

Read Book Clone Yourself Build A Team That Understands Your Vision Shares Your Passion And Runs Your Business For You

## **Clone Yourself Build A Team That Understands Your Vision Shares Your Passion And Runs Your Business For You**

Deal with the Devil Chillpreneur Starting a Business All-in-One For Dummies Beyond Team Building The Strange Case of Origami Yoda (Origami Yoda #1) Up for Air PISA Take the Test Sample Questions from OECD's PISA Assessments Stories of Your Life and Others The Art of Game Design The Art and Politics of Science The Passionate Programmer Building Maintainable Software, C# Edition 5 Practical React Projects Deep Learning with PyTorch Tangerine The Power of Uniqueness Moonshot! Pivot The \$100 Startup Continuous Integration Reach for the Summit The Vision of a Champion Build an A-Team Making Ideas Happen Excel Hacks Everyone Deserves a Great Manager Clone Yourself: Build a Team that Understands Your Vision, Shares Your Passion, and Runs Your Business For You Authority Content Mastering Visual Studio .NET The LEGO Architect Switch Virtual Freedom The Potential Principle Chaos Engineering Profit First Build a Business, Not a Job Git for Teams Clockwork Selling ASAP The Ideal Team Player

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## Deal with the Devil

Why is it so hard to make lasting changes in our companies, in our communities, and in our own lives? The primary obstacle is a conflict that's built into our brains, say Chip and Dan Heath, authors of the critically acclaimed bestseller *Made to Stick*. Psychologists have discovered that our minds are ruled by two different systems - the rational mind and the emotional mind—that compete for control. The rational mind wants a great beach body; the emotional mind wants that Oreo cookie. The rational mind wants to change something at work; the emotional mind loves the comfort of the existing routine. This tension can doom a change effort - but if it is overcome, change can come quickly. In *Switch*, the Heaths show how everyday people - employees and managers, parents and nurses - have united both minds and, as a result, achieved dramatic results:

- The lowly medical interns who managed to defeat an entrenched, decades-old medical practice that was endangering patients
- The home-organizing guru who developed a simple technique for overcoming the dread of housekeeping
- The manager who transformed a lackadaisical customer-support team into service zealots by removing a standard tool of customer service

In a compelling, story-driven narrative, the Heaths bring together decades of counterintuitive research in psychology, sociology, and other fields

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to shed new light on how we can effect transformative change. Switch shows that successful changes follow a pattern, a pattern you can use to make the changes that matter to you, whether your interest is in changing the world or changing your waistline.

### **Chillpreneur**

"I'm someone who will push you beyond all reasonable limits. Someone who will ask you not to just fulfill your potential but to exceed it. Someone who will expect more from you than you may believe you are capable of. So if you aren't ready to go to work, shut this book."  
--Pat Summitt Pat Summitt, head coach of the University of Tennessee Lady Vols, was a phenomenon in women's basketball. Her ferociously competitive teams won the NCAA championship in 1996 and 1997 and made her the winningest coach in NCAA Division 1 women's history. Summitt wrote the first motivational book by a high-achieving female coach. In *Reach for the Summit*, she presented her formula for success, which she called the "Definite Dozen System." In each of the book's twelve chapters, Summitt talked about one of the system's principles--such as responsibility, discipline, and loyalty--and showed how to apply it to your own situation. Pat Summitt used her own remarkable story as a vehicle for explaining how anyone can transform herself through

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ambition. Through many amusing anecdotes and a few very painful memories, she revealed her mistakes and triumphs as a beginning basketball player, as an Olympic athlete, as a Division 1 coach, and as a mother. Although Summitt was not born to the easy life--she was born into a hard-working farm family in a remote corner of Tennessee--she became one of the most successful and highest-paid coaches in the country. She candidly talked about how she turned her losses into wins and then showed how you can do the same. Wonderfully entertaining and brilliantly instructive, *Reach for the Summit* discloses the winning secret to building a principled system and making it to the top at whatever you do. Pat Summitt's story will motivate you to achieve in sports, business, and the most important game of all--life.

### **Starting a Business All-in-One For Dummies**

A Nobel Prize-winning cancer biologist, leader of major scientific institutions, and scientific adviser to President Obama reflects on his remarkable career. A PhD candidate in English literature at Harvard University, Harold Varmus discovered he was drawn instead to medicine and eventually found himself at the forefront of cancer research at the University of California, San Francisco. In this

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“timely memoir of a remarkable career” (American Scientist), Varmus considers a life’s work that thus far includes not only the groundbreaking research that won him a Nobel Prize but also six years as the director of the National Institutes of Health; his current position as the president of the Memorial Sloan-Kettering Cancer Center; and his important, continuing work as scientific adviser to President Obama. From this truly unique perspective, Varmus shares his experiences from the trenches of politicized battlegrounds ranging from budget fights to stem cell research, global health to science publishing.

