

Hiring Greatness How To Recruit Your Dream Team And Crush The Competition

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Turning Goals into Results (Harvard Business Review Classics) - Jim Collins 2017-01-17

Most executives have a big, hairy, audacious goal. But they install layers of stultifying bureaucracy that prevent them from realizing it. In this article, Jim Collins introduces the catalytic mechanism, a simple yet powerful managerial tool that helps turn lofty aspirations into reality. The crucial link between objectives and results, this tool is a galvanizing, nonbureaucratic way to turn one into the other. But the same catalytic mechanism that works in one organization won't necessarily work in another. So, to help readers get started, Collins offers some general principles that support the process of building one effectively. Since 1922, Harvard Business Review has been a leading source of breakthrough ideas in management practice. The Harvard Business Review Classics series now offers you the opportunity to make these seminal pieces a part of your permanent management library. Each highly readable volume contains a groundbreaking idea that continues to shape best practices and inspire countless managers around the world.

All the Light We Cannot See - Anthony Doerr 2017-04-04

A cloth bag containing 20 paperback copies of the title that may also

include a folder with sign out sheets.

Radical Candor: Be a Kick-Ass Boss Without Losing Your Humanity - Kim Scott 2017-03-14

A high-profile business manager describes her development of an optimal management course designed to help business leaders become balanced and effective without resorting to insensitive aggression or overt permissiveness.

Your First Year in Network Marketing - Mark Yarnell 2010-12-08

How to Keep the Dream Alive! Network marketing is one of the fastest-growing career opportunities in the United States. Millions of people just like you have abandoned dead-end jobs for the chance to achieve the dream of growing their own businesses. What many of them find, however, is that the first year in network marketing is often the most challenging—and, for some, the most discouraging. Here, Mark Yarnell and Rene Reid Yarnell, two of the industry's most respected and successful professionals, offer you strategies on how to overcome those first-year obstacles and position yourself for lifelong success. The Yarnells provide you with a wealth of savvy advice on everything you need to know to succeed in network marketing, such as proven systems

for recruiting, training, growing and supporting your downline, and much more. In an easy, step-by-step approach, you will learn how to:

- Deal with rejection
- Recruit and train
- Avoid overmanaging your downline
- Remain focused
- Stay enthusiastic
- Avoid unrealistic expectations
- Conduct those in-home meetings
- Ease out of another profession

You owe it to yourself to read this inspiring book! "This will be the Bible of Network Marketing." — Doug Wead, former special assistant to the president, the Bush Administration

It's All About Who You Hire, How They Lead...and Other Essential Advice from a Self-Made Leader - Morton Mandel 2012-11-08

American business leader, entrepreneur, and noted philanthropist Morton Mandel shares lessons he gleaned from co-founding and leading, along with his brothers Jack and Joe, Premier Industrial Corporation, a major industrial parts and electronic components manufacturer and distributor. Now for readers everywhere who are interested in studying leadership development, *It's All About Who* describes Mandel's approach to finding, recruiting and cultivating "A" players. In his book, Mandel shares his fine-tuned set of practices to develop leaders that have proven to deliver dramatically better results. Containing sixteen core sections, "It's All About Who" covers key strategic topics from "Building a Rich, Deep, and Ethical Culture" to "Killing Yourself for Your Customer" to "Using Business Ideas in the Social Sector." What makes Mandel unique is his selflessness in pursuing a life of purpose. Mandel has lived in two worlds: the world of profit and the world of social impact. Even as chairman and CEO of a New York Stock Exchange company for more than three decades, he spent as much as a third of his time in the social sector. Mandel has personally founded more than a dozen non-profit organizations. His deep-seated passion is evident in the mission of his Foundation: "To invest in people with the values, ability and passion to change the world."

Bullshit Jobs - David Graeber 2019-05-07

From bestselling writer David Graeber—"a master of opening up thought and stimulating debate" (Slate)—a powerful argument against the rise of meaningless, unfulfilling jobs...and their consequences. Does your job

make a meaningful contribution to the world? In the spring of 2013, David Graeber asked this question in a playful, provocative essay titled "On the Phenomenon of Bullshit Jobs." It went viral. After one million online views in seventeen different languages, people all over the world are still debating the answer. There are hordes of people—HR consultants, communication coordinators, telemarketing researchers, corporate lawyers—whose jobs are useless, and, tragically, they know it. These people are caught in bullshit jobs. Graeber explores one of society's most vexing and deeply felt concerns, indicting among other villains a particular strain of finance capitalism that betrays ideals shared by thinkers ranging from Keynes to Lincoln. "Clever and charismatic" (The New Yorker), *Bullshit Jobs* gives individuals, corporations, and societies permission to undergo a shift in values, placing creative and caring work at the center of our culture. This book is for everyone who wants to turn their vocation back into an avocation and "a thought-provoking examination of our working lives" (Financial Times).

