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JANIYA KODY

[A History of Modern Tibet Since 1947](#) MIT Press

How can organizations provide the right sales training to the right sales people at the right time? This book is filled with a diverse collection of case studies from top companies and provides a practical road map and the proven tools for organizations that want to implement a winning sales training program. The book offers helpful techniques and tips on how to successfully execute sales training with limited resources and cut budgets. It provides how-to guidelines for successful sales training in a down economy. It is written by 13 experts who have experience selling and have managed sales people. The contributors have combined experience of improving sales performance of over 120 years. The book contributors are Bob Rickert, Jim Graham, Teresa Hiatt, Michael Rockelmann, Maris Edelson, Susan Onaitis, Susanne Conrad, Rick Wills, Ken Phillips, Trish Uhl, Gary Summy, Lanie Jordan, and Renie McClay.

How Prime Ministers Nehru to Modi Shaped the Nation (1947-2019) Penguin UK

New York Times Bestseller How women can make it to the top by adopting the new rules of leadership Women hold just 11 percent of the most senior-level leadership positions in U.S. Corporations—a number that hasn't changed in over 30 years. How can women break through? Break Your Own Rules distills the six faulty assumptions (or "rules") most women follow that get in the way—then delivers the correlating new rules that promise to clear that path. For example, the old rule of "Focus on Others" must be replaced by "Take Center Stage," "Hard Work Will Get You There" must yield to "Be Politically Savvy." "Play It Safe" must give way to "Play to Win." "Ask Permission" must be replaced by "Proceed Until Apprehended." Features the results of over 1,700 interviews with executives in Fortune 1000 companies, as well as the authors' new research and ongoing work with over 5,000 professional women Showcases previously-untold stories from high profile women including Ann Moore (CEO, Time Inc.), Susan Ivey (CEO, Reynolds American), Cathy Bessant (Global Executive for Technology and Operations for Bank of America), Lynn Ford (CEO, ING Solutions), and more Reveals what it really takes for any woman to succeed at the highest levels Foreword by Sharon Allen, Chairman of Deloitte This hands-on guide is for women who are ready to transform their assumptions and join the senior ranks of American business.

Lords of Finance Penguin Random House India Private Limited

"From the world's premier management consultancy McKinsey & Company, a comprehensive collection of essays by the brightest experts on what the new global elite needs to know about modern India"--

Imagining India Oxford University Press

Imagining India Ideas for the New Century

[A Foreign and Strategic Policy for India in the 21st Century](#) Penguin UK

Some of the smartest, most successful people in the country didn't finish college. None of them learned their most critical skills at an institution of higher education. And like them, most of what you'll need to learn to be successful you'll have to learn on your own, outside of school. Michael Ellsberg set out to fill in the missing pieces by interviewing a wide range of millionaires and billionaires who don't have college degrees, including fashion magnate Russell Simmons and Facebook founding president Sean Parker. This book is your guide to developing practical success skills in the real world: how to find great mentors, build a world-class network, make your work meaningful (and your meaning work), build the brand of you, and more. Learning these skills is a necessary addition to any education, whether you're a high school dropout or graduate of Harvard Law School.

[Everything You Won't Learn in College About How to Be Successful](#) McGraw Hill Professional

How can India become a great country once again, is the question explored in this book. In the past,

India had significant achievements in science, technology, mathematics and business. A failure to build robust institutional networks of information and trust and indifference of the state to business communities, brought all that crashing down within a generation. Many of these historical patterns persist till today. The ability to create wealth has everything to do with such networks. There was never any shortage of innovation in India. What was lacking was the ability to learn from their own experience. The building of learning networks and a learning ecosystem that could be used by people to leverage success - this is what is needed to unlock the huge talent pool that India possesses. This book addresses young, educated and aspiring Indians in different walks of life who are interested in contemporary issues relating to nation, society and economy. It puts forward some solutions to the problems that India faces. It would be of interest to anyone who would like to know how history can teach us to re-write the Indian growth story and to re-build a great nation. The book could also be used as reading material for students of history, political science, public administration, business administration, in under-graduate and post-graduate classes. Please note: This title is co-published with Manohar Publishers, New Delhi. Taylor & Francis does not sell or distribute the Hardback in India, Pakistan, Nepal, Bhutan, Bangladesh and Sri Lanka