### **Beyond Team Building**

For any software developer who has spent days in “integration hell,” cobbling together myriad software components, *Continuous Integration: Improving Software Quality and Reducing Risk* illustrates how to transform integration from a necessary evil into an everyday part of the development process. The key, as the authors show, is to integrate regularly and often using continuous integration (CI) practices and techniques. The authors first examine the concept of CI and its practices from the ground up and then move on to explore other effective processes performed by CI systems, such as database

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integration, testing, inspection, deployment, and feedback. Through more than forty CI-related practices using application examples in different languages, readers learn that CI leads to more rapid software development, produces deployable software at every step in the development lifecycle, and reduces the time between defect introduction and detection, saving time and lowering costs. With successful implementation of CI, developers reduce risks and repetitive manual processes, and teams receive better project visibility. The book covers How to make integration a “non-event” on your software development projects How to reduce the amount of repetitive processes you perform when building your software Practices and techniques for using CI effectively with your teams Reducing the risks of late defect discovery, low-quality software, lack of visibility, and lack of deployable software Assessments of different CI servers and related tools on the market The book’s companion Web site, [www.integratebutton.com](http://www.integratebutton.com), provides updates and code examples.

### **The Strange Case of Origami Yoda (Origami Yoda #1)**

"The perfect book to turn your childhood LEGO® collection into a legitimate (and seriously fun) adult pastime." –Finn MacLeod, Arch Daily "Stunningbe the Corbusier of LEGO." –Wall Street Journal "For

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many budding architects the first step on the road to blueprints and T-squares is a trip to the toy store. The models are sure to motivate future architects—or future LEGO artists—to get building."

—Architectural Digest Travel through the history of architecture in The LEGO Architect. You'll learn about styles like Art Deco, Modernism, and High-Tech, and find inspiration in galleries of LEGO models. Then take your turn building 12 models in a variety of styles. Snap together some bricks and learn architecture the fun way!

### **Up for Air**

Running a business should be exciting and rewarding, not a burden. Unfortunately, many entrepreneurs fall into the daily grind of stamping out fires and doing everything themselves because they've unknowingly become their own best employee and the bottleneck of their business. Do questions, decisions and problems always funnel their way back to you? Has your business become a revolving door for employees or the permanent residence for underperformers? Are you tired of burning the candle at both ends and not living life on your terms? Jeff Hilderman believes that you can't do epic things with an average team, and you certainly can't do everything yourself. But with the right people who understand your vision, share your passion and can

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run your business for you, anything is possible! Clone Yourself is a conversational, step-by-step guide to building your dream team and automating your business. You Will Discover: How to boost your productivity and win back the day The proven path to transforming your organizational culture How to become an effective leader and empower your team The secret formula to cloning yourself The financial and personal rewards of putting your business on auto-pilot Just imagine what you could do with another your two! Clone Yourself is the missing manual every entrepreneur needs to attract, develop and lead their dream team. The time has come to step into your new role as Chief Visionary Officer and finally do the epic things you were meant to do.

## **PISA Take the Test Sample Questions from OECD's PISA Assessments**

This book is a collection of in-depth tutorials, selected from SitePoint's React Hub, that will guide you through some fun and practical projects. Along the way, you'll pick up lots of useful development tips. It contains: How to Create a Reddit Clone Using React and Firebase by Nirmalya Ghosh Build a CRUD App Using React,

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Redux and FeathersJS by Michael Wanyoike How to Build a Todo App Using React, Redux, and Immutable.js by Dan Prince Building a Game with Three.js, React and WebGL by Andrew Ray Procedurally Generated Game Terrain with React, PHP, and WebSockets by Christopher Pitt

### **Stories of Your Life and Others**

Starting a business? Don't sweat it! With all-new content and updates reflecting the latest laws, business climate, and startup considerations, *Starting a Business All-In-One For Dummies, 2nd Edition*, is the book you need if you're starting a business today. Inside, you'll find the most important practical advice you need to start any type of business from the ground up, distilled from 10 bestselling *For Dummies* business titles. Covering all startup business phases through the first year of operation, this guide will help you turn your winning idea into a winning business plan. You'll get simple step-by-step instructions as you go, all the way to marketing, branding, taxes, and human resources. Start up a dream business from scratch Write a winning business plan Secure financing Manage your risks successfully Navigate your first year of operation If you're a go-getter looking for a way to launch a great idea and be your own boss, *Starting a Business All-In-One For Dummies* prepares you to beat

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the odds and become successful in your sector.

