
Executive Charisma Six Steps To Mastering The Art Of Leadership

Resilient Leadership for 21st-Century Organizations

The Irrational Quest for Charismatic CEOs

Own the Room

Four Steps to Authenticity and Charisma

The CEO Difference: How to Climb, Crawl, and Leap Your Way to the Next Level of Your Career

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The Art of Small Talk & Winning First Impressions - How to Start Conversations, Build Rapport and Have Relationships That Last!

The Subversive Evangelical

Organizational Behavior in Health Care

The Coachable Leader

How Anyone Can Master the Art and Science of Personal Magnetism

How to Captivate, Inspire, and Influence for Maximum Success

The \$100,000 Club

A History of Charisma

Cultivating Leaders

A Guide to Cultivating Success and Thriving in the Workplace

10 Bold Steps that Define Gutsy Leaders

The 22 Vital Traits You Need to Be the Person at the Top

Trust Me

The Leadership Quotient

10 Jolts to Ignite Your Entrepreneurial Spirit

The Difference and Why It Matters

What's Holding You Back?

Discover Your Signature Voice to Master Your Leadership Presence

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

Six Steps to Mastering the Art of Leadership : [Summary].

Executive Charisma

What Makes an Effective Executive (Harvard Business Review Classics)

Overcome the Lies about Personal Magnetism, Get People to Feel Your Charisma and Influence Others with Your Words

Breaking into the Boys' Club

An Everyday Guide to Developing Your Own Charisma and Compelling Communications Skills

Why Some Companies Make the Leap ... and Others Don't

Organizational Behavior, Theory, and Design in Health Care
How to Act Like a CEO: 10 Rules for Getting to the Top and Staying There

*Executive Charisma Six Steps To
Mastering The Art Of Leadership*

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ROY ROMAN

Resilient Leadership for 21st-Century Organizations Jones & Bartlett Publishers

What if charisma could be taught? For the first time, science and technology have taken charisma apart, figured it out and turned it into an applied science: In controlled laboratory experiments, researchers could raise or lower people's level of charisma as if they were turning a dial. What you'll find here is practical magic: unique knowledge, drawn from a variety of sciences, revealing what charisma really is and how it works. You'll get both the insights and the techniques you need to apply this knowledge. The world will become your lab, and every person you meet, a chance to experiment. The Charisma Myth is a mix of fun stories, sound science, and practical tools. Cabane takes a hard scientific approach to a heretofore mystical topic, covering what charisma actually is, how it is learned, what its side effects are, and how to handle them.

[The Irrational Quest for Charismatic CEOs](#) Gill & Macmillan Ltd
Contemporary Leadership in Sport Organizations blends research on leadership with practical application of the skills and knowledge that students will need on the job. This text provides sport management students with a comprehensive understanding of the complex topic of leadership in sport through a presentation of foundational and contemporary research, numerous practical examples and analytical exercises, and thought-provoking self-assessments and quotes. More than leadership tips from a sport personality, Contemporary Leadership in Sport Organizations translates classic and contemporary research in leadership into leadership skills and behaviors that are useful in present-day sport settings. Synopses of research findings are presented in table format for an accessible approach to understanding the three Rs of leadership: relationships, results, and responsibility. In addition, a variety of learning features reinforce content: • Practical examples provide opportunities to critically consider the concepts under discussion. • Chapter-opening objectives, as well

as pre- and postchapter self-assessments, help students measure their understanding of chapter content. • Specific examples and case studies applicable to a broad range of sport leadership roles put research into practice. • On the Sidelines stories, Your Thoughts boxes, and questions at the end of chapters are incorporated throughout the book to provide examples and stimulate discussions applicable to a broad range of sport leadership roles across youth, amateur, intercollegiate, professional, and commercial sport organizations. Part I of the text offers a leadership primer, introducing the elements of business and educational environments in which sport organizations operate. Students will learn how leaders in sport organizations typically assume both managerial and leadership roles and how these roles integrate and diverge, and they will review the historical foundation and evolution of leadership theories from the academic literature. Part II covers applied leadership thought and action and how leaders can become more effective in addressing critical challenges of the present and future. Key topics such as decision making, organizational change, emotional intelligence, vision, strategic planning, and crisis management are discussed. Professional growth and development are the focus of part III, considering multiple approaches and tools for improving self-understanding, personal development, and leadership mentoring. Contemporary Leadership in Sport Organizations provides a foundational and contextualized body of information regarding thought and practice in leadership to inform and inspire students of sport management. Whether preparing for leadership roles in sport organizations or preparing for teaching, research, and academic study in the field of sport leadership, students will gain a solid understanding of the theoretical foundations of leadership in sport and how it is applied to sport-related organizations of all types and sizes.