[The Idea of a Nation Renewed](#) Penguin UK

A visionary look at the evolution and future of India In this momentous book, Nandan Nilekani traces the central ideas that shaped India's past and present and asks the key question of the future: How will India as a global power avoid the mistakes of earlier development models? As a co-founder of Infosys, a global leader in information technology, Nilekani has actively participated in the company's rise during the past twenty-seven years. In *Imagining India*, he uses his global experience and understanding to discuss the future of India and its role as a global citizen and emerging economic giant. Nilekani engages with India's particular obstacles and opportunities, charting a new way forward for the young nation.

The Art of Bitfulness John Wiley & Sons

An Indian empire at the peak of its power. Everyone wants a share of the riches of Nagapattinam. When a Greek pirate ship sails in to loot the wealth of the Cholas, it is brutally defeated by the navy and forced to pay a compensation. A payment that includes a twelve-year-old girl, Aremis. *Survival, Innovation and Profit on the Front Lines of the Climate Crisis* Brookings Institution Press An Indian engineer discovers his personal and professional potential in the heart of Texas. An Indian in Cowboy Country is more than a fictional tale of an India-born engineer who overcomes cultural differences to succeed in America. It shares the challenges anyone might experience in life and in business and looks at important lessons learned along the way. Satish Sharma, an engineering graduate from the prestigious Indian Institute of Technology, is an immigrant who comes to America seeking a better life. From Bombay, India, where he was born and raised, to Houston, Texas, where he is called "an Indian in cowboy country," Sharma feels out of place. He faces personal, professional, and romantic challenges on both shores, but he eventually flourishes in the United States - the land of universal inclusion.

Penguin

A history of India upto 1300 AD introducing the beginnings of India's cultural dynamics

Unlocking the Potential of Asia's Next Superpower Penguin UK

When Ramachandra Guha began following the game in the early 1960s, India was utterly marginal to the world of cricket: the country still hadn't won a Test match overseas; by the time he joined the Board of Control for Cricket in India, fifty years later, India had become world cricket's sole superpower. The Commonwealth of Cricket is a first-person account of this astonishing transformation. The book traces the entire arc of cricket in India, across all levels at which the game is played: school, college, club, state, country. It presents vivid portraits of local heroes, provincial icons, and international stars. Cast as a work of literature, The Commonwealth of Cricket is keenly informed by the author's scholarly training, the stories and sketches narrated against a wider canvas

of social and historical change. The book blends memoir, anecdote, reportage and political critique, providing a rich, insightful and rivetingly readable account of this greatest of games as played in the country that has most energetically made this sport its own.

The New Marketing Routledge

A blueprint for doing business successfully in the rapidly growing Chinese consumer market shares insight into China's remarkable emergence as a global economic power, the nation's seemingly contradictory business practices, and the experiences of high-profile foreign companies and businesspeople. Reprint. 40,000 first printing.

Imagining India Jaico Publishing House

Can technology and human beings coexist in a mutually beneficial way? In this ground-breaking book, N. Chandrasekaran, chairman of Tata Sons, the holding company and promoter of more than 100 Tata operating companies, presents a radical reimagining of the future of technology and reveals how it has the potential to solve the world's biggest challenges. He imagines 2030: India is among the world's top three economies, with all Indians using advanced technology to do their job or get their job done, and having access to quality jobs, better healthcare and skill-based education. And he says: this reality is possible. It is within reach. With Bridgital. To the coming disruption of artificial intelligence, he proposes an ingenious solution: to use it as an aid. Instead of taking jobs away, AI can generate them. Instead of replacing workers, AI will assist them. Chandrasekaran and his co-author, Roopa Purushothaman, chief economist of the Tata Group, show how the Bridgital model can address our divide between rich and poor, skilled and unskilled, and can provide better service delivery in health, transport, law and education. It could create and impact millions of jobs around the world. One of the country's foremost industry leaders and pioneers, N. Chandrasekaran brings his expertise of over thirty years with the Tata Group to offer India as a blueprint for building a prosperous planet where digital and physical worlds work together and everyone is included in the growth story. It's a powerful vision for the future. Foreword by Ratan N. Tata