Success Is a Choice - Rick Pitino 1998-03-02

MAKE RICK PITINO YOUR PERSONAL COACH AND ACHIEVE MORE THAN YOU EVER THOUGHT POSSIBLE. For Rick Pitino, the first coach to bring teams from three different schools to the Final Four, success isn't about shortcuts. Pitino's secret—and the reason he has become both a great coach and one of the most sought-after motivational speakers in the nation—is his strategy of overachievement. Now, in *Success Is a Choice*, he takes the same proven methods that have earned him and his teams legendary status and gives you a ten-step plan of attack that will help you become a winner at anything you set your mind to:

- Build your self-esteem
- Set demanding goals
- Always be positive
- Establish good habits
- Master the art of communication
- Learn from good role models
- Thrive on pressure
- Be ferociously persistent
- Learn from adversity
- Survive your own success

An inspiring program that is as fun to read as it is practical, *Success Is a Choice* can make the difference between achievement and failure in your own life. "So much more than another Armani suit, Pitino has done a job of psychology and salesmanship that

should serve as a how-to manual for his profession.” -Chicago Sun-Times
“Pitino’s track record is extraordinary . . . his personal style is also winning.” -Time

Rework - Jason Fried 2010-03-09

Rework shows you a better, faster, easier way to succeed in business. Most business books give you the same old advice: Write a business plan, study the competition, seek investors, yadda yadda. If you're looking for a book like that, put this one back on the shelf. Read it and you'll know why plans are actually harmful, why you don't need outside investors, and why you're better off ignoring the competition. The truth is, you need less than you think. You don't need to be a workaholic. You don't need to staff up. You don't need to waste time on paperwork or meetings. You don't even need an office. Those are all just excuses. What you really need to do is stop talking and start working. This book shows you the way. You'll learn how to be more productive, how to get exposure without breaking the bank, and tons more counterintuitive ideas that will inspire and provoke you. With its straightforward language and easy-is-better approach, Rework is the perfect playbook for anyone who’s ever dreamed of doing it on their own. Hardcore entrepreneurs, small-business owners, people stuck in day jobs they hate, victims of "downsizing," and artists who don't want to starve anymore will all find valuable guidance in these pages.

Atomic Habits - James Clear 2018-10-16

The #1 New York Times bestseller. Over 4 million copies sold! Tiny Changes, Remarkable Results No matter your goals, Atomic Habits offers a proven framework for improving--every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results. If you're having trouble changing your habits, the problem isn't you. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems. Here, you'll get a proven system that can take

you to new heights. Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field. Learn how to: make time for new habits (even when life gets crazy); overcome a lack of motivation and willpower; design your environment to make success easier; get back on track when you fall off course; ...and much more. Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits--whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit smoking, lose weight, reduce stress, or achieve any other goal.

Model Tax Convention on Income and on Capital: Condensed Version 2017 - OECD 2017-12-18

This is the tenth edition of the condensed version of the "OECD Model Tax Convention on Income and on Capital". It contains the full text of the "Model Tax Convention on Income and Capital" as it read on 21 November 2017, but without the historical notes and the background reports included...

21 Dog Years - Mike Daisey 2002-06-17

Boy meets dot-com, boy falls for dot-com, boy flees dot-com in horror. So goes one of the most perversely hilarious love stories you will ever read, one that blends tech culture, hero worship, cat litter, Albanian economics, venture capitalism, and free bagels into a surreal cocktail of delusion. In 1998, when Amazon.com went to temp agencies to recruit people, they gave them a simple directive: send us your freaks. Mike Daisey -- slacker, onetime aesthetics major, dilettante -- seemed perfect for the job. His ascension from lowly temp to customer service representative to business development hustler over the course of

twenty-one dog years is the stuff of both dreams and nightmares. With lunatic precision, Daisey describes the lightless cube farms in which book orders were scrawled on Post-its while technicians struggled to bring computers back online; the fourteen-hour days fueled by caffeine, fanaticism, and illicit day-trading from office desks made from doors; his strange compulsion to send free books to Norwegians; and the fevered insistence of BizDev higher-ups that the perfect business partner was Pets.com -- the now-extinct company that spent all its assets on a sock puppet. In these pages, you'll meet Warren, the cowboy of customer service, capable of verbally hog-tying even the most abusive customer; Amazon employee #5, a reclusive computer gamer worth a cool \$300 million, who spends at least six hours a day locked in his office killing goblins; and Jean-Michele, Mike's girlfriend and sparring partner, who tries to keep him grounded, even as dot-com mania seduces them both. At strategic intervals, the narrative is punctuated by hysterically honest letters to CEO Jeff Bezos -- missives that seem ripped from the collective unconscious of dot-com disciples the world over. 21 Dog Years is an epic story of greed, self-deception, and heartbreak, a wickedly funny anthem to an era of bounteous stock options and boundless insanity.

