

Global 500 2017 Brand Finance

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Turkish Economy
Leading Organizations
The ONE Thing
Blockchain Babel
The Everything Store
The Valuation of Digital Intangibles
Glass House
Three Steps to Wealth & Financial Security
Black Edge

Brands as Productive Assets: Concepts, Measurement, and Global Trends

Beat the odds with a bold strategy from McKinsey & Company “Every once in a while, a genuinely fresh

approach to business strategy appears” – legendary business professor Richard Rumelt, UCLA McKinsey & Company’s newest, most definitive, and most irreverent book on strategy—which thousands of executives are already using—is a must-read for all C-suite executives looking to create winning corporate strategies. *Strategy Beyond the Hockey Stick* is spearheading an empirical revolution in the field of strategy. Based on an extensive analysis of the key factors that drove the long-term performance of thousands of global companies, the book offers a ground-breaking formula that enables you to objectively assess your strategy’s real odds of future success. “This book is fundamental. The principles laid out here, with compelling data, are a great way around the social pitfalls in strategy development.” — Frans Van Houten, CEO, Royal Philips N.V. The authors have discovered that over a 10-year period, just 1 in 12 companies manage to jump from the middle tier of corporate performance—where 60% of companies reside, making very little economic profit—to the top quintile where 90% of global economic profit is made. This movement does not happen by magic—it depends on your company’s current position, the trends it faces, and the big moves you make to give it the strongest chance of vaulting over the competition. This is not another strategy framework. Rather, *Strategy Beyond the Hockey Stick* shows, through empirical analysis and the experiences of dozens of companies that have successfully made multiple big moves, that to dramatically improve performance, you have to overcome incrementalism and corporate inertia. “A different kind of book—I couldn’t put it down. Inspiring new insights on the facts of what it

takes to move a company's performance, combined with practical advice on how to deal with real-life dynamics in management teams." —Jane Fraser, CEO, Citigroup Latin America

Green Giants

NEW YORK TIMES BESTSELLER • “An essential exposé of our times—a work that reveals the deep rot in our financial system . . . Everyone should read this book.”—David Grann, author of *Killers of the Flower Moon* ONE OF THE BEST BOOKS OF THE YEAR—The New York Times and The Economist • Finalist for the New York Public Library's Helen Bernstein Book Award for Excellence in Journalism The hedge fund industry changed Wall Street. Its pioneers didn't lay railroads, build factories, or invent new technologies. Rather, they made their billions through financial speculation, by placing bets in the market that turned out to be right more often than not. In hedge fund circles, Steven A. Cohen was revered as one of the greatest traders who ever lived. But that image was shattered when his fund, SAC Capital, became the target of a seven-year government investigation. Prosecutors labeled SAC a “magnet for market cheaters” whose culture encouraged the relentless pursuit of “edge”—and even “black edge,” which is inside information—and the firm was ultimately indicted and pleaded guilty to charges related to a vast insider trading scheme. Cohen, himself, however, was never charged. *Black Edge* is a riveting legal thriller that raises urgent questions about the power and wealth of those who sit at the pinnacle of high finance and

how they have reshaped the economy. Longlisted for the Andrew Carnegie Medal for Excellence in Nonfiction and the Financial Times and McKinsey Business Book of the Year Award “A modern version of Moby-Dick, with wiretaps rather than harpoons.”—Jennifer Senior, The New York Times “If you liked James B. Stewart’s Den of Thieves, Sheelah Kolhatkar’s thrilling Black Edge should be next on your reading list.”—The Wall Street Journal “Excellent.”—The Economist “A true-life thriller with Shakespearian stakes . . . Her chilling account of a blighted industry is as mesmerizing as a human story as it is as a financial one.”—Fortune “A tour de force of groundbreaking reporting and brilliant storytelling.”—Jeffrey Toobin, New York Times bestselling author of American Heiress

A Guide to the Project Management Body of Knowledge (PMBOK(R) Guide-Sixth Edition / Agile Practice Guide Bundle (HINDI)