### **The Art of Game Design**

Includes “Story of Your Life” the basis for the major motion picture Arrival, starring Amy Adams, Forest Whitaker, Jeremy Renner, and directed by Denis Villeneuve. “Shining, haunting, mind-blowing tales . . . Ted Chiang is so exhilarating, so original, so stylish he just leaves you speechless.” –Junot Díaz Stories of Your Life and Others delivers dual delights of the very, very strange and the heartbreakingly familiar, often presenting characters who must confront sudden change—the inevitable rise of automatons or the appearance of aliens—with some sense of normalcy. With sharp intelligence and humor, Chiang examines what it means to be alive in a world marked by uncertainty, but also by beauty and wonder. An award-winning collection from one of today's most lauded writers, Stories of Your Life and Others is a contemporary classic.

### **The Art and Politics of Science**

Anyone can master the fundamentals of game design - no technological

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expertise is necessary. The Art of Game Design: A Book of Lenses shows that the same basic principles of psychology that work for board games, card games and athletic games also are the keys to making top-quality videogames. Good game design happens when you view your game from many different perspectives, or lenses. While touring through the unusual territory that is game design, this book gives the reader one hundred of these lenses - one hundred sets of insightful questions to ask yourself that will help make your game better. These lenses are gathered from fields as diverse as psychology, architecture, music, visual design, film, software engineering, theme park design, mathematics, writing, puzzle design, and anthropology. Anyone who reads this book will be inspired to become a better game designer - and will understand how to do it.

### **The Passionate Programmer**

Do you worry that your business will collapse without your constant presence? Are you sacrificing your family, friendships, and freedom to keep your business alive? What if instead your business could run itself, freeing you to do what you love when you want, while it continues to grow and turn a profit? It's possible. And it's easier than you think. If you're like most entrepreneurs, you started your

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business so you could be your own boss, make the money you deserve, and live life on your own terms. In reality, you're bogged down in the daily grind, constantly putting out fires, answering an endless stream of questions, and continually hunting for cash. Now, Mike Michalowicz, the author of Profit First and other small-business bestsellers, offers a straightforward step-by-step path out of this dilemma. In Clockwork, he draws on more than six years of research and real life examples to explain his simple approach to making your business ultra-efficient. Among other powerful strategies, you will discover how to:

- Make your employees act like owners: Free yourself from micromanaging by using a simple technique to empower your people to make smart decisions without you.
- Pinpoint your business's most important function: Unleash incredible efficiency by identifying and focusing everyone on the one function that is most crucial to your business.
- Know what to fix next: Most entrepreneurs try to fix every inefficiency at once and end up fixing nothing. Use the "weakest link in the chain" method to find the one fix that will add the most value now. Whether you have a staff of one, one hundred, or somewhere in between, whether you're a new entrepreneur or have been overworked and overstressed for years, Clockwork is your path to finally making your business work for you.

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## **Building Maintainable Software, C# Edition**

Annotation A guide to the popular version control system, this book walks Git users through the source control implications of how a team is structured, and how the software is delivered to clients. The book then covers not just how to use popular work flow strategies, such as GitFlow, but why, and under what circumstances, these strategies should be applied.

## **5 Practical React Projects**

Every other day we hear about new ways to put deep learning to good use: improved medical imaging, accurate credit card fraud detection, long range weather forecasting, and more. PyTorch puts these superpowers in your hands, providing a comfortable Python experience that gets you started quickly and then grows with you as you—and your deep learning skills—become more sophisticated. Deep Learning with PyTorch will make that journey engaging and fun. Summary Every other day we hear about new ways to put deep learning to good use: improved medical imaging, accurate credit card fraud detection, long range weather forecasting, and more. PyTorch puts these superpowers in your

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hands, providing a comfortable Python experience that gets you started quickly and then grows with you as you—and your deep learning skills—become more sophisticated. Deep Learning with PyTorch will make that journey engaging and fun. Foreword by Soumith Chintala, Cocreator of PyTorch. Purchase of the print book includes a free eBook in PDF, Kindle, and ePub formats from Manning Publications. About the technology Although many deep learning tools use Python, the PyTorch library is truly Pythonic. Instantly familiar to anyone who knows PyData tools like NumPy and scikit-learn, PyTorch simplifies deep learning without sacrificing advanced features. It's excellent for building quick models, and it scales smoothly from laptop to enterprise. Because companies like Apple, Facebook, and JPMorgan Chase rely on PyTorch, it's a great skill to have as you expand your career options. It's easy to get started with PyTorch. It minimizes cognitive overhead without sacrificing the access to advanced features, meaning you can focus on what matters the most - building and training the latest and greatest deep learning models and contribute to making a dent in the world. PyTorch is also a snap to scale and extend, and it partners well with other Python tooling. PyTorch has been adopted by hundreds of deep learning practitioners and several first-class players like FAIR, OpenAI, FastAI and Purdue. About the book Deep Learning with PyTorch teaches you to create neural networks and deep