Measuring and Managing Liquidity Risk - Antonio Castagna 2013-09-03

A fully up-to-date, cutting-edge guide to the measurement and management of liquidity risk Written for front and middle office risk management and quantitative practitioners, this book provides the ground-level knowledge, tools, and techniques for effective liquidity risk management. Highly practical, though thoroughly grounded in theory, the book begins with the basics of liquidity risks and, using examples pulled from the recent financial crisis, how they manifest themselves in financial institutions. The book then goes on to look at tools which can be used to measure liquidity risk, discussing risk monitoring and the different models used, notably financial variables models, credit variables models, and behavioural variables models, and then at managing these risks. As well as looking at the tools necessary for effective measurement and management, the book also looks at and discusses current regulation and the implication of new Basel regulations

on management procedures and tools.

The Conflict Paradox - Bernard S. Mayer 2015-01-12

Find the roadmap to the heart of the conflict The Conflict Paradox is a guide to taking conflict to a more productive place. Written by one of the founders of the professional conflict management field and co-published with the American Bar Association, this book outlines seven major dilemmas that conflict practitioners face every day. Readers will find expert guidance toward getting to the heart of the conflict and will be challenged to adopt a new way to think about the choices disputants face,. They will also be offered practical tools and techniques for more successful intervention. Using stories, experiences, and reflective exercises to bring these concepts to life, the author provides actionable advice for overcoming roadblocks to effective conflict work. Disputants and interveners alike are often stymied by what appear to be unacceptable alternatives,. The Conflict Paradox offers a new way of understanding and working with these so that they become not obstacles but opportunities for helping people move through conflict successfully.. Examine the contradictions at the center of almost all conflicts Learn how to bring competition and cooperation, avoidance and engagement, optimism and realism together to make for more power conflict intervention Deal effectively with the tensions between emotions, and logic, principles and compromise, neutrality and advocacy, community and autonomy Discover the tools and techniques that make conflicts less of a hurdle to overcome and more of an opportunity to pursue Conflict is everywhere, and conflict intervention skills are valuable far beyond the professional and legal realms. With insight and creativity, solutions are almost always possible. For conflict interveners and disputants looking for an effective and creative approach to understanding and working with conflict , The Conflict Paradox provides a powerful and important roadmap for conflict intervention.

Guerrilla Marketing for Job Hunters - Jay Conrad Levinson

2005-09-26

Ready! Aim! Hired! "This is an immensely helpful book, with the ancient wisdom of recruiters,?and the up-to-date?insights of two skilled Internet

surfers. If you're job-hunting, you'll be grateful to learn the tips and tricks of these two seasoned veterans. I learned a lot myself." —Richard N. Bolles, author, *What Color Is Your Parachute?* "I have been an apprentice, a company president, and a CEO. No other single source provides a more contemporary and embracing job search bible. This book offers literally hundreds of little known insider tips, strategies, out-of-the-box success stories, hands-on exercises, and pearls of wisdom. Many readers will hear the words, 'You're Hired' due to David Perry and *Guerrilla Marketing for Job Hunters*." —Kelly Perdew, Executive Vice President, *Trump Ice* winner of *The Apprentice 2* "*Guerrilla Marketing for Job Hunters* is an absolutely 'right on' book for today's job market. It not only has great job search tips but it takes you into the electronic job search system better than anything I've seen written to date." —William J. Morin, Chairman and CEO, WJM Associates, Inc. former CEO of DBM Using a typically unconventional *Guerrilla* approach, authors Levinson and Perry cover all the basics of a winning campaign. This book covers: Using the Internet for everything from research and job searches to your own Web site, blogs, and podcasting Performing an extreme resume makeover and creating a higher-powered value-based resume Harnessing the full power of Google, LinkedIn, and ZoomInfo to uncover opportunities in the "hidden job market" ahead of your competition (or other job hunters) Branding yourself and selling your strengths in resumes, letters, e-mail, and interviews *Guerrilla Marketing for Job Hunters* includes real-life war stories from successful job hunters and expert tips and tactics from over 100 prominent headhunters.

The ONE Thing - Gary Keller 2013-04-01

- More than 500 appearances on national bestseller lists
- #1 Wall Street Journal, New York Times, and USA Today
- Won 12 book awards
- Translated into 35 languages
- Voted Top 100 Business Book of All Time on Goodreads

People are using this simple, powerful concept to focus on what matters most in their personal and work lives. Companies are helping their employees be more productive with study groups, training, and coaching. Sales teams are boosting sales. Churches are conducting classes and recommending for their members. By focusing their energy

on one thing at a time people are living more rewarding lives by building their careers, strengthening their finances, losing weight and getting in shape, deepening their faith, and nurturing stronger marriages and personal relationships. YOU WANT LESS. You want fewer distractions and less on your plate. The daily barrage of e-mails, texts, tweets, messages, and meetings distract you and stress you out. The simultaneous demands of work and family are taking a toll. And what's the cost? Second-rate work, missed deadlines, smaller paychecks, fewer promotions--and lots of stress. AND YOU WANT MORE. You want more productivity from your work. More income for a better lifestyle. You want more satisfaction from life, and more time for yourself, your family, and your friends. NOW YOU CAN HAVE BOTH — LESS AND MORE. In *The ONE Thing*, you'll learn to * cut through the clutter * achieve better results in less time * build momentum toward your goal* dial down the stress * overcome that overwhelmed feeling * revive your energy * stay on track * master what matters to you *The ONE Thing* delivers extraordinary results in every area of your life--work, personal, family, and spiritual. WHAT'S YOUR ONE THING?