Asian Finance

"After years of rumors and speculation, Matt Hart sets out to peel back the layers of secrecy that protected the most powerful coach in running. What he finds will leave you indignant—and wondering whether anything in the high-stakes world of Olympic sport has truly changed." —Alex Hutchinson, New York Times bestselling author of Endure Game of Shadows meets Shoe Dog in this explosive behind-the-scenes

look that reveals for the first time the unsettling details of Nike's secret running program—the Nike Oregon Project. In May 2017, journalist Matt Hart received a USB drive containing a single file—a 4.7-megabyte PDF named “Tic Toc, Tic Toc. . . .” He quickly realized he was in possession of a stolen report prepared a year earlier by the United States Anti-Doping Agency (USADA) for the Texas Medical Board, part of an investigation into legendary running coach Alberto Salazar, a Houston-based endocrinologist named Dr. Jeffrey Brown, and cheating by Nike-sponsored runners, including some of the world’s best athletes. The information Hart received was part of an unfolding story of deception which began when Steve Magness, an assistant to Salazar, broke the omertà—the Mafia-like code of silence about performance-enhancing drugs among those involved—and alerted USADA. He was soon followed by Olympians Adam and Kara Goucher who risked their careers to become whistleblowers on their former Nike running family in Beaverton, Oregon. Combining sports drama and business exposé, *Win at All Costs* tells the full story of Nike’s running program, uncovering a corporate win-at-all-costs culture.

You Are The Key

Blockchain is the technology behind bitcoin and other crypto-currencies. According to Santander, it could save financial institutions \$15-20bn a year from 2022 onward. Most experts see an unprecedented potential, but many banks, payment processors and credit card companies fret that bitcoin entrepreneurs

could cast a pall over their core business. Whatever the position of blockchain, many voices are shouting from different angles, creating a cacophony of confusion including tech-evangelists, anarcho-libertarians, and industry experts. But while everybody in IT and banking seems to have an opinion on the blockchain, there is little systematic research, no strategic analysis. Blockchain Babel is the ultimate guide to the most disruptive technology to have entered the finance industry in recent years. Blockchain Babel looks at blockchain alongside innovation diffusion, competitive dynamics and management strategy. Shortlisted as one of the three best business book proposals by McKinsey and the Financial Times for the Bracken Bower Prize in 2016, this is a must-read for business leaders and aspiring leaders wanting to grasp blockchain and put it into context and understand the practical implications it may have.

The Leadership Mind Switch: Rethinking How We Lead in the New World of Work

- 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?

The Annual Report

Small Giants

The New CEOs looks at the women and people of color leading Fortune 500 companies, exploring the

factors that have helped them achieve success and their impact on the business world and society more broadly.

MONEY Master the Game

Mergent Municipal News Reports

E-Marketing is the most comprehensive book on digital marketing, covering all the topics students need to understand to "think like a marketer". The book connects digital marketing topics to the traditional marketing framework, making it easier for students to grasp the concepts and strategies involved in developing a digital marketing plan. With a strategic approach that focuses on performance metrics and monitoring, it is a highly practical book. The authors recognize that the digital landscape is constantly and rapidly changing, and the book is structured to encourage students to explore the digital space, and to think critically about their own online behavior. "Success stories," "trend impact," and "let's get technical" boxes, as well as online activities at the end of each chapter provide undergraduate students with everything they need to be successful in creating and executing a winning digital marketing strategy.

Delivering Happiness

Early in the twenty-first century, a quiet revolution occurred. For the first time, the major developed

economies began to invest more in intangible assets, like design, branding, and software, than in tangible assets, like machinery, buildings, and computers. For all sorts of businesses, the ability to deploy assets that one can neither see nor touch is increasingly the main source of long-term success. But this is not just a familiar story of the so-called new economy. Capitalism without Capital shows that the growing importance of intangible assets has also played a role in some of the larger economic changes of the past decade, including the growth in economic inequality and the stagnation of productivity. Jonathan Haskel and Stian Westlake explore the unusual economic characteristics of intangible investment and discuss how an economy rich in intangibles is fundamentally different from one based on tangibles. Capitalism without Capital concludes by outlining how managers, investors, and policymakers can exploit the characteristics of an intangible age to grow their businesses, portfolios, and economies.

The Airbnb Story

"I recommend this book highly as one of the 10 most important 'must read' books published this year," Robert Plotkin, Founding President, World Trade Center San Diego. "Three Steps to Wealth & Financial Security - All That Glitters Isn't Gold" is a back to basics, easy to use guide to reassert financial control and secure your financial future. The book draws on real world examples that husband-and-wife authors attorney Gary Laturno, Esq. and Victoria Kuick, MBA, have encountered in counseling over two thousand