[Own the Room](#) Princeton University Press

Nick Morgan shows how anyone can be an effective speaker by presenting an image of authenticity and respect for their audience, whether in a group presentation or a one-on-one conversation. He presents a four-step process, perfected in his

teaching at Harvard, that enables the reader to use their own personal speaking style while becoming a more persuasive and charismatic communicator and leader. The basis of this process is the fact that when words and body language are in conflict, body language wins every time. This isn't easy to overcome, because normally body language is immediate, while the words lag slightly behind, and even a momentary conflict is perceptible to the audience. The key to success is to train your body language to unconsciously align with your message. The four steps: Form the attitude and intent to be open, and then let your body naturally express that intent. This feeling of openness will naturally affect the content of what you are saying, and it's that natural evolution that is at the heart of the process. Become connected to your audience. This creates a mutual energy, and you will naturally begin to think in terms of what the audience wants and needs in shaping your content. Ask yourself, what's my underlying emotion? Why does this matter to me? Becoming passionate about what you have to say naturally makes your audience care about it too. Really listen to the audience. Understanding their needs and reactions will enable you to direct your communication in mutually beneficial ways.

Four Steps to Authenticity and Charisma McGraw Hill Professional

The pressures on executives to succeed, both internal and external, are intense. They are constantly fighting to make sense of their changing worlds and to make the right decisions for themselves, their teams and their business. Executive Advantage gives ambitious leaders the powerful strategies they need to become authentic 21st century leaders. It makes sense of the complexities faced by organizations, especially in the face of aggressive growth or, conversely, recession and downsizing. Any change presents challenges and it's the leader's role to tackle these head on. Understanding human needs, and the consequences of not meeting these needs, is key to effective handling of change, conflict and executive 'gremlins', the barriers and sticking points that can get in the way of optimal business performance. Leadership expert Jacqui Grey presents a 10 step solution for leaders who are looking to make a real difference in

their business.

[The CEO Difference: How to Climb, Crawl, and Leap Your Way to the Next Level of Your Career](#) Penguin

It takes only a few seconds for someone to make up their mind about what type of person you are. This book offers guidance on the unspoken rules of small talk and how to make a winning first impression each time you meet new people. It's a great way to learn the secrets of first impression management, to learn the art of what to say and what not to say, and to learn how to start a memorable conversation with anyone, anytime. This book is for anyone looking to increase their ability to meet and greet new people and leave them impressed and with a positive impression of you. Ideal for both business and personal scenarios. Get help and put your best foot forward!

The Laws of Charisma Sound Wisdom

Working Backwards is an insider's breakdown of Amazon's approach to culture, leadership, and best practices from two long-time Amazon executives. Colin started at Amazon in 1998; Bill joined in 1999. In Working Backwards, these two long-serving Amazon executives reveal and codify the principles and practices that drive the success of one of the most extraordinary companies the world has ever known. With twenty-seven years of Amazon experience between them, much of it in the early aughts—a period of unmatched innovation that brought products and services including Kindle, Amazon Prime, Amazon Studios, and Amazon Web Services to life—Bryar and Carr offer unprecedented access to the Amazon way as it was refined, articulated, and proven to be repeatable, scalable, and adaptable. With keen analysis and practical steps for applying it at your own company—no matter the size—the authors illuminate how Amazon's fourteen leadership principles inform decision-making at all levels and reveal how the company's culture has been defined by four characteristics: customer obsession, long-term thinking, eagerness to invent, and operational excellence. Bryar and Carr explain the set of ground-level practices that ensure these are translated into action and flow through all aspects of the business. Working Backwards is a practical guidebook and a corporate narrative, filled with the authors' in-the-room recollections of what "Being Amazonian" is like and how it has affected their personal and professional lives. They demonstrate that success on Amazon's scale is not achieved by the genius of

any single leader, but rather through commitment to and execution of a set of well-defined, rigorously-executed principles and practices—shared here for the very first time.