Doing the Impossible - Patrick Bet-David 2012-01-16

What does *Doing the Impossible* really mean? This book is for those who have a desire to achieve greatness and are ready to take the steps to turn that desire into a reality. At one point or another in this book, you will experience several different reactions - excitement, curiosity, joy, laughter, or even tears - but the ultimate goal is to encourage and challenge you to make a decision to do the impossible. That may have a totally different meaning to you than it did to Steve Jobs, Thomas Edison, or any of the other role models we will look at; but whatever *Doing the Impossible* means to you, the goal of this book is to help you realize that you have the capacity to do what the critics think is impossible. - Patrick Bet-David, Introduction to *Doing the Impossible*. *Doing the Impossible* is a roadmap for those who want to do something big with their lives. The book goes over 25 steps that the reader should take to re-create themselves, identify their cause, and make history. Patrick Bet-David shares his own impossible crusade and gives key principles for anyone

looking to do the same.

Performance Management - Linda Ashdown 2014-08-03

In today's competitive and challenging workplaces, it is more important than ever to get the best out of our people. Effective performance management is at the heart of organization success, delivering able, motivated workers, who are aligned to the organization's values and goals. This book takes us on a journey from a broad, holistic exploration of performance management, into a deeper "how do we do this and add real value?" approach to managing the core activities of performance management, such as objective-setting and giving feedback. It takes a firmly practical stance, providing guidance and ideas both for human resource practitioners and line managers who want performance management to be valuable for the organization and its employees. Drawing on the author's practical experience of working in HR, this book contains case studies, interviews and activities to support the reader in applying their learning in the workplace. Performance Management is part of the brand new HR Fundamentals series, offering practical advice to HR professionals starting out in their career, completing CPD training or studying for their professional qualifications with the CIPD.

Building Great Software Engineering Teams - Joshua Tyler 2015-07-03
WINNER of Computing Reviews 20th Annual Best Review in the category Management "Tyler's book is concise, reasonable, and full of interesting practices, including some curious ones you might consider adopting yourself if you become a software engineering manager." —Fernando Berzal, CR, 10/23/2015 "Josh Tyler crafts a concise, no-nonsense, intensely focused guide for building the workhouse of Silicon Valley—the high-functioning software team." —Gordon Rios, Summer Book Recommendations from the Smartest People We Know—Summer 2016 Building Great Software Engineering Teams provides engineering leaders, startup founders, and CTOs concrete, industry-proven guidance and techniques for recruiting, hiring, and managing software engineers in a fast-paced, competitive environment. With so much at stake, the challenge of scaling up a team can be intimidating. Engineering leaders in growing companies of all sizes need to know how to find great

candidates, create effective interviewing and hiring processes, bring out the best in people and their work, provide meaningful career development, learn to spot warning signs in their team, and manage their people for long-term success. Author Josh Tyler has spent nearly a decade building teams in high-growth startups, experimenting with every aspect of the task to see what works best. He draws on this experience to outline specific, detailed solutions augmented by instructive stories from his own experience. In this book you'll learn how to build your team, starting with your first hire and continuing through the stages of development as you manage your team for growth and success. Organized to cover each step of the process in the order you'll likely face them, and highlighted by stories of success and failure, it provides an easy-to-understand recipe for creating your high-powered engineering team.

Absolute Job Search Guide - Anita Martel 2011-12

Are you looking for a job? Frustrated with HR managers who don't call you back? Confused about what to do next? Help is here Now you can get more calls to interview for good jobs with North America's best employers, with the tactics and strategies in The ABSOLUTE JOB SEARCH GUIDE. Following this simple, step-by-step system, you will discover: how to get noticed by employers, with targeted resumes and cover letters how and where to network (so you can avoid the pity parties at most job clubs) job search etiquette ... and pitfalls to avoid how to follow up after sending your resume -- without being a pest what to do before, during and after you interview to maximize your results how to really crack the hidden job market help with the most difficult interview questions -- including salary Stop spinning your wheels. Start getting more interviews and job offers. The ABSOLUTE JOB SEARCH GUIDE shows you how

Guerrilla Marketing for Job Hunters 3.0 - Jay Conrad Levinson 2011-05-03

The latest strategies for job hunters revealed in this revised and updated edition This new Third Edition features the latest job-hunting strategies for the Information Age. You'll discover key techniques to reach hiring

managers at the employers you want to work for most. New chapters integrate using social media and social networking tools like Facebook, Twitter, LinkedIn, and ZoomInfo in your job search, along with case studies from successful guerrilla job hunters that detail what works in today's hyper competitive job market with commentary from America's top recruiters. Present your skills in creative new ways that stand out in today's hyper-competitive job market Employ little-known search engine optimization tricks used by top headhunters Integrated web site updated bi-weekly to remain state-of-the-moment Part of the Guerrilla Marketing Series, the bestselling marketing book series The job search process has changed drastically in the past few years. Turn these changes to your advantage and make your search successful with Guerilla Marketing for Job Hunters 3.0.

