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The Self-made Billionaire Effect Deluxe

What Comes After Money?

Getting Beyond Better

How Extreme Producers Create Massive Value

A Guide to Pursuing Great Performance in Work and Life

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A Drama in Two Acts

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The Education of a Landscape Architect
A Leader's Guide to Integrative Thinking
Decoding the Mental Habits of Successful Thinkers
How to Design Strategic Conversations That Accelerate Change
The Obstructed Path
Roger Martin du Gard and Maumort
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Proceedings of the Suffolk Institute of Archaeology
A Critical Bibliography of French Literature
The Novelist and History
The Opposable Mind

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KIM JOHNSON

The Self-made Billionaire Effect Deluxe Simon and Schuster
What constitutes successful thinking in business? What are the techniques used by some of the top minds in the business world to solve problems and create value? In *Diaminds*, Mihnea Moldoveanu and Roger Martin, creators of the Integrative Thinking curriculum at the Rotman School of Management, draw upon numerous case studies and interviews - as well as theories and models from cognitive psychology, epistemology, analytic philosophy, and semiotics - to present a new conception of

successful intelligence that is immediately applicable to business situations. The 'diamind' (or dialogical mind) is characterized by a number of qualities: the ability to simultaneously hold opposing plans, models, and courses of action in mind while retaining the ability to act (bi-stability), logical depth and informational breadth in one's thinking processes (meliorism), the ability to choose among various representations of the world, the self, and others (choicefulness), and the capacity to think about how to analyse and solve a problem while at the same time thinking about the problem itself (polyphony). The authors discuss these concepts in detail, and provide examples and exercises throughout to encourage readers to examine and re-engineer their own thought patterns to develop these qualities and cultivate their own

'diaminds'.

What Comes After Money? North Atlantic Books

Move Beyond Trade-Off Thinking When it comes to our hardest choices, it can seem as though making trade-offs is inevitable. But what about those crucial times when accepting the obvious trade-off just isn't good enough? What do we do when the choices in front of us don't get us what we need? In those cases, rather than choosing the least worst option, we can use the models in front of us to create a new and superior answer. This is integrative thinking. First introduced by world-renowned strategic thinker Roger Martin in *The Opposable Mind*, integrative thinking is an approach to problem solving that uses opposing ideas as the basis for innovation. Now, in *Creating Great Choices*, Martin and his longtime thinking partner Jennifer Riel vividly illustrate how integrative thinking works, and how to do it. The book includes fresh stories of successful integrative thinkers that will demystify the process of creative problem solving, as well as practical tools and exercises to help readers engage with the ideas. And it lays out the authors' four-step methodology for creating great choices, which can be applied in virtually any context. The result is a replicable, thoughtful approach to finding a "third and better way" to make important choices in the face of unacceptable trade-offs. Insightful and instructive, *Creating Great Choices* blends storytelling, theory, and hands-on advice to help any leader or manager facing a tough choice.

[Getting Beyond Better](#) Harvard Business Press

A novelist and screenwriter as well as a playwright, David Rabe is a major voice in American theater and holds an undisputed place in the ranks of contemporary dramatists. *Streamers*, part of the

Vietnam trilogy which includes *The Basic Training of Pavlo Hummel* and *Sticks and Bones* (The Vietnam Plays, volume one), is the story of a group of paratroopers desperately attempting to cope with the chaos of their emotions when they are ordered to Vietnam. In this volume, *Streamers* is paired with *The Orphan*, a brilliant synthesis of classic Greek drama and the conflicted character of contemporary America. All four plays focus on what the author calls "the eternal human pageant." War is not a political phenomenon but an elemental force, a human inevitability, like love or death, and Rabe's plays encompass it as such. They are essential works about our society.

How Extreme Producers Create Massive Value Wildside Press LLC

Most people believe that money is organic and inevitable; we forget that money is just a tool created to perform certain functions. But just as computer programmers drop out-of-date tools and pick up better ones as soon as they become available, we might switch from bank-financed currency to a more equitable method for transferring goods and services. As an operating system for society, money needs a major upgrade. *What Comes After Money?* offers a wealth of alternatives to the current monetary system. In this anthology of essays drawn from the popular web magazine *Reality Sandwich*, 20 visionary thinkers explore the roots of the modern economic crisis and propose diverse solutions: instituting local currencies; creating reputation or gift economies (based on historical and contemporary); introducing spirituality into the equation; and many more. Contributors include economist Bernard Leitaer, media theorist Douglas Rushkoff, musician Paul D. Miller (a.k.a. DJ Spooky), theoretical physicist Amit Goswami, Larry Harvey (founder of

Burning Man), and Peter Lamborn Wilson (a.k.a. Hakim Bey). About the Imprint: EVOLVER EDITIONS promotes a new counterculture that recognizes humanity's visionary potential and takes tangible, pragmatic steps to realize it. EVOLVER EDITIONS explores the dynamics of personal, collective, and global change from a wide range of perspectives. EVOLVER EDITIONS is an imprint of North Atlantic Books and is produced in collaboration with Evolver, LLC.