The 21 Indispensable Qualities of a Leader Harvard Business Review Press

The measure of the executive, Peter Drucker reminds us, is the ability to 'get the right things done'. Usually this involves doing what other people have overlooked, as well as avoiding what is unproductive. He identifies five talents as essential to effectiveness, and these can be learned; in fact, they must be learned just as scales must be mastered by every piano student regardless of his natural gifts. Intelligence, imagination and knowledge may all be wasted in an executive job without the acquired habits of mind that convert these into results. One of the talents is the management of time. Another is choosing what to contribute to the particular organization. A third is knowing where and how to apply your strength to best effect. Fourth is setting up the right priorities. And all of them must be knitted together by effective decision-making. How these can be developed forms the main body of the book. The author ranges widely through the annals of business and government to demonstrate the distinctive skill of the executive. He turns familiar experience upside down to see it in new perspective. The book is full of surprises, with its fresh insights into old and seemingly trite situations.

Executive Charisma: Six Steps To Masteri Jones & Bartlett Learning

"Leadership is not for everyone. It requires bold, gutsy individuals. If you accept that premise, you will find his [Bob Herbold's] book rewarding reading." —Harvey Schachter, The Globe and Mail
Quit hiding from tough decisions and learn to confront them head-on
Why do managers at all levels sacrifice corporate success by shying away from making the tough decisions? What's Holding You Back? reveals exactly why managers often hesitate to confront difficult issues-whether it's the absence of a perfect solution, the knowledge that no decision will please everyone, etc.-and, most importantly, how they can overcome these common managerial obstacles to maximize their company's success. What's Holding You Back? elucidates the ten core principles of confident leadership, outlining proven tactics by which managers can confront their inner wimp and highlight their inner courage. Features dynamic real-world examples from Apple,

Microsoft, Porsche, IBM, Merck, Canon, Sony, Whirlpool, IDEO, Tesco, P&G, Target, 3M, and more
Pinpoints the corporate failures that can result from hesitant or self-conscious organizations, and what managers can do to avoid them
Clearly delineates how managers can cultivate and deliver accountable and decisive leadership, even during the toughest dilemmas
What's Holding You Back? proves that practicing gutsy leadership is the key to operational and innovative excellence in the workplace
The Truth About Being a Leader McGraw Hill Professional
Argues that a manager's central responsibility is to create and implement strategies, challenges popular motivational practices, and shares anecdotes discussing how to enable action-oriented plans for real-world results.

Leadership Charisma Harvard Business Review Press

This book traces the history of the word 'charisma', and the various meanings assigned to it, from its first century origins in Christian theology to its manifestations in twenty-first century politics and culture, while considering how much of the word's original religious meaning persists in the contemporary secular understanding.

Working Backwards Kogan Page Publishers

What makes a truly successful leader? Whether you're the manager of a small team or the CEO of a global brand, learn how leading business figures have developed their leadership skills and management styles to become more effective leaders. In *The Emergence of Charismatic Business Leadership*, Harvard Business School Emeritus professor Richard S. Tedlow examines how the role of the business leader has changed since World War II. A handful of individuals have helped transform the face of modern-day leadership, making charisma essential to the role. But what does this change mean for the future? How can you become the next world-changing leader? In order to answer these questions, we must look at leaders like Oprah Winfrey, Elon Musk, and Steve Jobs. Today, Jobs is considered to be the model of the modern charismatic business leader, but it would have been inconceivable for him to be the CEO of a major company in 1955, the year he was born. Though all three of these pioneers were once outsiders, they each found success by innovating their management style and using their charisma to champion their clear and ambitious vision. Through Tedlow's in-depth accounts of modern business history, we see how charismatic leadership enables the creation

of revolutionary new products—the battery electric vehicle, the smart phone—and makes it possible for former outsiders to attain power and influence. However, the book also considers the careers of people who used their charisma to mislead, such as Jeff Skilling of Enron and Elizabeth Holmes of Theranos. Charisma can get you far, but if not accompanied by genuine character, it will lead you astray. In this thorough examination, Tedlow shows how charismatic figures have developed the leadership skills and management tools necessary to oversee a successful business and become a charismatic business leader.