Recruit Rockstars - Jeff Hyman 2017-11-06

Ninety percent of business problems are actually recruiting problems in disguise. If you're filling your company's vacant positions with B-Players, you're playing with fire. Instead, hire Rockstars to build an organization with limitless potential. Recruit Rockstars shows you how to find, hire, and keep the best of the best. Top-tier executive recruiter Jeff Hyman has hired more than three thousand people over the course of his career. Now, he reveals his bulletproof 10-step method for landing the very best talent, based on data instead of gut feel. From sourcing and interviewing to closing and onboarding, you'll learn how to attract winners like a magnet and avoid the mistakes that result in bad hires. Assembling a team of driven and innovative Rockstars is the most powerful competitive advantage you can have in today's ever-changing business world. Recruit Rockstars will help you nail your numbers, impress your investors, and crush your competitors.

Hire With Your Head - Lou Adler 2021-09-22

Discover the secrets of one of the world's leading talent acquisition experts In the newly revised Fourth Edition of Hire With Your Head: Using Performance-Based Hiring to Build Great Teams, influential recruiting and hiring expert Lou Adler delivers a practical guide to consistently identifying and hiring the best people and scaling that

process throughout your company. This book will help you address your hiring and recruitment issues, not just by making you more efficient, but also by reforming your entire process to align with how top talent actually look for new jobs, compare offers, and select opportunities. You'll discover: Discover what it takes to ensure more Win-Win Hiring outcomes by hiring for the anniversary date rather than the start date How to use a "High Tech, High Touch" approach to raise the talent bar Expand the talent pool to include more outstanding, high potential and diverse talent by defining work as a series of key performance objectives Perfect for hiring managers, recruiters, and HR and business leaders, Hire with Your Head is a must-read resource for anyone seeking to improve their ability to find, attract, and retain the top talent the world has to offer.

What Do You Really Want? - Beverly K. Bachel 2016-08-10

Setting and sticking to goals can ease stress and anxiety, boost concentration, and make life more satisfying. This updated and revised edition of a trusted step-by-step guide helps teens articulate their goals and put them in writing, set priorities and deadlines, overcome obstacles, build a support system, use positive self-talk, celebrate successes, and more. Updated with new and inspiring stories from teens pursuing their goals, easy-to-use tips for setting and reaching goals, and information on using technology tools to aid in goal setting, the book also includes downloadable forms to use in goal-setting activities.

Executive Recruiting For Dummies - David E. Perry 2017-03-20

Tips and strategies to fill executive-level positions Recruiting for high-end executives requires a special skill-set, and Executive Recruiting For Dummies is here to help you add this niche talent to your arsenal. Whether you're an in-house human resources manager or a professional recruiter at a search firm, this friendly guide walks you through each step of filling that senior, executive, or other highly specialized position. This book covers the globalization of talent and the advantages of executive recruiting. It provides expert guidance on finding the right candidates, conducting hardy screening and interviewing processes, closing deals, and more. There are 10,000,000 businesses in America

that hire at least one senior executive a year, and most turn to commissioning a third-party organization, such as an executive search firm. Rather than losing that next top-tier recruiting job, let *Executive Recruiting For Dummies* show you how to add this highly desirable and sought-after skill to your resume. Learn to recruit with precision Create a robust interview process Close the deal with a winning offer Find out how to work with professional recruiters Discover how to find the best talent and retain and attract clients with the help of *Executive Recruiting For Dummies*.

Play Their Hearts Out - George Dohrmann 2012-02-07

"A tour de force of reporting" (The Washington Post) from a Pulitzer-prize winning journalist that examines the often-corrupt machine producing America's basketball stars "Indispensable."—The Wall Street Journal "Often heart-breaking, always riveting."—The New York Times Book Review "Tremendous."—The Plain Dealer Winner of the PEN/ESPN Award for Literary Sportswriting • Winner of the Award for Excellence in the Coverage of Youth Sports Using eight years of unfettered access and a keen sense of a story's deepest truths, journalist George Dohrmann reveals a cutthroat world where boys as young as eight or nine are subjected to a dizzying torrent of scrutiny and exploitation. At the book's heart are the personal stories of two compelling figures: Joe Keller, an ambitious coach with a master plan to find and promote "the next LeBron," and Demetrius Walker, a fatherless latchkey kid who falls under Keller's sway and struggles to live up to unrealistic expectations. Complete with a new "where-are-they-now" epilogue by the author, *Play Their Hearts Out* is a thoroughly compelling narrative exposing the gritty reality that lies beneath so many dreams of fame and glory. One of GQ'S 50 Best Books of Literary Journalism of the 21st Century • One of the Best Books of the Year: Los Angeles Times, The Christian Science Monitor, Kirkus Reviews This edition includes an exclusive conversation between George Dohrmann and bestselling author Seth Davis.