[A Guide to Pursuing Great Performance in Work and Life](#)
University of Toronto Press

This series of bibliographical references is one of the most important tools for research in modern and contemporary French literature. No other bibliography represents the scholarly activities and publications of these fields as completely.

The Self-made Billionaire Effect e-artnow

The years of political and social despair in France—from the great depression through the Nazi occupation, Resistance, and liberation, to the Algerian War—forced French intellectuals to rethink the values of their culture. Their faltering attempts to break out of a psychological impasse are the subject of this thoughtful and compassionate book by a distinguished American historian. In this first treatment of contemporary French thought to bridge philosophy, literature, and social science and to show its relation to comparable thinking in Germany, Britain, and the United States. Hughes also assesses the work of other writers in terms of their emotional biography and role in society. Hughes found those who struggled to find meaning and purpose amid chaos to be among the most brilliant minds of their century. They included the social historians Bloch and Febvre; the Catholic

philosophers Maritain and Marcel; the proponents of heroism Martin du Gard, Bernanos, Saint-Exupéry, Malraux, and DeGaulle; and the phenomenologists Sartre and Merleau-Ponty. They also included the strangely assorted trio of Camus, Teilhard de Chardin, and Levi-Strauss, who showed the way to a wider cultural community. Yet in nearly every case these scholars achieved something quite different from what they set out to do. For this self-questioning generation, the interchange between history and anthropology became most compelling and of greatest interest to the world outside. The *Obstructed Path* blends H. Stuart Hughes' concern for the many ways in which historians define and practice their craft, his lifelong interest in literature, his fascination with the influence of Marx and Freud, and his empathy with the varieties of Christian thought. It also demonstrates his delicate grasp of singular personalities such as Bernanos, Merleau-Ponty, Jean-Paul Sartre and Levi-Strauss. His profound insight into the flaws of many elaborate philosophical constructions, and into t

Journals of the House of Lords Penguin

Artistry Unleashed is about working and living at the edge of what you know and beyond. Surprise, uncertainty, ambiguity, intensity, and change are all disruptive forces that we often avoid or fear. Yet they are the essential origin of both creativity and great performance. Imagine if you could make effective progress with no clear plan or destination in view; if you could achieve excellence without sacrificing creativity; if you could invest passion even as you apply reason and intelligence. Learn how artistry, when allowed to escape studio walls, can help painters, CEOs, athletes, scientists, chefs, and you to achieve these

powerful capabilities. Artistry Unleashed provides original and practical tools to transform what we think about artistry's role in professions, in organizations, in education, and, most importantly, in everyday life. Artistry Unleashed reveals the unique features of artistic work in any field: enigmatic problems; qualitative intelligence; cognitive emotions; downstream and upstream learning; and your personal knowledge system.

The Design of Business Harvard Business Press

This title available in eBook format. Click here for more information. Visit our eBookstore at: www.ebookstore.tandf.co.uk. French Twentieth Bibliography Lulu.com

Imagine what Atari might have achieved if Steve Jobs had stayed there to develop the first massmarket personal computer. Or what Steve Case might have done for PepsiCo if he hadn't left for a gaming start-up that eventually became AOL. What if Salomon Brothers had kept Michael Bloomberg, or Bear Stearns had exploited the inventive ideas of Stephen Ross? Scores of top-tier entrepreneurs worked for established corporations before they struck out on their own and became self-made billionaires. People like Mark Cuban, John Paul DeJoria, Sara Blakely, and T. Boone Pickens all built businesses—in some cases, multiple businesses—that are among today's most iconic brands. This fact raises two profound questions: Why couldn't their former employers hang on to these extraordinarily talented people? And why are most big companies unable to create as much new value as the world's roughly 800 self-made billionaires? John Sviokla and Mitch Cohen decided to look more closely at self-made billionaires because creating \$1 billion or more in value is an incredible feat. Drawing on extensive research and interviews,