Making India Great Again Macmillan

'A sprawling book of ideas and idealism'-India Today 'A tome as memorable and, perhaps, as appropriate as Barack Obama's Audacity of Hope . . . this is a story told by one of India's greatest dreamers who, having realised his dreams, is now impatient to help his countrymen realise theirs'-Businessworld 'This is an inspirational, optimistic book that makes you more hopeful about India . . . Nilekani is a liberal and a renaissance man. He not only shares the values that define the Indian republic, he embodies them. He offers a convincing and balanced perspective on the future direction of public policy in India'-Outlook 'Laced with personal experiences and interactions with over 100 opinion leaders from different walks of life, Nilekani pieces together an exciting journey for the reader'-The Hindu 'It is hard not to be impressed by an author who alludes to Milton on one page, then turns to the charms of the National Municipal Accounting Manual on another . . . There are shorter, gentler introductions to India. But this is the second book everyone should read about this compelling country'-The Economist In this sweeping and comprehensive book, Infosys co-founder Nandan Nilekani offers an original perspective on India's past, present and future. Looking closely at the country's recent history, he discusses how our early socialist policies, despite good intentions, stifled growth and weakened democracy; how our large and overwhelmingly young population has now become our greatest strength; and how information technology is revolutionizing not just business but also governance in the everyday life of a vast majority of Indians. Nilekani also gets to the heart of charged debates about caste politics, labour reform, infrastructure, urbanization, higher education, the English language in India and the role of the state in a globalized world where the wealth of big corporations exceeds that of some nations. Calling for reform and innovation in all sectors of public life, Nilekani argues that only a safety net of ideas—from genuinely inclusive democracy to social security, from public health to sustainable energy—can transcend political agendas and safeguard the country's future.

A BETTER INDIA A BETTER WORLD Anchor

"A supremely entertaining work, and also an important one." -David Grann, author of *The Lost City of Z* Upon hearing the news of tenuous peace in Sudan, foreign correspondent Dan Morrison bought a plank-board boat, summoned a friend who'd never left America, and set out from Uganda, paddling the Nile on a quest to reach Cairo—a trip that tyranny and war had made impossible for decades. With the propulsive force of a thriller, Morrison's chronicle is a mash-up of travel narrative and reportage, packed with flights into the frightful and absurd. From the hardscrabble fishing villages on Lake Victoria to the floating nightclubs of Cairo, *The Black Nile* tracks the snarl of commonalities and conflicts that bleed across the Nile valley, bringing to life a complex region in

profound transition.

The Idea of a Renewed Nation Simon and Schuster

A visionary look at the evolution and future of India In this momentous book, Nandan Nilekani traces the central ideas that shaped India's past and present and asks the key question of the future: How will India as a global power avoid the mistakes of earlier development models? As a co-founder of Infosys, a global leader in information technology, Nilekani has actively participated in the company's rise during the past twenty-seven years. In "Imagining India," he uses his global experience and understanding to discuss the future of India and its role as a global citizen and emerging economic giant. Nilekani engages with India's particular obstacles and opportunities, charting a new way forward for the young nation.