homeowners in financial distress since 2007. As a result, the book will be an easy read for people who find financial matters confusing or even frightening. The authors' straightforward guidance and recommendations will help many take charge of their financial futures. Comments by Readers: I read your book last night. I'm incredibly impressed! It's a huge undertaking to present an enormous wealth of REALLY important and helpful information in a streamlined way...but you guys did it! And, I think your readers will really appreciate the genuine tone and straightforward approach—life changing stuff. Great job! I see this book distributed in high schools, colleges (law schools particularly—some lawyers are not great when it comes to financial matters), vocational schools, and the like. I hope you're aiming to reach the masses with this one—the subject matter is so salient right now, and this information is really resonating with people. Jennifer Manganello, Esq., University of California, Hastings College of the Law I just finished reading your book. Outstanding! I love the unique way it was written in PowerPoint format—original, straightforward, and easy to follow. The information the book contains, and how it is explained, makes it stand out. You do not allow the reader to blame others or make excuses about their financial situation. You tell them to look in the mirror, take responsibility, and you show them that money problems are not hopeless but fixable. The stock and real estate investing sections are informative and easy to understand. You take the complexity out of stock market investing. You show real estate investors the pitfalls to avoid. Readers will especially benefit from how you compare and contrast real

estate investing with the stock market and other investments — bonds, precious metals and cash. It's evident the book was written from firsthand experience, making it truly authentic. I am impressed both by your credentials and your experience counseling over 2,000 homeowners in financial distress since 2007. This book cuts to the core of what people need to know and do to put their financial house in order. I highly recommend your book! Read it and you will substantially increase your financial I.Q. Dory Laramore, Certified Registered Tax Preparer, and author of *Get Your Finances Right: The Foundation for Success “Three Steps to Wealth & Financial Security”* is well written, concise and provides a wealth of financial advice for every American. The authors ask and answer a number of profound questions. What are the lessons of the housing crisis? Why are savings rates in the United States so low? Why do so many retire on Social Security only? Why do so many mismanage their financial affairs? How do we put our financial house in order? What do we need to know and do to be financially secure? Understand the mistakes that so many made and continue to make. Fine tune your financial plan and money management skills. Recommendation: Read the book! Money management, financial planning, and wealth building are mandatory subjects not electives. Andrew J. Sussman, Esq., Partner, RSR Law Group, San Diego, California

What the CEO Wants You to Know

Shake up and redefine the market by changing your game! Gamechangers are brands that have turned the world of business upside down. They win through ambition and innovation rather than legacy and scale, out-thinking the competition, focusing on the growth markets, and embracing technology in more human ways. Gamechangers provides you with the tools to help you generate innovative ideas that will set you apart as a gamechanger. Its detailed case studies will inspire you by exploring extraordinary next generation brands who are changing the game. . . and winning. Gamechangers is a highly practical book packed with smart "tools" and accompanied by a digital platform, the Gamechanger Studio, to help you apply and implement the best game-changing ideas from around the world into your own business. Gamechangers offers guidance on: Thinking smarter and acting faster Embracing the new tricks of business Understanding how gamechangers dream and disrupt Delivering practical results and winning

Introduction to Human Resource Management

For readers of Hillbilly Elegy and Strangers in Their Own Land WINNER OF THE OHIOANA BOOK AWARDS AND FINALIST FOR THE 87TH CALIFORNIA BOOK AWARDS | NAMED A BEST/MOST ANTICIPATED BOOK OF 2017 BY: New York Post • Newsweek • The Week • Bustle • Books by the Banks Book Festival • Bookauthority.com The Wall Street Journal: "A devastating portraitFor anyone wondering why swing-state America voted against the establishment in

2016, Mr. Alexander supplies plenty of answers." Laura Miller, Slate: "This book hunts bigger game. Reads like an odd?and oddly satisfying?fusion of George Packer's The Unwinding and one of Michael Lewis' real-life financial thrillers." The New Yorker : "Does a remarkable job." Beth Macy, author of Factory Man: "This book should be required reading for people trying to understand Trumpism, inequality, and the sad state of a needlessly wrecked rural America. I wish I had written it." In 1947, Forbes magazine declared Lancaster, Ohio the epitome of the all-American town. Today it is damaged, discouraged, and fighting for its future. In Glass House, journalist Brian Alexander uses the story of one town to show how seeds sown 35 years ago have sprouted to give us Trumpism, inequality, and an eroding national cohesion. The Anchor Hocking Glass Company, once the world's largest maker of glass tableware, was the base on which Lancaster's society was built. As Glass House unfolds, bankruptcy looms. With access to the company and its leaders, and Lancaster's citizens, Alexander shows how financial engineering took hold in the 1980s, accelerated in the 21st Century, and wrecked the company. We follow CEO Sam Solomon, an African-American leading the nearly all-white town's biggest private employer, as he tries to rescue the company from the New York private equity firm that hired him. Meanwhile, Alexander goes behind the scenes, entwined with the lives of residents as they wrestle with heroin, politics, high-interest lenders, low wage jobs, technology, and the new demands of American life: people like Brian Gossett, the fourth generation to work at Anchor Hocking; Joe Piccolo, first-time director of the annual music festival who