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learning systems with PyTorch. This practical book quickly gets you to work building a real-world example from scratch: a tumor image classifier. Along the way, it covers best practices for the entire DL pipeline, including the PyTorch Tensor API, loading data in Python, monitoring training, and visualizing results. After covering the basics, the book will take you on a journey through larger projects. The centerpiece of the book is a neural network designed for cancer detection. You'll discover ways for training networks with limited inputs and start processing data to get some results. You'll sift through the unreliable initial results and focus on how to diagnose and fix the problems in your neural network. Finally, you'll look at ways to improve your results by training with augmented data, make improvements to the model architecture, and perform other fine tuning. What's inside Training deep neural networks Implementing modules and loss functions Utilizing pretrained models from PyTorch Hub Exploring code samples in Jupyter Notebooks About the reader For Python programmers with an interest in machine learning. About the author Eli Stevens had roles from software engineer to CTO, and is currently working on machine learning in the self-driving-car industry. Luca Antiga is cofounder of an AI engineering company and an AI tech startup, as well as a former PyTorch contributor. Thomas Viehmann is a PyTorch core developer and machine learning trainer and consultant.

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consultant based in Munich, Germany and a PyTorch core developer.  
Table of Contents PART 1 - CORE PYTORCH 1 Introducing deep learning and the PyTorch Library 2 Pretrained networks 3 It starts with a tensor 4 Real-world data representation using tensors 5 The mechanics of learning 6 Using a neural network to fit the data 7 Telling birds from airplanes: Learning from images 8 Using convolutions to generalize PART 2 - LEARNING FROM IMAGES IN THE REAL WORLD: EARLY DETECTION OF LUNG CANCER 9 Using PyTorch to fight cancer 10 Combining data sources into a unified dataset 11 Training a classification model to detect suspected tumors 12 Improving training with metrics and augmentation 13 Using segmentation to find suspected nodules 14 End-to-end nodule analysis, and where to go next PART 3 - DEPLOYMENT 15 Deploying to production

## Deep Learning with PyTorch

Millions of users create and share Excel spreadsheets every day, but few go deeply enough to learn the techniques that will make their work much easier. There are many ways to take advantage of Excel's advanced capabilities without spending hours on advanced study. Excel Hacks provides more than 130 hacks -- clever tools, tips and techniques -- that will leapfrog your work beyond the ordinary. Now expanded to

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include Excel 2007, this resourceful, roll-up-your-sleeves guide gives you little known "backdoor" tricks for several Excel versions using different platforms and external applications. Think of this book as a toolbox. When a need arises or a problem occurs, you can simply use the right tool for the job. Hacks are grouped into chapters so you can find what you need quickly, including ways to: Reduce workbook and worksheet frustration -- manage how users interact with worksheets, find and highlight information, and deal with debris and corruption. Analyze and manage data -- extend and automate these features, moving beyond the limited tasks they were designed to perform. Hack names -- learn not only how to name cells and ranges, but also how to create names that adapt to the data in your spreadsheet. Get the most out of PivotTables -- avoid the problems that make them frustrating and learn how to extend them. Create customized charts -- tweak and combine Excel's built-in charting capabilities. Hack formulas and functions -- subjects range from moving formulas around to dealing with datatype issues to improving recalculation time. Make the most of macros -- including ways to manage them and use them to extend other features. Use the enhanced capabilities of Microsoft Office 2007 to combine Excel with Word, Access, and Outlook. You can either browse through the book or read it from cover to cover, studying the procedures and scripts to learn more about Excel. However you use it, Excel Hacks

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will help you increase productivity and give you hours of "hacking" enjoyment along the way.

### **Tangerine**

The ultimate strategy for succeeding in your personal and professional life. Are you living up to your true potential? Do you feel like you have more potential? You may be the best in your field—the best athlete, scholar, CEO, parent, mathematician, teacher, or mechanic. But that doesn't mean you can't still be better; you haven't maximized your potential. Leadership expert and international bestselling author of *The Fred Factor* and *You Don't Need a Title to Be a Leader*, Mark Sanborn invites you to get better and close the gap between how good you are and how good you can be. Teaching you to employ Sanborn's uniquely designed "Potential Matrix" to specific areas of your life, *The Potential Principle* provides you with the tools you need to see breakthrough improvement in key areas of your life. One of the most exciting opportunities is right in front of you every day: pursuing your true potential. You're on your way. You can make your best second-best. You can be better.