the authors concluded that many of the myths perpetuated about billionaires are simply not true. These billionaires aren't necessarily smarter, harder working, or luckier than their peers. They aren't all prodigies, crossing the billionaire finish line in their twenties. Nor, most of the time, do they create something brand-new: More than 80 percent of the billionaires in the research sample earned their billions in highly competitive industries. The key difference is what the authors call the "Producer" mind-set, in contrast with the far more pervasive "Performer" mind-set. Performers strive to excel in well-defined areas, and are important. But Producers are critical to any company looking to create massive value because they redefine what's possible, rather than simply meeting preexisting goals and standards. Combining sound judgment with imaginative vision, Producers think up entirely new products, services, strategies, and business models. Big companies tend to reward Performers and discourage the unconventional ways of Producers. But it's the latter who integrate multiple ideas, perspectives, and actions, and who trust their insights enough to make game-changing bets. This book breaks down the five critical habits of mind of massive value-creators, so you can learn how to identify, encourage, and retain such individuals—and maybe even become one yourself. The Self-made Billionaire Effect will forever change the way you think about talent and business value. In honor of The Self-Made Billionaire Effect purchases, PricewaterhouseCoopers LLP is making a significant contribution to DonorsChoose.org, an online charity that connects public school teachers in need of classroom materials and experiences with individual donors who want to help. PwC's gift will support financial literacy projects around the

country.

Criminal Litigation 2020-2021 University of Toronto Press
 Playing to Win How Strategy Really Works Harvard Business Press
Why Design Thinking is the Next Competitive Advantage Harvard Business Press

Presents a biographical sketch of French writer Roger Martin du Gard (1881-1958), compiled by The Nobel Foundation. Profiles Martin du Gard's writing career and notes that he won the 1937 Nobel Prize for Literature.

Artistry Unleashed Harvard Business Press

The numerous selections in this volume give, for the first time, a true idea of the range of Swift's writing over half a century. Besides many familiar works, the editors have included correspondence, political pamphlets, poetry, a sermon, and pieces for the popular press.

How Strategy Really Works Syracuse University Press

Medical practitioners are key actors in many well-known works of fiction and literature, presenting a vital insight into the social, medical, scientific and ethical concerns of their authors and readers. However, medical professionals are often left little time to explore such cultural perceptions of their profession, and by extension themselves, despite the extent to which the views of their patients and society have been - and still are - shaped by them. *Doctors in Fiction* explores and analyzes representations of medical practitioners in fiction, encompassing classic and contemporary literature, popular fiction, and authors from many nations and traditions. These include among others: Albert Camus A* Anton Checkhov A* Robertson Davies A* Graham Greene A* George Eliot A* Ian McEwan A* F. Scott Fitzgerald A*

Jaroslav Hasek A* Henrik Ibsen A* John Irving A* Patrick O'Brien A* Boris Pasternak A* Aleksandr Solzhenitsyn This book will be of interest to those with an interest in the medical humanities, and to students of cultural history and literature. It will also be of particular interest to medical practitioners of all kinds who enjoy literature and wish to understand and reflect upon wider perceptions of their profession.

With Notes on the Surrounding Neighbourhood of Hornsey, Crouch End, Muswell Hill, Etc Grove/Atlantic, Inc.

Criminal Litigation offers a comprehensive and practical guide to the subject. Using realistic case studies and online resources, students are encouraged to focus on putting their understanding into a practical context. Diagrams, self-test questions, and summaries of key points ensure the text is easy to use.

When More Is Not Better Susquehanna University Press

If you want to be as successful as Jack Welch, Larry Bossidy, or Michael Dell, read their autobiographical advice books, right? Wrong, says Roger Martin in *The Opposable Mind*. Though following best practice can help in some ways, it also poses a danger: By emulating what a great leader did in a particular situation, you'll likely be terribly disappointed with your own results. Why? Your situation is different. Instead of focusing on what exceptional leaders do, we need to understand and emulate how they think. Successful businesspeople engage in what Martin calls integrative thinking creatively resolving the tension in opposing models by forming entirely new and superior ones. Drawing on stories of leaders as diverse as AG Lafley of Procter & Gamble, Meg Whitman of eBay, Victoria Hale of the Institute for One World Health, and Nandan Nilekani of Infosys, Martin shows

how integrative thinkers are relentlessly diagnosing and synthesizing by asking probing questions including: What are the causal relationships at work here? and What are the implied trade-offs? Martin also presents a model for strengthening your integrative thinking skills by drawing on different kinds of knowledge including conceptual and experiential knowledge. Integrative thinking can be learned, and *The Opposable Mind* helps you master this vital skill.