discovers the town relies on him, and it, for salvation; Jason Roach, who police believed may have been Lancaster's biggest drug dealer; and Eric Brown, a local football hero-turned-cop who comes to realize that he can never arrest Lancaster's real problems.

Strategy Beyond the Hockey Stick

Lead your company to success in the New Industrial Revolution! The world of business has completely transformed in recent years—and the pace of change will only increase in coming years. But one thing remains the same: Quality leadership is the hinge on which the fate of every organization swings. The Leadership Mind Switch provides the critical lessons you need to lead your company in a fully globalized business world where radical technologies reign supreme. Debra Benton and Kylie Wright-Ford have helped some of today's most top executives successfully position themselves and their companies for the future. Now, in this groundbreaking leadership guide, they share their insight with you. Learn how to effectively lead a workforce that: Is rich in demographic texture—representing as many as four different generations Has varying—and sometimes conflicting—expectations of the company Operates with different ideas about what success looks like Uses, approaches, and even understands technology in different ways The answers to these questions and many others are all here. You'll learn how to be the kind of leader who is both firm in his or her decisions but maintains an air of approachability. You'll learn how to drive high productivity while keeping your

workers happy and satisfied in their jobs. And you'll learn how to embrace new technologies without sacrificing the human touch—which is the hallmark of great leadership. It will take unprecedented levels of agility, confidence, and fearlessness to lead into the future. Make the leadership mind switch to seize the competitive edge now in order to drive profits and growth tomorrow.

Hotels

"Bibliography found online at tonyrobbins.com/masterthegame"--Page [643].

Gamechangers

The paper looks at brands from an economic point of view. It defines concepts; analyzes the conditions under which brands are long-lived productive assets and contribute to economic growth; and reviews the measurement of investment in brands. It finds that a productive role for brands is consistent with assumptions used in the economic analysis of innovation. Finally it offers an analysis of economic development that suggests branding rises with growth.

Dodd-Frank Wall Street Reform and Consumer Protection Act

Intermediate Accounting, 12th Edition, Volume 1, continues to be the number one intermediate accounting resource in the Canadian market. Viewed

as the most reliable resource by accounting students, faculty, and professionals, this course helps students understand, prepare, and use financial information by linking education with the real-world accounting environment. This new edition now incorporates new data analytics content and up-to-date coverage of leases and revenue recognition.

Dual Transformation

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

The Valuation of Intangible Assets

Whether it is a sales person struggling to meet his quota, a love stuck lover trying to get introduced to his beloved, a young MBA looking for a job, an entrepreneur looking for funding, marketers trying to enable sales to generate leads on their own - everybody can benefit from understanding and learning the principles detailed in this book. With internet penetration and social media and mobile

usage going through the roof, this book is a must read guide which will help you open doors and create opportunities which you never knew existed. Welcome to the world of social selling!

E-marketing

#1 WALL STREET JOURNAL BESTSELLER * NEW YORK TIMES BESTSELLER New York Times finance editor David Enrich's explosive exposé of the most scandalous bank in the world, revealing its shadowy ties to Donald Trump, Putin's Russia, and Nazi Germany “A jaw-dropping financial thriller” —Philadelphia Inquirer On a rainy Sunday in 2014, a senior executive at Deutsche Bank was found hanging in his London apartment. Bill Broeksmit had helped build the 150-year-old financial institution into a global colossus, and his sudden death was a mystery, made more so by the bank's efforts to deter investigation. Broeksmit, it turned out, was a man who knew too much. In *Dark Towers*, award-winning journalist David Enrich reveals the truth about Deutsche Bank and its epic path of devastation. Tracing the bank's history back to its propping up of a default-prone American developer in the 1880s, helping the Nazis build Auschwitz, and wooing Eastern Bloc authoritarians, he shows how in the 1990s, via a succession of hard-charging executives, Deutsche made a fateful decision to pursue Wall Street riches, often at the expense of ethics and the law. Soon, the bank was manipulating markets, violating international sanctions to aid terrorist regimes, scamming investors, defrauding regulators, and