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## **The Power of Uniqueness**

Legendary women's soccer coach Anson Dorrance teams up with health and fitness expert Gloria Averbuch to deliver this transformational guide to developing soccer excellence at the high school and college levels. The Vision of a Champion combines practical strategies for training and competing with the wisdom and advice of a world-class coach.

## **Moonshot!**

Shares advice for transitioning away from unfulfilling jobs to embark on adventurous, meaningful careers, outlining recommendations for starting a personal business with a minimum of time and investment while turning ideas into higher income levels. 60,000 first printing.

## **Pivot**

Author of cult classics The Pumpkin Plan and The Toilet Paper Entrepreneur offers a simple, counterintuitive cash management solution that will help small businesses break out of the doom spiral and achieve instant profitability. Conventional accounting uses the

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logical (albeit, flawed) formula:  $\text{Sales} - \text{Expenses} = \text{Profit}$ . The problem is, businesses are run by humans, and humans aren't always logical. Serial entrepreneur Mike Michalowicz has developed a behavioral approach to accounting to flip the formula:  $\text{Sales} - \text{Profit} = \text{Expenses}$ . Just as the most effective weight loss strategy is to limit portions by using smaller plates, Michalowicz shows that by taking profit first and apportioning only what remains for expenses, entrepreneurs will transform their businesses from cash-eating monsters to profitable cash cows. Using Michalowicz's Profit First system, readers will learn that:

- Following 4 simple principles can simplify accounting and make it easier to manage a profitable business by looking at bank account balances.
- A small, profitable business can be worth much more than a large business surviving on its top line.
- Businesses that attain early and sustained profitability have a better shot at achieving long-term growth.

With dozens of case studies, practical, step-by-step advice, and his signature sense of humor, Michalowicz has the game-changing roadmap for any entrepreneur to make money they always dreamed of.

### **The \$100 Startup**

Deal with the Devil is Orphan Black meets the post-apocalyptic

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Avengers by USA Today and New York Times bestselling author duo Kit Rocha. Nina is an information broker with a mission—she and her team of mercenary librarians use their knowledge to save the hopeless in a crumbling America. Knox is the bitter, battle-weary captain of the Silver Devils. His squad of supersoldiers went AWOL to avoid slaughtering innocents, and now he's fighting to survive. They're on a deadly collision course, and the passion that flares between them only makes it more dangerous. They could burn down the world, destroying each other in the process Or they could do the impossible: team up. This is the first book in a near-future science fiction series with elements of romance. At the Publisher's request, this title is being sold without Digital Rights Management Software (DRM) applied.

### **Continuous Integration**

Feeling burned out by your business? Sick of the 'hustle and grind' culture of your industry? There's a better way! Get over your perfectionism and embrace the flow of the Chillpreneur. Denise Duffield-Thomas, money mindset coach and best-selling author, will show you how with her trademark humor and down-to-earth wisdom. In this book, she shares invaluable business advice and counterintuitive millionaire mindset lessons (no blood, sweat, or tears necessary)

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which will set you on the path of abundance - without all the hard work. You'll discover how to find the business model that works perfectly for your personality, learn about key concepts - such as the Golden Goose and the Keyless Life - to help you work less and earn more, and become a marketing pro without feeling like a sleazy car salesman. Plus, Denise talks you through the smaller - but no less important - details of being an entrepreneur, including how to deal with awkward money situations and find the most effective ways to price your offers. Full of reassuring and practical advice, Chillpreneur challenges the old, boring assumptions of what it takes to create success in business, so you can create financial independence with ease and grace.

### **Reach for the Summit**

If you're a business owner who wants to accelerate your company's growth, but do it in a way that enables you to get your life back, this bestseller is for you. Inside you'll find a concrete, step-by-step map to empower you to build an owner-independent company and get your life back. You'll Learn:- The only sustainable way to escape the Self-Employment Trap(tm)- The 4 most costly excuses that hold business owners back- The 8 essential building blocks upon which to scale your

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company- 25 formats to package your business systems- A powerful 1-page quarterly action plan format- 6 time mastery strategies to free up a full day each week to build your business- And much more

### **The Vision of a Champion**

A detailed handbook for experienced developers explains how to get the most out of Microsoft's Visual Studio .NET, offering helpful guidelines on how to use its integrated development environment, start-up templates, and other features and tools to create a variety of applications, including Web services. Original. (Advanced)

### **Build an A-Team**

In his classic book, *The Five Dysfunctions of a Team*, Patrick Lencioni laid out a groundbreaking approach for tackling the perilous group behaviors that destroy teamwork. Here he turns his focus to the individual, revealing the three indispensable virtues of an ideal team player. In *The Ideal Team Player*, Lencioni tells the story of Jeff Shanley, a leader desperate to save his uncle's company by restoring its cultural commitment to teamwork. Jeff must crack the code on the

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virtues that real team players possess, and then build a culture of hiring and development around those virtues. Beyond the fable, Lencioni presents a practical framework and actionable tools for identifying, hiring, and developing ideal team players. Whether you're a leader trying to create a culture around teamwork, a staffing professional looking to hire real team players, or a team player wanting to improve yourself, this book will prove to be as useful as it is compelling.