The Dragon in the Land of Snows Penguin

In our hyper-connected world that is changing at warp speed, marketers recognize the need to shift from traditional marketing methods to a new way that can help them better navigate the unpredictable environment. For traditionalists, this change has posed a challenge. Many have tried to incorporate new approaches into the old models they grew up with, only to be frustrated with the results. From the bestselling authors of *The Social Employee*, and LinkedIn Learning course authors, comes a powerful new textbook that cracks the marketing code in our hyper-focused digital age. *The New Marketing*, with contributions spanning CMO trailblazers to martech disruptors, behavioral economics luminaries at Yale to leading marketing thinkers at Kellogg and Wharton, is a GPS for navigating in a digital world and moves the craft of marketing through the forces of marketing transformation. We can't predict the future. But our goal is to help make Masters/MBA students and marketing practitioners future-ready and successful.

One Man's Amazing Journey Through Peace and War on the World's Longest River

HarperCollins UK

Traces India's economic and social transformation into a free-market democracy, sharing the stories of its top players while weaving in the author's own life experiences as a former CEO for Procter & Gamble India. Reprint.

A Brief History of the Twenty-first Century Penguin Group Canada

IS YOUR TECHNOLOGY DRIVING YOU CRAZY? We are in a toxic relationship with our devices. The line between work and home has become blurrier than ever. The constant onslaught of information affects our mental peace. We all know this is not good for us. Yet, we can't help ourselves from going back for one more scroll. The internet cannot be avoided, but our relationship with it can change. *The Art of Bitfulness* helps create healthy boundaries between you and the floodgates of the internet. It offers new strategies to reclaim your time, privacy and attention. This book is all about how to live with tech, not how to live without it. The goal is not to spend less time on your devices; it is to spend your time on your devices better. This book also talks about how we got here in the first place. Why does our technology limit us, rather than liberate us? *The Art of Bitfulness* offers a new way of building tech for all, rather than a winner-take-all system. The authors of this book are veterans of the digital world. They are optimistic about technology's potential to transform society, but are pragmatic about what needs to happen to get there. This book is not anti-tech, it is pro-you.

Realizing a Billion Aspirations Simon and Schuster

Visit the website for *A Better India*; *A Better World*; here. With one of the highest GDP growth rates in the world and an array of recent achievements in technology; industry and entrepreneurship; India strides confidently towards the future. But; in the world's largest democracy; not everyone is equally fortunate. More than 300 million Indians are still prey to hunger; illiteracy and disease; and 51 per cent of India's children are still undernourished. What will it take for India to bridge this great divide? When will the fruits of development reach the poorest of the poor; and wipe the tears from the eyes of every man; woman and child; as Mahatma Gandhi had dreamt? And how should this; our greatest challenge ever; be negotiated? In this extraordinarily inspiring and visionary book; N.R. Narayana Murthy; who pioneered; designed and executed the Global Delivery Model that has become the cornerstone of India's success in information technology services outsourcing; shows us that a society working for the greatest welfare of the greatest number—samasta jananam sukhino bhavantu—must focus on two simple things: values and good leadership. Drawing on the remarkable Infosys story and the lessons learnt from the two decades of post-reform India; Narayana Murthy lays down the ground rules that must be followed if future generations are to inherit a truly progressive nation. Built on Narayana Murthy's lectures delivered around the world; *A Better India: A Better World* is a manifesto for the youth; the architects of the future; and a compelling argument for why a better India holds the key to a better world.

Best Sellers - Books :

- [The Seven Husbands Of Evelyn Hugo: A Novel](#)
- [The Summer Of Broken Rules By K. L. Walther](#)
- [The Wonderful Things You Will Be](#)
- [My First Library : Boxset Of 10 Board Books For Kids](#)
- [The Four Agreements: A Practical Guide To Personal Freedom \(a Toltec Wisdom Book\) By Don Miguel Ruiz](#)
- [The Complete Summer I Turned Pretty Trilogy \(boxed Set\): The Summer I Turned Pretty; It's Not Summer Without You; We'll Always Have Summer By Jenny Han](#)
- [Too Late: Definitive Edition](#)
- [How To Win Friends & Influence People \(dale Carnegie Books\) By Dale Carnegie](#)
- [A Letter From Your Teacher: On The First Day Of School](#)
- [It's Not Summer Without You](#)