laundering money for Russian oligarchs. Ever desperate for an American foothold, Deutsche also started doing business with a self-promoting real estate magnate nearly every other bank in the world deemed too dangerous to touch: Donald Trump. Over the next twenty years, Deutsche executives loaned billions to Trump, the Kushner family, and an array of scandal-tarred clients, including convicted sex offender Jeffrey Epstein. Dark Towers is the never-before-told saga of how Deutsche Bank became the global face of financial recklessness and criminality—the corporate equivalent of a weapon of mass destruction. It is also the story of a man who was consumed by fear of what he'd seen at the bank—and his son's obsessive search for the secrets he kept.

Go Long

The definitive story of Amazon.com, one of the most successful companies in the world, and of its driven, brilliant founder, Jeff Bezos. Amazon.com started off delivering books through the mail. But its visionary founder, Jeff Bezos, wasn't content with being a bookseller. He wanted Amazon to become the everything store, offering limitless selection and seductive convenience at disruptively low prices. To do so, he developed a corporate culture of relentless ambition and secrecy that's never been cracked. Until now. Brad Stone enjoyed unprecedented access to current and former Amazon employees and Bezos family members, giving readers the first in-depth, fly-on-the-wall account of life at Amazon. Compared to

tech's other elite innovators -- Jobs, Gates, Zuckerberg -- Bezos is a private man. But he stands out for his restless pursuit of new markets, leading Amazon into risky new ventures like the Kindle and cloud computing, and transforming retail in the same way Henry Ford revolutionized manufacturing. The Everything Store will be the revealing, definitive biography of the company that placed one of the first and largest bets on the Internet and forever changed the way we shop and read.

Capitalism without Capital

A powerful lesson in what is really important in business, this remarkable book by an ultimate insider takes the lessons of the peddler and reveals how they can be used by the rest of us. Reminiscent of bestsellers such as "Who Moved My Cheese?" and "The One-Minute Manager, What the CEO Wants You to Know" is simple, direct, and of immense use to everyone in business.

Win at All Costs

Principles of Management is designed to meet the scope and sequence requirements of the introductory course on management. This is a traditional approach to management using the leading, planning, organizing, and controlling approach. Management is a broad business discipline, and the Principles of Management course covers many management areas such as human resource management and strategic management, as well behavioral areas such as

motivation. No one individual can be an expert in all areas of management, so an additional benefit of this text is that specialists in a variety of areas have authored individual chapters.

Introduction to Business

800-CEO-READ BESTSELLER Featured in Fortune, Harvard Business Review, and Entrepreneur, *Go Long* is “mandatory reading for the CEOs and boards of all public companies,” according to David M. Rubenstein, co-founder and co-executive chairman of The Carlyle Group. The lifespans of companies are growing shorter each day. Why do some companies thrive and grow, while others fail? Inspired by the CEO Academy, the annual off-the-record gathering of chief executives organized by the authors, reveals how some of the world’s most prominent business leaders resisted short-term pressures to successfully manage their organizations for the long term, and in turn, aim to create more jobs, more satisfied customers, and more shareholder wealth. In *Go Long*, authors Dennis Carey, Brian Dumaine, Michael Useem, and Rodney Zempel take you behind the scenes to witness the business decisions that are enabling leading organizations to outsmart and outlast the competition. Why did CEO Larry Merlo allow CVS to take a \$2 billion hit—on purpose? How did former CEO Alan Mulally maneuver Ford’s \$48 billion turnaround? How did director Maggie Wilderotter and her fellow board members engage top management to embark on an unusual exercise to help Hewlett Packard Enterprise build a long-term strategy? Why did former

CEO Paul Polman turn back to Unilever’s original mission of leading with a purpose to fuel profits? How did former Verizon CEO Ivan Seidenberg convince his investors and board to allow him to make a \$150 billion bet? How did former CEO George Buckley find a way to address investor calls for 3M to spend less on research and development while still finding a way to innovate? These leaders argue that a short-term mindset might satisfy investors for this quarter or next, but there’s a heavy price to be paid. Instead, they argue, long-term thinking is your best short-term strategy. “Considering the enormous harm that short-term investing has done not only to companies, but to countries as well, this book should be required reading in boardrooms everywhere. A concise, powerful call for responsible, long-term business practices.” —Kirkus Reviews “A must-read. If you’re looking to build or lead a company that grows consistently not just from quarter to quarter, but year to year this book is for you.” —Indra Nooyi, Board of Directors, Amazon; former Chairman and CEO, PepsiCo, Inc.