### **Making Ideas Happen**

Paul Fisher sees the world from behind glasses so thick he looks like a bug-eyed alien. But he's not so blind that he can't see there are some very unusual things about his family's new home in Tangerine County, Florida. Where else does a sinkhole swallow the local school, fire burn underground for years, and lightning strike at the same time every day? The chaos is compounded by constant harassment from his football-star brother, and adjusting to life in Tangerine isn't easy for Paul—until he joins the soccer team at his middle school. With the help of his new teammates, Paul begins to discover what lies beneath the surface of his strange new hometown. And he also gains the courage to face up to some secrets his family has been keeping from him for

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far too long. In Tangerine, it seems, anything is possible.

### **Excel Hacks**

In this funny, uncannily wise portrait of the dynamics of a sixth-grade class and of the greatness that sometimes comes in unlikely packages, Dwight, a loser, talks to his classmates via an origami finger puppet of Yoda. If that weren't strange enough, the puppet is uncannily wise and prescient. Origami Yoda predicts the date of a pop quiz, guesses who stole the classroom Shakespeare bust, and saves a classmate from popularity-crushing embarrassment with some well-timed advice. Dwight's classmate Tommy wonders how Yoda can be so smart when Dwight himself is so clueless. With contributions from his puzzled classmates, Tommy assembles this first case file in the blockbuster bestselling Origami Yoda series, written by Tom Angleberger, author of *Star Wars: Return of the Jedi: Beware the Power of the Dark Side*, and hailed by *School Library Journal* as "honest, funny, and immensely entertaining." F&P Level: T F&P Genre: RF

### **Everyone Deserves a Great Manager**

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Selling ASAP combines both timely and timeless components of selling to help professionals achieve their sales objectives in today's fast-paced business world. As the authors demonstrate, rapidly changing customer expectations have led to a dramatic shift in the business of selling. Customers no longer want product experts -- they want trusted advisors. This invaluable guide stresses the importance of viewing a sale not as a one-time encounter but as an opportunity to build a long-lasting, mutually beneficial relationship. Utilizing sound academic research and solid business practices, the authors provide strategies for better anticipating client needs and prescribing solutions that build value over time. The professional edition of Selling ASAP includes numerous practical tips, such as how to behave during a sales call, what language to use or avoid, and how to complete a transaction and begin a profitable business relationship. In addition to covering the fundamentals, Selling ASAP offers innovative sales techniques -- backed by extensive research -- for the modern salesperson.

### **Clone Yourself: Build a Team that Understands Your Vision, Shares Your Passion, and Runs Your Business For You**

Entrepreneurs often suffer from "superhero syndrome"--the misconception

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that to be successful, they must do everything themselves. Not only are they the boss, but also the salesperson, HR manager, copywriter, operations manager, online marketing guru, and so much more. It's no wonder why so many people give up the dream of starting a business—it's just too much for one person to handle. But outsourcing expert and "Virtual CEO," Chris Ducker knows how you can get the help you need with resources you can afford. Small business owners, consultants, and online entrepreneurs don't have to go it alone when they discover the power of building teams of virtual employees to help run, support, and grow their businesses. *Virtual Freedom: How to Work with Virtual Staff to Buy More Time, Become More Productive, and Build Your Dream Business* is the step-by-step guide every entrepreneur needs to build his or her business with the asset of working with virtual employees. Focusing on business growth, Ducker explains every detail you need to grasp, from figuring out which jobs you should outsource to finding, hiring, training, motivating, and managing virtual assistants. With additional tactics and online resources, *Virtual Freedom* is the ultimate resource of the knowledge and tools necessary for building your dream business with the help of virtual staff.

