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# Give And Take Why Helping Others Drives Our Success

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Give and Take illuminates what effective networking, collaboration, influence, negotiation, and leadership skills have in common. Adam Grant, an award-winning researcher and Wharton's highest-rated professor, examines the surprising forces that shape why some people rise to the top of the success ladder while others sink to the bottom.

Give and Take presents the road to success for the twenty-first century." —Maria Eitel, founding CEO and president, the Nike Foundation "In an era of business literature that drones on with the same-old, over-used platitudes, Adam Grant forges into brilliant new territory. Give and Take helps readers understand how to maximize their

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The majority of giving starts with a request for help, Grant said, but in a "lone ranger" culture those requests are never made, and givers end up frustrated. The final key to ensuring a giver-friendly culture is strategic hiring.

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