The It Girl Rules: Get Hired & Stay Hired

This work has been selected by scholars as being culturally important, and is part of the knowledge base of civilization as we know it. This work was reproduced from the original artifact, and remains as true to the original work as possible. Therefore, you will see the original copyright references, library stamps (as most of these works have been housed in our most important libraries around the world), and

other notations in the work. This work is in the public domain in the United States of America, and possibly other nations. Within the United States, you may freely copy and distribute this work, as no entity (individual or corporate) has a copyright on the body of the work. As a reproduction of a historical artifact, this work may contain missing or blurred pages, poor pictures, errant marks, etc. Scholars believe, and we concur, that this work is important enough to be preserved, reproduced, and made generally available to the public. We appreciate your support of the preservation process, and thank you for being an important part of keeping this knowledge alive and relevant.

Principles of Management

Dark Towers

How maverick companies have passed up the growth treadmill — and focused on greatness instead. It's an axiom of business that great companies grow their revenues and profits year after year. Yet quietly, under the radar, a small number of companies have rejected the pressure of endless growth to focus on more satisfying business goals. Goals like being great at what they do, creating a great place to work, providing great customer service, making great contributions to their communities, and finding great ways to lead their lives. In *Small Giants*, veteran journalist Bo Burlingham takes us deep inside fourteen remarkable companies that have chosen to

march to their own drummer. They include Anchor Brewing, the original microbrewer; CitiStorage Inc., the premier independent records-storage business; Clif Bar & Co., maker of organic energy bars and other nutrition foods; Righteous Babe Records, the record company founded by singer-songwriter Ani DiFranco; Union Square Hospitality Group, the company of restaurateur Danny Meyer; and Zingerman's Community of Businesses, including the world-famous Zingerman's Deli of Ann Arbor. Burlingham shows how the leaders of these small giants recognized the full range of choices they had about the type of company they could create. And he shows how we can all benefit by questioning the usual definitions of business success. In his new afterward, Burlingham reflects on the similarities and learning lessons from the small giants he covers in the book. From the Hardcover edition.

The International Brand Valuation Manual

The It Girl Rules: Get Hired & Stay Hired reveals the keys to success for women who aspire to enter and ascend through the ranks of Corporate America. In this book, readers will discover an invaluable roadmap for the shortest path between "Hello" and "You're Hired" as well as effective strategies for job hunting, networking, positioning yourself for promotion, handling a bad manager, transitioning between jobs, and much more!

The New CEOs

“An engrossing story of audacious entrepreneurship and big-industry disruption, [this] is a tale for our times.” —Charles Duhigg, author of *Smarter Faster Better* An investigative look into a beloved, disruptive, notorious start-up This is the remarkable behind-the-scenes story of the creation and growth of Airbnb, the online lodging platform that is now the largest provider of accommodations in the world. At first just the wacky idea of cofounders Brian Chesky, Joe Gebbia, and Nathan Blecharczyk, Airbnb has become indispensable to millions of hosts and travelers around the world. Fortune editor Leigh Gallagher presents the first nuanced, in-depth look at the Airbnb phenomenon—the successes and controversies alike—and takes us behind the scenes as the company’s young CEO steers into increasingly uncharted waters. “A fast-paced, fun dive into one of the seminal firms of our time; through the tale of Airbnb, Leigh Gallagher shows us how the sharing economy can be a force for emotional connection—as well as for social and business disruption.” —Rana Foroohar, Financial Times columnist and CNN global economic analyst

Intermediate Accounting, Volume 1, Loose-Leaf Print Companion

Introduction to Human Resource Management is a comprehensive and accessible guide to the subject of HRM. Drawing on the authors' experiences in both the public and private sectors and underpinned by academic theory, this textbook follows the logical sequence of the employment cycle and shows how

human resource management plays out in practice. It covers organizational culture, the role of the HR professional, HR planning, recruitment and selection, talent management, L&D, motivation and performance, health and safety, diversity and equality, employment law, change management and handling and managing information. With a range of pedagogical features, including contemporary case studies and review questions, Introduction to Human Resource Management maps to the CIPD Level 3 Foundation Certificate in HR Practice and is also ideal for foundation and undergraduate students encountering HRM for the first time. This fully updated 4th edition has been revised and expanded to include coverage of zero-hours contracts and the gig economy, social media and e-recruitment and the UK apprenticeship levy. Online supporting resources include an instructor's manual, lecture slides and students' resources including multiple choice questions, additional case studies and reflective questions for self-study.