### **Authority Content**

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Have you ever felt frustrated working with someone else's code? Difficult-to-maintain source code is a big problem in software development today, leading to costly delays and defects. Be part of the solution. With this practical book, you'll learn 10 easy-to-follow guidelines for delivering C# software that's easy to maintain and adapt. These guidelines have been derived from analyzing hundreds of real-world systems. Written by consultants from the Software Improvement Group (SIG), this book provides clear and concise explanations, with advice for turning the guidelines into practice. Examples for this edition are written in C#, while our companion Java book provides clear examples in that language. Write short units of code: limit the length of methods and constructors Write simple units of code: limit the number of branch points per method Write code once, rather than risk copying buggy code Keep unit interfaces small by extracting parameters into objects Separate concerns to avoid building large classes Couple architecture components loosely Balance the number and size of top-level components in your code Keep your codebase as small as possible Automate tests for your codebase Write clean code, avoiding "code smells" that indicate deeper problems

**Mastering Visual Studio .NET**

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'You can be anything you want to be.' Don't let that lie rob you of your energy and purpose in life! You may function adequately at a job, even forge an impressive career--but unless what you do is lit by an inner fire, you're just getting by. Because the truth is, you were created with an indelible, highly personal pattern of innate giftedness and motivation. Arthur Miller calls it your Motivated Abilities Pattern, or MAP, and it's nothing you learned. It's something you were born with, the thing that makes you tick and determines your successes and failures. In this revolutionary book, Miller invites you to explore concepts far different from anything you've ever read in a career development guide. Drawing on nearly 40 years' experience analyzing the achievements of over 50,000 people, Miller uncovers a discovery about human nature that can literally change your life. If you feel frustrated and unmotivated by your present occupation--if you've spent months and even years wondering what to do with your life--this book can steer you in new directions that pack incredible returns.

### **The LEGO Architect**

Understand the dynamics of all different types of teams Beyond Team Building: How to Build High Performing Teams and the Culture to

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Support Them represents the latest in thinking about creating effective teams. The authors present a new “Five C” framework that focuses on the core aspects of team building. The book helps the reader assess how his/her team is performing on each of the 5Cs—context, composition, competencies, change, and collaborative leadership, and discusses options concerning how to improve team performance along each of these dimensions. The book includes:

- A wealth of examples of effective (and ineffective) teams from such companies as Cisco Systems, Bain & Company, and Amazon
- New material concerning how to develop effective entrepreneurial and family teams
- How to manage cross-cultural, virtual, and alliance teams
- How to create a “team building organization”

This book provides the next generation of team leaders, team members, and team consultants with the knowledge and skills they need to create effective and high functioning teams.

### **Switch**

This book presents all the publicly available questions from the PISA surveys. Some of these questions were used in the PISA 2000, 2003 and 2006 surveys and others were used in developing and trying out the assessment.

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## **Virtual Freedom**

Programmers can learn how to become entrepreneurs, driving their career in the direction of their choosing. This guide illustrates how those in the IT field can set the direction of their careers, leading to a more fulfilling and remarkable professional life.

## **The Potential Principle**

Thirteen-year-old Annabelle struggles in school, no matter how hard she tries. But as soon as she dives into the pool, she's unstoppable. She's the fastest girl on the middle school swim team, and when she's asked to join the high school team over the summer, everything changes. Suddenly, she's got new friends, and a high school boy starts treating her like she's somebody special—and Annabelle thinks she'll finally stand out in a good way. She'll do anything to fit in and help the team make it to the Labor Day Invitational, even if it means blowing off her old friends. But after a prank goes wrong, Annabelle is abandoned by the older boy and can't swim. Who is she without the one thing she's good at? Heartwarming and relatable, *Up for Air* is a story about where we find our self-worth.

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## **Chaos Engineering**

How the world's leading innovators push their ideas to fruition again and again Edison famously said that genius is 1 percent inspiration, 99 percent perspiration. Ideas for new businesses, solutions to the world's problems, and artistic breakthroughs are common, but great execution is rare. According to Scott Branson, the capacity to make ideas happen can be developed by anyone willing to develop their organizational habits and leadership capability. That's why he founded Behance, a company that helps creative people and teams across industries develop these skills. Branson has spent six years studying the habits of creative people and teams that are especially productive—the ones who make their ideas happen time and time again. After interviewing hundreds of successful creatives, he has compiled their most powerful—and often counterintuitive—practices, such as:

- Generate ideas in moderation and kill ideas liberally
- Prioritize through nagging
- Encourage fighting within your team

While many of us obsess about discovering great new ideas, Branson shows why it's better to develop the capacity to make ideas happen—a capacity that endures over time.

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## **Profit First**

### **Build a Business, Not a Job**

In today's world of constant distractions, most business owners struggle to get their marketing messages heard. Authority Content provides a simple process that any company can use to break through the noise. It doesn't matter whether you're the owner of a retail shop, financial advisor, swimming pool manufacturer or an inventor with an ingenious product - this powerful strategy will work for you. Built on the "3 Ps" framework (Present, Product, Promote) this book teaches you a step-by-step system for building authority within your industry thus sky-rocketing website traffic and sales.