Analytical Index to the Series of Records Known as the Remembrancia Cornell University Press

Who drives transformation in society? How do they do it? In this compelling book, strategy guru Roger L. Martin and Skoll Foundation President and CEO Sally R. Osberg describe how social entrepreneurs target systems that exist in a stable but unjust equilibrium and transform them into entirely new, superior, and sustainable equilibria. All of these leaders--call them disrupters, visionaries, or changemakers--develop, build, and scale their solutions in ways that bring about the truly revolutionary change that makes the world a fairer and better place. The book begins with a probing and useful theory of social entrepreneurship, moving through history to illuminate what it is, how it works, and the nature of its role in modern society. The authors then set out a framework for understanding how successful social entrepreneurs actually go about producing transformative change. There are four key stages: understanding the world; envisioning a new future; building a model for change; and scaling the solution. With both depth and nuance, Martin and Osberg offer rich examples and personal stories and share lessons and tools invaluable to anyone who aspires to drive

positive change, whatever the context. *Getting Beyond Better* sets forth a bold new framework, demonstrating how and why meaningful change actually happens in the world and providing concrete lessons and a practical model for businesses, policymakers, civil society organizations, and individuals who seek to transform our world for good.

Essays from Reality Sandwich on Transforming Currency and Community Cornell University Press

If you want to be as successful as Jack Welch, Larry Bossidy, or Michael Dell, read their autobiographical advice books, right? Wrong, says Roger Martin in *The Opposable Mind*. Though following best practice can help in some ways, it also poses a danger: By emulating what a great leader did in a particular situation, you'll likely be terribly disappointed with your own results. Why? Your situation is different. Instead of focusing on what exceptional leaders do, we need to understand and emulate how they think. Successful businesspeople engage in what Martin calls integrative thinking creatively resolving the tension in opposing models by forming entirely new and superior ones. Drawing on stories of leaders as diverse as AG Lafley of Procter & Gamble, Meg Whitman of eBay, Victoria Hale of the Institute for One World Health, and Nandan Nilekani of Infosys, Martin shows how integrative thinkers are relentlessly diagnosing and synthesizing by asking probing questions including: What are the causal relationships at work here? and What are the implied trade-offs? Martin also presents a model for strengthening your integrative thinking skills by drawing on different kinds of knowledge including conceptual and experiential knowledge. Integrative thinking can be learned, and *The Opposable Mind*

helps you master this vital skill.

Streamers New York : Twayne

Moments of Impact is a book on a mission: to eradicate time-sucking, energy-depleting workshops and meetings. In our fast-changing world, organizations have important challenges and opportunities to address—and no time to waste. Moments of Impact delivers the single most useful resource for managers and leaders who need better strategic conversation—now—to shape the future of their organizations. Moments of Impact is an essential guide for ambitious leaders who get assigned the hardest and most vexing strategic issues in their organizations, for entrepreneurs trying to manage board expectations, for social change agents pioneering new business models for community impact, for hopeful educators and healthcare practitioners trying to transform slow-to-change industries, and for enterprising students committed to tackling global challenges. Drawing on decades of combined experience as innovation strategists, Ertel and Solomon articulate the purpose, principles, and practices of well-designed strategic conversations. They weave together a lively and compelling mix of social science theories and research, interviews with more than 100 thought leaders, organization leaders, and practitioners, as well as dozens of anecdotes and practical cases from diverse organizations. The book also includes a sixty-page Starter Kit with diagnostic questions, best

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practices, tips and suggestions, and recommended readings to enable you to put the ideas to work immediately.

A New Way to Think Samuel French, Inc.

Four young recruits and two veterans in an army barracks await the orders that will send them to Vietnam.

Spy Novels, Murder Mysteries & Thriller Classics: Great Impersonation, The Double Traitor, Cinema Murder, Wrath to Come, Peter Ruff and The Double Four, False Gods, The Outcast... Harvard Business Press

When he was awarded the Nobel Prize for Literature in 1937, Roger Martin du Gard had achieved fame as the author of Jean Barois and the series of family novels entitled Les Thibault. His *Oeuvres Complètes* was published in 1955, three years before his death, with a Preface by Albert Camus. Using an interdisciplinary method, Professor Schalk traces the novelist's development, emphasizing the impact on his writing of such momentous events as the Dreyfus Affair and the First World War. Martin du Gard is shown to be an important transitional figure in ways not heretofore recognized. His treatment of historical events is compared with that of such writers as Proust, Anatole France, Jules Romains, and Sartre; and the possible contribution of the novel to a greater understanding of history is explored. Citations from the novelist's correspondence help to document the analysis of his changing attitudes as they are reflected in his fiction.