Turkish Economy

#1 NEW YORK TIMES AND WALL STREET JOURNAL BESTSELLER Pay brand-new employees \$2,000 to quit Make customer service the responsibility of the entire company-not just a department Focus on company culture as the #1 priority Apply research from the science of happiness to running a business Help employees grow-both personally and professionally Seek to change the world Oh, and make money too . . . Sound crazy? It's all standard operating procedure at

Zappos, the online retailer that's doing over \$1 billion in gross merchandise sales annually. After debuting as the highest-ranking newcomer in Fortune magazine's annual "Best Companies to Work For" list in 2009, Zappos was acquired by Amazon in a deal valued at over \$1.2 billion on the day of closing. In *DELIVERING HAPPINESS*, Zappos CEO Tony Hsieh shares the different lessons he has learned in business and life, from starting a worm farm to running a pizza business, through LinkExchange, Zappos, and more. Fast-paced and down-to-earth, *DELIVERING HAPPINESS* shows how a very different kind of corporate culture is a powerful model for achieving success-and how by concentrating on the happiness of those around you, you can dramatically increase your own. To learn more about the book, go to www.deliveringhappinessbook.com.

Leading Organizations

The ONE Thing

This book scrutinizes the last 15 years of exceptional growth in the Turkish economy, and presents a model for sustainable ongoing growth that has particular implications for other key emerging economies. The growth of the Turkish economy in the 2000's was based on two integrated fundamental factors: fixing deteriorating dynamics and implementing further reforms to stimulate economic activity. This basic formula led to pleasing rates of economic growth, fuelled particularly by domestic private investments

along with revived consumption and exports. Driven by political stability established by single party governments in the post-2002 period, an improved economic outlook helped Turkey enjoy record levels of foreign investment, adding momentum to its growth story. The Turkish experience in the post-crisis period implies that in order to achieve a fast and - more importantly - sustainable onward growth, the economy needs a new generation of structural reforms that simultaneously heal fragility and vitalize economic activity. The papers in this book offer professional assessments and assistance - especially for policymakers, and present a new direction upon which the Turkish economy - and emerging markets - can progress successfully for a further 15 years.

Blockchain Babel

To support the broadening spectrum of project delivery approaches, PMI is offering A Guide to the Project Management Body of Knowledge (PMBOK® Guide) - Sixth Edition as a bundle with its latest, the Agile Practice Guide. The PMBOK® Guide - Sixth Edition now contains detailed information about agile; while the Agile Practice Guide, created in partnership with Agile Alliance®, serves as a bridge to connect waterfall and agile. Together they are a powerful tool for project managers. The PMBOK® Guide - Sixth Edition - PMI's flagship publication has been updated to reflect the latest good practices in project management. New to the Sixth Edition, each knowledge area will contain a section entitled Approaches for Agile, Iterative and Adaptive

Environments, describing how these practices integrate in project settings. It will also contain more emphasis on strategic and business knowledge—including discussion of project management business documents—and information on the PMI Talent Triangle™ and the essential skills for success in today's market. Agile Practice Guide has been developed as a resource to understand, evaluate, and use agile and hybrid agile approaches. This practice guide provides guidance on when, where, and how to apply agile approaches and provides practical tools for practitioners and organizations wanting to increase agility. This practice guide is aligned with other PMI standards, including A Guide to the Project Management Body of Knowledge (PMBOK® Guide) – Sixth Edition, and was developed as the result of collaboration between the Project Management Institute and the Agile Alliance.

The Everything Store

What do Brazil's top beauty brand, America's second-fastest-growing restaurant chain, and the world's third bestselling car have in common? They are shattering the myth that acting sustainably and building a billion-dollar business are mutually exclusive. Green Giants examines nine companies that are merging social responsibility with wild profitability—and reveals the six factors responsible for their success, including: Iconoclastic Leadership fueled by deep conviction and a rebellious streak * Disruptive Innovation that uses sustainability to spur the development of radically better products and services * A Higher Purpose that

ignites the company-when the mission leads, profits follow * Mainstream Appeal with positioning and packaging stripped of the crunchy clich's that alienate the average customer. This new breed of billion-dollar businesses proves it's possible to achieve enormous success while implementing sustainable principles that help consumers live better lives. Ranging from start-ups to business lines incubated within major multinationals, these companies collectively represent over \$60 billion in revenue. What's more-many command wider profit margins and are growing faster than their conventional counterparts. Packed with eye-opening research, exclusive interviews, and enlightening examples from Chipotle, Toyota, Unilever, Tesla, General Electric, and more, Green Giants serves as a blueprint for sustainable success that anyone can follow.