Organizational Behavior, Theory, and Design in Health Care
AMACOM

When it comes to effective leadership, everyone has an opinion. But you don't need opinions: you need proven, real-world solutions, based on facts and evidence. That's what *The Truth About Being a Leader* delivers: high-power leadership techniques you can use every day, whether you lead one person or 100,000. Dr. Karen Otazo has spent more than 20 years coaching executives in virtually every type of organization. She's worked personally with more than 2,000 individuals, from interns to CEOs. Now, drawing on hundreds of secret leadership feedback reports, she reveals what actually works—and doesn't work—when it comes to being a great leader. You'll find simple, easy-to-use techniques for smoothly assuming new leadership roles...honing your style...maximizing your impact...crafting a vision, shaping strategies, and getting buy-in... using power wisely...handling tough coaching and feedback sessions...avoiding leadership pitfalls... strengthening key leadership relationships...inspiring people, building world-class teams, and achieving outstanding results. Prepare for the toughest challenges of leadership Widen your "mental bandwidth" in seven key areas Get beyond the numbers Learn how to use all your resources, tangible and intangible Sharpen your vision, and communicate it crisply Engage, motivate, and inspire all your audiences Don't let stress impact your performance Manage your stress, manage your energy Use power wisely, and choose your battles Apply the right touch: not too light, not too heavy-handed Grow your people, grow your team Develop outstanding people, achieve outstanding results Leaders aren't born, they're made... and you can make yourself a great leader, starting today! This book's 52 proven leadership principles and bite-size, easy-to-use techniques that

work!

The Art of Small Talk & Winning First Impressions - How to Start Conversations, Build Rapport and Have Relationships That Last!
McGraw Hill Professional

Find your signature voice People are drawn to and influenced by leaders who communicate authentically, connect easily with people, and have immediate impact. So how do you become one of them? How can you learn to "own the room"? This book will help you develop your leadership presence. According to Amy Jen Su and Muriel Maignan Wilkins, leadership presence is the ability to consistently and clearly articulate your value proposition while influencing and connecting with others. They offer a simple and compelling framework, as well as practical advice about how you can develop your own personal presence. No matter where you sit in an organization, you can "own the room" if you are able to do two things well: first, demonstrate your authentic value and distinction, and second, connect to others in a positive way. Leaders who are able to be authentic while connecting with and impacting others have what the authors call a "signature voice"—a means of self-expression that is uniquely and distinctly their own. Once you discover and express your own signature voice, you'll be ready to take your leadership presence to the next level. Filled with real-life stories and examples, *Own the Room* demystifies the concept of presence and gives you the tools you need to identify and embrace your unique leadership voice—and have a greater impact on the world around you.

The Subversive Evangelical Grand Central Publishing

Drawing on in-depth interviews with hundreds of the nation's top executives, D. A. Benton explains the 22 vital traits that make a CEO - the leader responsible for making decisions, guiding teams, selling ideas, managing crises, and conquering the mountains before them. You'll penetrate the mystery of why some people make it to the top and some don't, when they're all equally good at their jobs. You'll learn how to avoid getting fired and how to get promoted more quickly, how to enjoy the quality of life you want and deserve, and - if you decide you want to be the Big Boss - how to have the right character traits to get there. These are some of the traits that make a CEO. Are you ready to make them yours? You're gutsy and a little wild - yet modest and in control. You're competitive and tenacious - yet flexible and generous. You're willing to admit mistakes - yet unapologetic. You're secure

in yourself - yet constantly improving. You're original and straightforward - yet think before you talk. Make your ascent not only gratifying, but also exhilarating and fun. This is how chiefs run the show - and how you can act like a chief to become a chief, even sooner than you dreamed.