Fundamentals of Risk Management - Paul Hopkin 2017-01-03

Fundamentals of Risk Management, now in its fourth edition, is a

comprehensive introduction to commercial and business risk for students and a broad range of risk professionals. Providing extensive coverage of the core frameworks of business continuity planning, enterprise risk management and project risk management, this is the definitive guide to dealing with the different types of risk an organization faces. With relevant international case examples from both the private and public sectors, this revised edition of *Fundamentals of Risk Management* is completely aligned to ISO 31000 and provides a full analysis of changes in contemporary risk areas including supply chain, cyber risk, risk culture and improvements in risk management documentation and statutory risk reporting. This new edition of *Fundamentals of Risk Management* has been fully updated to reflect the development of risk management standards and practice, in particular business continuity standards, regulatory developments, risks to reputation and the business model, changes in enterprise risk management (ERM), loss control and the value of insurance as a risk management method. Also including a thorough overview of the international risk management standards and frameworks, strategy and policy, this book is the definitive professional text for risk managers.

Hiring Greatness - David E. Perry 2016-01-19

The Unprecedented Tell-All Guide Through the Intricacies of Executive Recruitment The single greatest opportunity that an organization has to improve both performance and culture in one stroke lies in the hiring of a new executive—the right executive. The fresh thinking of a skilled leader has the potential to unleash innovation, empower employees, and generate wealth for the company. Similarly, a bad hire may mortally wound the organization and cause ripple effects throughout the entire economy. *Hiring Greatness* contains valuable insider strategies and tactics—previously only known to a handful of America's wealthiest, elite head-hunters—to attract, recruit, and retain star executives. Authors David E. Perry and Mark J. Haluska have completed more than 1800 search projects across five continents, maintaining a 99.97% success rate, and negotiating more than \$380 million in salaries. Like magicians unveiling the hidden 'tricks of the trade,' Perry and Haluska reveal: How

to systematically secure—and retain—the perfect talent for your company How to keep recruiters from poaching your star executives (a good hire is relatively meaningless if they leave the company) Twenty-three questions you must ask a potential headhunter The language that makes your company the most compelling, and how HR lingo can repel the best talent Four critical turnoffs that drive great candidates away from top companies One company created \$3.8 million of market value each hour, for six months, simply by hiring the right leader. Hiring Greatness takes you behind the scenes of one of the world's most profitable and secretive industries, meticulously showing how any organization can make monumental hiring decisions that lead to massive success.

Career Guide for the High-tech Professional - David Perry 2004

Getting the exact job you want with the company you want is either highly improbable or a cinch. It's highly improbable if you play by the old rules, a cinch if you play by the new rules and go about your task in the ways suggested by David Perry in Career Guide for the High-Tech Professional. If you're willing to look upon finding a job as a job unto itself, you're going to reap exceptional rewards from this book. It does not contain shortcuts, tricks, or anything unethical. But it does feature ultra-solid advice along with the rich details of landing the job of a lifetime. Career Guide for the High-Tech Professional is filled with job-finding wisdom and the actual things you must say in your cover letter, on your resume, and during your interviews. Nothing is left to chance. Every detail is covered.

The Savage Truth - Greg Savage 2019-09-20

GREG SAVAGE knows about leadership. Greg is a founder of four highly successful businesses in the recruitment. He has led start-ups to IPO, navigated businesses through a recession, the boomtimes and the global financial crisis. He has been headhunted to lead in global recruitment businesses. Most of all Greg is a communicator. He is probably the

The Capital Markets - Gary Strumeyer 2017-01-30

The Capital Markets: evolution of the financial ecosystem is the new standard providing practical text book style coverage of this dynamic

market and its products. Written by the former President of BNY Mellon Capital Markets, LLC for both financial professionals and novices, The Capital Markets provides a comprehensive macro view of the marketplace and how its products operate. The subject matter offers an authoritative discussion of the fundamentals of both, the fixed income and equity markets, underwriting, securitizations, derivatives, currency among other products through the lens of leading industry practitioners. Key Learning Concepts Understand the impact of both global and domestic regulatory changes Learn about the products that holistically make up the capital markets Explore the components of the infrastructure that underpins these markets Examine the tools used for trading and managing risk Review new product innovations

Organizing Genius - Warren Bennis 2007-03-21

Uncovers the elements of creative collaboration by examining six of the century's most extraordinary groups and distill their successful practices into lessons that virtually any organization can learn and commit to in order to transform its own management into a collaborative and successful group of leaders. Paper. DLC: Organizational effectiveness - Case studies.