The Valuation of Digital Intangibles

This book offers a primer on the valuation of digital intangibles, a trending class of immaterial assets. Startups like successful unicorns, as well as consolidated firms desperately working to re-engineer their business models, are now trying to go digital and to reap higher returns by exploiting new intangibles. This book is innovative in its design and concept since it tackles a frontier topic with an original methodology, combining academic rigor with practical insights. Digital intangibles range from digitized versions of traditional immaterial assets (brands, patents, know-how, etc.) to more trendy applications like big data, Internet of Things, interoperable

databases, artificial intelligence, digital newspapers, social networks, blockchains, FinTech applications, etc. This book comprehensively addresses related valuation issues, and demonstrates how best practices can be applied to specific asset appraisals, making it of interest to researchers, students, and practitioners alike.

Glass House

Game-changing disruptions will likely unfold on your watch. Be ready. In *Dual Transformation*, Scott Anthony, Clark Gilbert, and Mark Johnson propose a practical and sustainable approach to one of the greatest challenges facing leaders today: transforming your business in the face of imminent disruption. *Dual Transformation* shows you how your company can come out of a market shift stronger and more profitable, because the threat of disruption is also the greatest opportunity a leadership team will ever face. Disruptive change opens a window of opportunity to create massive new markets. It is the moment when a market also-ran can become a market leader. It is the moment when business legacies are created. That moment starts with the core dual transformation framework: Transformation A: Repositioning today's business to maximize its resilience, such as how Adobe boldly shifted from selling packaged software to providing software as a service. Transformation B: Creating a new growth engine, such as how Amazon became the world's largest provider of cloud computing services. Capabilities link: Fighting unfairly by taking advantage

of difficult-to-replicate assets without succumbing to the “sucking sound of the core.” Anthony, Gilbert, and Johnson also address the characteristics leaders must embrace: courage, clarity, curiosity, and conviction. Without them, dual transformation efforts can founder. Building on lessons from diverse companies, such as Adobe, Manila Water, and Netflix, and a case study from Gilbert’s firsthand experience transforming his own media and publishing company, *Dual Transformation* will guide executives through the journey of creating the next version of themselves, allowing them to own the future rather than be disrupted by it.

Three Steps to Wealth & Financial Security

Every year, over 10,000 business books are published—and that’s before you add in the hundreds of thousands of articles, blogs, and video lectures that are produced. Leaders can’t possibly hope to digest it all, and writers increasingly sensationalize and spin their ideas in order to be noticed. The result? Put quite simply, the field of management thinking is in danger of losing the plot. In this new book, Scott Keller and Mary Meaney—Senior Partners at McKinsey & Company, the world’s preeminent management consultancy—cut to the chase by answering the 10 most important and timeless questions that every leader needs to answer in order to maximize the performance and health of their organization. What’s more, the authors recognize that great leaders may not have time for long-winded business books. In

Leading Organizations, answers are kept to the essentials-hard facts, counter-intuitive insights, and practical steps-all presented in an accessible and highly visual format. If there's one essential business book you should read-ever-it's this one.

Black Edge

The International Brand Valuation Manual is a detailed and extensive review of the main brand valuation models. The book reveals the state of the art in the field of brand valuation and coherently relates major trends in the theory and practice of brand valuation. This “one-stop” source is for valuation professionals as well as financial and marketing specialists who need to have an understanding of the principal valuation methods. Salinas also analyses the respective efficacy, advantages, disadvantages, and prospects for the future for each method. The book: - Provides a thorough overview of all the tools available for the brand valuation practitioner. - Offers an informed view on which methodologies are most suitable for different types of applications, and explains why. - Acts as an all-in-one source of reference for specialists who advise clients on which methodology to employ, or who are considering adopting one themselves. - Features case studies and examples from Guinness, PwC, Rolls-Royce, Santander, Shell, Telefonica, Unilever, BMW, Hanson Trust, Cadbury-Schweppes, Kellogg, Coco-Cola, Mercedes, Rolex, among others. Gabriella Salinas is the Global Brand Manager at Deloitte Touche Tohmatsu, Madrid, Spain.

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