Organizational Behavior in Health Care Jones & Bartlett Learning

Master digital platforms to deliver powerful messages and build your personal brand "In the virtual world, every voice mail, e-mail, or tweet is fraught with the danger of misunderstanding or misdirection, which can be disastrous for results and/or relationships. For those on the rise or recently thrust into this very different world, this book is an exceptional resource . . . and entertaining too!" —Hal Johnson, Chairman, Global Human Resources Practice, Korn/Ferry International "Benton's insights on being seen as a leader remain as relevant as ever, even though the tools with which we work have changed dramatically. . . . The Virtual Executive provides a guide for making yourself and those around you successful in a rapidly evolving, connected, and virtual world." —Brian Fabes, CEO, Civic Consulting Alliance "Benton teaches us all the protocol for success in a digital age. What worked yesterday won't work today . . . and what will work tomorrow is in this book." —Rulon Stacey, Chairman, American College of Healthcare Executives; CEO, Poudre Valley Health Systems; author, *Over Our Heads* "Benton's book empowers you to play at the top of your game—not just in person, but from afar." —Paola Bonomo, Head of Online Services, Vodafone Omnitel N.V. "A must-read as applicable to the novice new hire as it is to the CEO." —John Odegaard, Executive Director, U.S. Naval War College Foundation "A remarkably focused tool for the successful executive striving to be better in the digital age. I literally could not put the book down once I started it." —Stan Payne, CEO, Canaveral Port Authority About the Book: When was the last time you were in a meeting and every participant was in the room? How many people do you know who work from remote sites? How many e-mails did you receive and send at work today? Blogging, commenting, tagging, e-mailing, texting, video chatting. Everywhere you turn these days, there's a new way to communicate ideas and opinions. Whether you're a C-suite executive or a mid-level manager, you have to be able to move seamlessly among all the available digital platforms in order to

communicate your message effectively. In *The Virtual Executive*, world-renowned CEO coach and bestselling author Debra Benton teaches you everything you need to know to navigate today's seemingly endless choices of social media and virtual communication tools in order to stay relevant in a sea of competition. From videoconferencing, instant messaging, and webinars to LinkedIn, Facebook, and Twitter, Benton explains how and when to use each platform to: Differentiate yourself from others in the vast digital world Deliver a clear, powerful message Make people remember you for the right reasons Build trust with colleagues and customers Achieve more than ever—with less effort and lower costs Digital communication isn't the way of the future—it's the way of now. And even more change is inevitable. If you don't face it head-on, the future will be a time of chaos and lost opportunities. But if you reinvent yourself into a true virtual executive, you will make your mark with surprising speed and effectiveness. *The Virtual Executive* is your guidebook to boldly leading your organization into the future by embracing digital communication platforms, tailoring them to your needs, and using them to build your personal brand for the long run.

The Coachable Leader McGraw Hill Professional

Stay relevant, stay connected, STAY AHEAD OF THE GAME. When it comes to getting ahead today, your talent and experience matter. The problem is, someone else going for the promotion or business opportunity has a résumé that's as good as, if not better than, yours. If you want to get ahead, you have to be different. You have to stand out from the crowd. You have to get decision makers to talk about you. No one understands what it takes to succeed in today's business landscape better than D. A. (Debra) Benton. A globally recognized consultant, Benton has spent more than 20 years helping business professionals like you perform better and achieve more. In *The CEO Difference*, Benton gives you the insight and tools to make subtle changes in your presentation, attitude, and leadership style that will dramatically increase your leadership effectiveness—and, consequently, help you enjoy work and life. Learn how to differentiate yourself with tangible steps to get where you want to go: Authentically and effectively differentiate yourself in appropriate ways Inspire teams and organizations to be more productive and prosperous Understand yourself, change your mindset, and present yourself in a way that people are receptive to Create, manage, and mentor successful