### **Git for Teams**

As more companies move toward microservices and other distributed technologies, the complexity of these systems increases. You can't remove the complexity, but through Chaos Engineering you can discover vulnerabilities and prevent outages before they impact your customers.

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This practical guide shows engineers how to navigate complex systems while optimizing to meet business goals. Two of the field's prominent figures, Casey Rosenthal and Nora Jones, pioneered the discipline while working together at Netflix. In this book, they expound on the what, how, and why of Chaos Engineering while facilitating a conversation from practitioners across industries. Many chapters are written by contributing authors to widen the perspective across verticals within (and beyond) the software industry. Learn how Chaos Engineering enables your organization to navigate complexity Explore a methodology to avoid failures within your application, network, and infrastructure Move from theory to practice through real-world stories from industry experts at Google, Microsoft, Slack, and LinkedIn, among others Establish a framework for thinking about complexity within software systems Design a Chaos Engineering program around game days and move toward highly targeted, automated experiments Learn how to design continuous collaborative chaos experiments

### **Clockwork**

\*\*\*A WALL STREET JOURNAL BESTSELLER\*\*\* From the organizational experts at FranklinCovey, an essential guide to becoming the great manager every team deserves. A practical must-read, FranklinCovey's Everyone

## Read Book Clone Yourself Build A Team That Understands Your Vision Shares Your Passion And Runs Your Business For You

Deserves a Great Manager is the essential guide for the millions of people all over the world making the challenging and rewarding leap to manager. Based on nearly a decade of research on what makes managers successful—and includes new ways of thinking, tips and techniques—this volume has been field-tested with hundreds of thousands of managers all over the world. Organized under four main roles every manager is expected to fill, Everyone Deserves a Great Manager focuses on how to lead yourself, people, teams, and change. Readers can start anywhere and go everywhere with this guide—depending on their current problem or time constraint. They can pick up a helpful tip in ten minutes or glean an entire skillset with deeper reading. The goal is for the busy manager to know what to do and how to do it without interrupting their regular workflow. Each role highlights the current, authentic problems managers face and briefly explores the limiting mindsets or common mistakes that led to those problems. With skill-based chapters that cover managerial skills like one-on-ones, giving feedback, delegating, hiring, building team culture, and leading remote teams, the book also includes more than thirty unique tools, such as a prep worksheets and a list of behavioral questions for your next interview. An approachable, engaging style using real-world stories, Everyone Deserves a Great Manager provides the blueprint for becoming the great manager every team deserves.

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## **Selling ASAP**

The former Apple CEO “delivers a clear message to individuals, entrepreneurs, and corporations: change . . . or wither” (Booklist). The future belongs to those who see the possibilities before they become obvious. This is the most exciting time ever to be part of the business world. Throughout history, there are some events that stand out as so groundbreaking that they completely change life as we know it. The Apollo moon landing of 1961 was one of those events—the invention of the Apple personal computer was another. In this book, John Sculley, former CEO of both Pepsi and Apple, discusses an era that is giving birth to numerous groundbreaking events and inventions—moonshots—that will change the way we live and work for generations to come. He offers wisdom for a new breed of innovative entrepreneurs to build businesses across industries that will bring in billions of dollars—while changing people’s lives for the better. Moonshot! lays out a roadmap for building a truly transformative business, beginning with a can’t-fail concept and drawing on clear examples from companies who’ve done innovation right.

## **The Ideal Team Player**

## Read Book Clone Yourself Build A Team That Understands Your Vision Shares Your Passion And Runs Your Business For You

Lead each person on your team up the learning curve. What's the secret to having an engaged and productive team? It's having a plan for developing all employees--no matter where they are on their personal learning curves. Better morale and higher performance happen through learning, argues Whitney Johnson. In over twenty years of coaching, investing, and consulting, Johnson has seen that employees need continuous learning and fresh challenges to stay motivated. The best bosses know this, and they know how to make it happen by thoughtfully designing people's jobs around the skills they have today as well as the skills they'll need to be even more valuable tomorrow. That's how entire organizations stay competitive in an unpredictable, rapidly changing business environment. In this book, Johnson explains how to become one of those bosses and how to build your A-team by:

- Identifying what your employees already know and what they need to learn
- Designing their jobs to maximize engagement and learning
- Applying a seven-step process for leading each person up their learning curve

We all want opportunities to learn, experiment, and grow in our jobs. When our bosses work with us to help us leap to new challenges, the result is a team that knows how to thrive, no matter what the future holds.

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