Recruiting Sucks...But It Doesn't Have To: Breaking Through the Myths That Got Us Here - Steve Lowisz 2019-06-28

People are a business's most important asset, but when it comes to hiring, practices are wildly out-of-date, relying on the same wisdom that has been used for over fifty years. It's time to update how we recruit-by focusing on people, not process. In Recruiting Sucks...But It Doesn't Have to, human resources guru Steve Lowisz shares a groundbreaking approach to attracting, developing, and retaining an accomplished and vibrant workforce. Dispelling seven recruiting myths that most HR departments believe, Steve will show you how to prioritize behavior over skills, look beyond LinkedIn, be a marketer, find real ways to inspire employees, take responsibility, avoid reliance on technology, embrace diversity, and more. Filled with specific and practical actions and methods, this book will keep you from losing money, morale, and talent, and build a people-centric team that will take you into the twenty-first

century and beyond.

Great Teams - Don Yaeger 2016-07-19

What makes a team great? Not just good and not just functional—but great? Over six years, long-time Sports Illustrated editor Don Yaeger was invited by some of the greatest companies in the world to speak about the habits of high-performing individuals. From Microsoft and Starbucks to the New England Patriots and San Antonio Spurs, what do some organizations do seemingly better than most of their opponents? Don took the challenge. He began building into his travel schedule opportunities to interview our generation's greatest team builders from the sports and business worlds. During this process, he conducted more than 100 interviews with some of the most successful teams and organizations in the country. From those interviews, Don identified 16 habits that drive these high-performing teams. Building on the stories, examples, and first-hand accounts, each chapter in Great Teams comes with applicable examples on how to apply these characteristics in any organization. Great Teams includes: Life lessons from some of the most notable names in sports and business applied to team-making in any situation Interviews from well-known players from Peyton and Eli Manning to Kevin Durant Skills to allow culture to shape who you recruit, manage dysfunction, friction, and strong personalities Advice on how to win in critical situations, embrace change, build a mentoring culture, and see value others miss Great Teams is the ultimate intersection of the sports and business worlds and a powerful companion for thought leaders, teams, managers, and organizations that seek to perform similarly. The insight shared in this book is sure to enhance any team in its pursuit of excellence.

The Smartest Kids in the World - Amanda Ripley 2013-08-13

How do other countries create "smarter" kids? What is it like to be a child in the world's new education superpowers? The Smartest Kids in the World "gets well beneath the glossy surfaces of these foreign cultures and manages to make our own culture look newly strange....The question is whether the startling perspective provided by this masterly book can also generate the will to make changes" (The New York Times

Book Review). In a handful of nations, virtually all children are learning to make complex arguments and solve problems they've never seen before. They are learning to think, in other words, and to thrive in the modern economy. Inspired to find answers for our own children, author and Time magazine journalist Amanda Ripley follows three Americans embedded in these countries for one year. Kim, fifteen, raises \$10,000 so she can move from Oklahoma to Finland; Eric, eighteen, trades his high-achieving Minnesota suburb for a booming city in South Korea; and Tom, seventeen, leaves a historic Pennsylvania village for Poland. Through these young informants, Ripley meets battle-scarred reformers, sleep-deprived zombie students, and a teacher who earns \$4 million a year. Their stories, along with groundbreaking research into learning in other cultures, reveal a pattern of startling transformation: none of these countries had many "smart" kids a few decades ago. Things had changed. Teaching had become more rigorous; parents had focused on things that mattered; and children had bought into the promise of education.

The Magic of Thinking Big - David J. Schwartz 2014-12-02

The timeless and practical advice in The Magic of Thinking Big clearly demonstrates how you can: Sell more Manage better Lead fearlessly Earn more Enjoy a happier, more fulfilling life With applicable and easy-to-implement insights, you'll discover: Why believing you can succeed is essential How to quit making excuses The means to overcoming fear and finding confidence How to develop and use creative thinking and dreaming Why making (and getting) the most of your attitudes is critical How to think right towards others The best ways to make "action" a habit How to find victory in defeat Goals for growth, and How to think like a leader "Believe Big," says Schwartz. "The size of your success is determined by the size of your belief. Think little goals and expect little achievements. Think big goals and win big success. Remember this, too! Big ideas and big plans are often easier -- certainly no more difficult - than small ideas and small plans."

Firing Back - Jeffrey A. Sonnenfeld 2007-01-01

Sonnenfeld and Ward show how to rise Phoenix-like from the ashes.

