.

[Salvatore](#) - Natasha Knight 2016

Lucia It all started with a contract signed by him, then by me, while our

families watched. While my father sat silent, a man defeated, giving his daughter to the Benedetti monsters. I obeyed. I played my part. I signed my name and gave away my life. I became their living, breathing trophy, a constant symbol of their power over us. That was five years ago. Then came the time for him to claim me. For Salvatore Benedetti to own me. I had vowed vengeance. I had learned hate. And yet, nothing could have prepared me for the man who now ruled my life. I expected a monster, one I would destroy. But nothing is ever black or white. No one is either good or evil. For all his darkness, I saw his light. For all his evil, I saw his good. As much as he made me hate him, a passion hotter than the fires of hell burned inside me. I was his, and he was mine. My very own monster. Salvatore I owned the DeMarco Mafia Princess. She belonged to me now. We had won, and they had lost. And what better way to teach a lesson than to take from them that which is most precious? Most beloved? I was the boy who would be king. Next in line to rule the Benedetti Family. Lucia DeMarco was the spoils of war. Mine to do with as I pleased. It was my duty to break her. To make her life a living hell. My soul was dark, I was hell bound. And there was no way out, not for either of us. Because the Benedetti family never lost, and in our wake, we left destruction. It's how it had always been. How I believed it would always be. Until Lucia.

Purple Cow - Seth Godin 2005-01-27

You're either a Purple Cow or you're not. You're either remarkable or invisible. Make your choice. What do Apple, Starbucks, Dyson and Pret a Manger have in common? How do they achieve spectacular growth, leaving behind former tried-and-true brands to gasp their last? The old checklist of P's used by marketers - Pricing, Promotion, Publicity - aren't working anymore. The golden age of advertising is over. It's time to add a new P - the Purple Cow. Purple Cow describes something phenomenal, something counterintuitive and exciting and flat-out unbelievable. In his new bestseller, Seth Godin urges you to put a Purple Cow into everything you build, and everything you do, to create something truly noticeable. It's a manifesto for anyone who wants to help create products and services that are worth marketing in the first place.

[Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal](#) - Oren Klaff 2011-02-18

Gold Medal Winner--Tops Sales World's Best Sales and Marketing Book "Fast, fun and immensely practical." —JOE SULLIVAN, Founder, Flextronics "Move over Neil Strauss and game theory. Pitch Anything reveals the next big thing in social dynamics: game for business." —JOSH WHITFORD, Founder, Echelon Media "What do supermodels and venture capitalists have in common? They hear hundreds of pitches a year. Pitch Anything makes sure you get the nod (or wink) you deserve." —RALPH CRAM, Investor "Pitch Anything offers a new method that will differentiate you from the rest of the pack." —JASON JONES, Senior Vice President, Jones Lang LaSalle "If you want to pitch a product, raise money, or close a deal, read Pitch Anything and put its principles to work." —STEVEN WALDMAN, Principal and Founder, Spectrum Capital "Pitch Anything opened my eyes to what I had been missing in my presentations and business interactions." —LOUIE UCCIFERRI, President, Regent Capital Group "I use Oren's unique strategies to sell deals, raise money, and handle tough situations." —TAYLOR GARRETT,

Vice President, White Cap "A counter-intuitive method that works." —JAY GOYAL, CEO, SumOpti About the Book: When it comes to delivering a pitch, Oren Klaff has unparalleled credentials. Over the past 13 years, he has used his one-of-a-kind method to raise more than \$400 million—and now, for the first time, he describes his formula to help you deliver a winning pitch in any business situation. Whether you're selling ideas to investors, pitching a client for new business, or even negotiating for a higher salary, Pitch Anything will transform the way you position your ideas. According to Klaff, creating and presenting a great pitch isn't an art—it's a simple science. Applying the latest findings in the field of neuroeconomics, while sharing eye-opening stories of his method in action, Klaff describes how the brain makes decisions and responds to pitches. With this information, you'll remain in complete control of every stage of the pitch process. Pitch Anything introduces the exclusive STRONG method of pitching, which can be put to use immediately: Setting the Frame Telling the Story Revealing the Intrigue Offering the Prize Nailing the Hookpoint Getting a Decision One truly great pitch can improve your career, make you a lot of money—and even change your life. Success is dependent on the method you use, not how hard you try. "Better method, more money," Klaff says. "Much better method, much more money." Klaff is the best in the business because his method is much better than anyone else's. And now it's yours. Apply the tactics and strategies outlined in Pitch Anything to engage and persuade your audience—and you'll have more funding and support than you ever thought possible.

The Buddha, Geoff and Me - Edward Canfor-Dumas 2013-05-03

Ed is having a hard time - at work, in his love life and, well, generally. Then he meets an unlikely Buddhist - who drinks and smokes and talks his kind of language. Bit by bit, things begin to change... Ed doesn't always take Geoff's advice. Or, when he does he lapses at the crucial moment. His path to understanding is not a straight one, especially as life keeps throwing more and more 'stuff' at him. Often he fails - like most of us, in fact. But sometimes he manages to get it right. And when he does, surprising things begin to happen ... In *The Buddha, Geoff and Me* Edward Canfor-Dumas brings all his skills to bear in an absorbing story of everyday city life, where the characters stand out with all their human strengths and weaknesses, and the ending brings Ed - and perhaps all of us? - a hope we didn't necessarily expect. *The Buddha, Geoff and Me* - for anyone who's ever begun to wonder what the whole damn thing is all about ...

Codice Montemagno. Diventa imprenditore di te stesso grazie al digital - Marco Montemagno 2019

Parliamo Italiano! - Suzanne Branciforte 2001-11-12

The Second Edition of *Parliamo italiano!* instills five core language skills by pairing cultural themes with essential grammar points. Students use culture—the geography, traditions, and history of Italy—to understand and master the language. The 60-minute *Parliamo italiano!* video features stunning, on-location footage of various cities and regions throughout Italy according to a story line corresponding to each unit's theme and geographic focus.