individuals and teams Remain intellectually curious while making meaningful contributions to your organization Competition for the top spot has never been fiercer. "Today, you have to exceed in a group of 'exceeders,'" Benton writes. But it's not all about improving your job performance. You are already knowledgeable, competent, and hard-working. It's about doing typical things in atypical ways. It's about doing things that add organizational value—without being asked. It's about having what your competitors don't: The CEO Difference. Praise for *The CEO Difference* "In our competitive world, finding a way to differentiate oneself is a key to success. Benton profiles a range of tried-and-true differentiators that can make all the difference." —Jim Goldman, President and CEO, Godiva Chocolatier "After reading this book, you'll understand why D. A. Benton is ranked one of the world's Top 10 CEO coaches. She provides a succinct, real-world summary of what it takes for senior executives to differentiate themselves in an ever more competitive world." —Daryl Brewster, CEO, CECP (Committee for Encouraging Corporate Philanthropy); former CEO, Krispy Kreme; and former President, Nabisco "Benton does it again! A great how-to book to boost you the last little way to the top (and be loved while doing it!)." —Reuben Mark, retired Chairman and CEO, Colgate-Palmolive Company "Benton offers practical advice to aspiring leaders to help them authentically and effectively differentiate themselves in the workplace. A very worthy read." —Doug las R. Conant, Chairman, Avon Products, and former President, CEO, and Director, Campbell Soup Company "D. A. Benton is a trusted advisor for CEOs and leaders. She coaches her clients to not only be the best leader they can be, but also on how they can best create, manage, and mentor successful individuals and teams." —Deanna Mulligan, President and CEO, The Guardian Life Insurance Company of America *How Anyone Can Master the Art and Science of Personal Magnetism* Springer

Organizational Behavior in Health Care, Fourth Edition is specifically written for health care managers who are on the front lines every day, motivating and leading others in a constantly changing, complex environment. Uniquely addressing organizational behavior theories and issues within the healthcare industry, this comprehensive textbook not only offers in-depth discussion of the relevant topics, such as leadership, motivation, conflict, group dynamics, change, and more, it provides students

with practical application through the use of numerous case studies and vignettes. Thoroughly updated, the Fourth Edition offers: - Two chapters addressing demographic shifts and cultural competency and their importance for ensuring the delivery of high quality care (Ch. 2 & 3) - New chapter on change management and managing resistance to change. - New and updated content (modern theories of leadership, teaming, etc), and case studies throughout.

How to Captivate, Inspire, and Influence for Maximum Success Grand Central Publishing

Corporate CEOs are headline news. Stock prices rise and fall at word of their hiring and firing. Business media debate their merits and defects as if individual leaders determined the health of the economy. Yet we know surprisingly little about how CEOs are selected and dismissed or about their true power. This is the first book to take us into the often secretive world of the CEO selection process. Rakesh Khurana's findings are surprising and disturbing. In recent years, he shows, corporations have increasingly sought CEOs who are above all else charismatic, whose fame and force of personality impress analysts and the business media, but whose experience and abilities are not necessarily right for companies' specific needs. The labor market for CEOs, Khurana concludes, is far less rational than we might think. Khurana's findings are based on a study of the hiring and firing of CEOs at over 850 of America's largest companies and on extensive interviews with CEOs, corporate board members, and consultants at executive search firms. Written with exceptional clarity and verve, the book explains the basic mechanics of the selection process and how hiring priorities have changed with the rise of shareholder activism. Khurana argues that the market for CEOs, which we often assume runs on cool calculation and the impersonal forces of supply and demand, is culturally determined and too frequently inefficient. Its emphasis on charisma artificially limits the number of candidates considered, giving them extraordinary leverage to demand high salaries and power. It also raises expectations and increases the chance that a CEO will be fired for failing to meet shareholders' hopes. The result is corporate instability and too little attention to long-term strategy. The book is a major contribution to our understanding of corporate culture and the nature of markets and leadership in general.

The \$100,000 Club iUniverse

Now bestselling author D. A. Benton shows you how to break through your personal glass ceiling and earn \$100,000 a year -- or more! Her can-do plan not only helps you change your whole approach to making money but, more important, helps you make new choices that lead to a happier, more successful life in every way.

A History of Charisma Crown Books

"The 21 Indispensable Qualities of a Leader gets straight to the heart of leadership issues. Maxwell once again touches on the process of developing the art of leadership by giving the reader practical tools and insights into developing the qualities found in great leaders." - Kenneth Blanchard, Coauthor of The One Minute Manager® "Dr. John Maxwell is the authority on leadership today. His innovative yet timeless principles on how to effectively lead

others have personally impacted my life and my business. This is a must-read for any organization that wants to succeed in the new millennium." -Peter Lowe, President of Peter Lowe International and Peter Lowe's SUCCESS Seminars "My dear friend John Maxwell has proven his ability to lead leaders. I anticipate learning even more from his new book." -Max Lucado, Author of Just Like Jesus

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