Their account of the psychological and behavioral foundations of that important quality resilience is important reading for everyone who will ever face a reversal of fortune. Jeffrey Pfeffer, Thomas D. Dee II Professor of Organizational Behavior, Graduate School of Business, Stanford University Is it possible to rescue your career and restore your reputation after a major professional setback? In an age rife with press accounts of disgraced CEOs, politicians, and celebrities as well as courageous but beleaguered whistleblowers and victims of rivals or envious colleagues and bosses this question has grown more important than ever. In *Firing Back*, Jeffrey Sonnenfeld and Andrew Ward answer the question with a resounding Yes. They go on to lay out a practical and an important five-step process for actually recovering from setbacks. Following these steps will help guide you through the difficult circumstances, rebuild your reputation, and chart a new future. The authors also explore strategies for surmounting common barriers to career recovery, including tricky corporate cultures and psychological stresses. Anchored in decades of research and scholarly studies across multiple fields, this book is packed with engrossing stories and first-hand accounts from humbled but restored CEOs and executives from firms as diverse as General Electric, The Home Depot, Morgan Stanley, Apple, Staples, and Hewlett-Packard. *Firing Back* offers a clear plan for anyone who needs to recover from a career setback and reclaim lost prestige and reputation whether the setback stemmed from his own actions or forces outside her control.

[Fit for Growth](#) - Vinay Couto 2017-01-10

A practical approach to business transformation *Fit for Growth** is a unique approach to business transformation that explicitly connects growth strategy with cost management and organization restructuring. Drawing on 70-plus years of strategy consulting experience and in-depth research, the experts at PwC's Strategy& lay out a winning framework that helps CEOs and senior executives transform their organizations for sustainable, profitable growth. This approach gives structure to strategy while promoting lasting change. Examples from Strategy&'s hundreds of clients illustrate successful transformation on the ground, and illuminate

how senior and middle managers are able to take ownership and even thrive during difficult periods of transition. Throughout the *Fit for Growth* process, the focus is on maintaining consistent high-value performance while enabling fundamental change. Strategy& has helped major clients around the globe achieve significant and sustained results with its research-backed approach to restructuring and cost reduction. This book provides practical guidance for leveraging that expertise to make the choices that allow companies to: Achieve growth while reducing costs Manage transformation and transition productively Create lasting competitive advantage Deliver reliable, high-value performance Sustainable success is founded on efficiency and high performance. Companies are always looking to do more with less, but their efforts often work against them in the long run. Total business transformation requires total buy-in, and it entails a series of decisions that must not be made lightly. The *Fit for Growth* approach provides a clear strategy and practical framework for growth-oriented change, with expert guidance on getting it right. *Fit for Growth is a registered service mark of PwC Strategy& Inc. in the United States

DipIFR Diploma in International Financial Reporting - BPP Learning Media 2016-07-01

BPP Learning Media's status as official ACCA Approved Learning Provider - Content means our DipIFR Study Texts and Practice & Revision Kits are reviewed by the ACCA examining team. BPP Learning Media products provide you with the up-to-date material you need for exam success.

Zero to One - Peter Thiel 2014-09-16

#1 NEW YORK TIMES BESTSELLER • "This book delivers completely new and refreshing ideas on how to create value in the world."—Mark Zuckerberg, CEO of Meta "Peter Thiel has built multiple breakthrough companies, and *Zero to One* shows how."—Elon Musk, CEO of SpaceX and Tesla The great secret of our time is that there are still uncharted frontiers to explore and new inventions to create. In *Zero to One*, legendary entrepreneur and investor Peter Thiel shows how we can find singular ways to create those new things. Thiel begins with the

contrarian premise that we live in an age of technological stagnation, even if we're too distracted by shiny mobile devices to notice. Information technology has improved rapidly, but there is no reason why progress should be limited to computers or Silicon Valley. Progress can be achieved in any industry or area of business. It comes from the most important skill that every leader must master: learning to think for yourself. Doing what someone else already knows how to do takes the world from 1 to n, adding more of something familiar. But when you do something new, you go from 0 to 1. The next Bill Gates will not build an operating system. The next Larry Page or Sergey Brin won't make a search engine. Tomorrow's champions will not win by competing ruthlessly in today's marketplace. They will escape competition altogether, because their businesses will be unique. Zero to One presents at once an optimistic view of the future of progress in America and a new way of thinking about innovation: it starts by learning to ask the

questions that lead you to find value in unexpected places.

Building a Winning Team - Joseph Jones 2019-11-15

Building a Winning Team is about the critical need for schools and districts to promote a positive reputation for the community in which they serve. There is a growing need to recruit and retain teachers in the field of education, and this book addresses new ways to approach what we call "the talent equation." We provide stories from real practitioners along with new and innovative ways to approach vision work, branding, culture, recruitment, human resources, and more. This book combines the research, theory, and practical application in both a how-to guide for implementation and the inspiration needed to grow your team to be the best that they can be. At the heart of this book is the notion that great schools consist of great teams that have a winning mentality. If you're looking for new ways to tell your school's story, develop an award-winning reputation, and recruit top talent, this book is perfect for you.