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Excellence Now: Extreme Humanism This beautifully-designed book by award-winning design firm, Donovan/Green, captures Tom's timeless and new lessons in leadership for NOW. Called the "Greatest Business Book of All Time" (Bloomsbury UK), Tom and Robert Waterman's In Search of Excellence launched a maverick approach to management thinking in 1982. Tom's seventeen books since have been cornerstones of management lessons from business schools to boardrooms. With Excellence Now: Extreme Humanism, Tom sets an even higher bar given the state of our world today. Why "Extreme Humanism"? Tom will show how excellence in leadership is achieved by an obsessive focus on the growth of those you are leading. Reflecting on how to

lead in current conditions, Tom says, "What you are doing right now will be the hallmark of your entire career." Fans who await Tom's next bold insights based on decades of research and on-the-ground, (e.g. Twitter - @tom_peters) steely observations, will once again find themselves immersed in a rich world of people-first wisdom. Excellence Now: Extreme Humanism will long serve as a business bible for both individuals and organizations-large and small. Excellence Now powerfully delivers the management and leadership direction for how to move forward in a world turned upside down. The "Greatest Business Book of All Time" (Bloomsbury UK), In Search of Excellence has long been a must-have for the boardroom, business school, and bedside table. Based on a study of forty-three of America's best-run companies from a diverse array of business sectors, In Search of Excellence describes eight basic principles of management -- action-stimulating, people-oriented, profit-maximizing practices -- that made these organizations successful. Joining the HarperBusiness Essentials series, this phenomenal bestseller features a new Authors' Note, and reintroduces these vital principles in an accessible and practical way for today's management reader. Tom Peters--brilliant, original, and perhaps the most inspiring and listened-to business thinker of our time--has a lot on his mind these days. And he wants to share it in The Circle of Innovation. The world of business is in a permanent state of flux, he argues, a state of chaos in which constant innovation is the only survival strategy--for the individual and for the organization. And he presents here a lifesaving handbook--both provocative and practical--designed to turn any organization into a perpetual innovation machine. In 400 seminars in 47 states and 22 countries in the last five years, Peters has reexamined, refined, and reinvented his views on innovation. Now he brings

those seminars--and his passion--to the reader in a landmark book. It is meant, he writes, to both "terrify" and "enlighten." These are "times of matchless peril for those who fail to grasp the nettle...and times of matchless opportunity for those who do." To keep us alert, limber, and ready for action, he provokes and cajoles in chapter after chapter. Among his institutions and revelations: We Are All Michelangelos. He shows how to transform every "jobholder" into a full-fledged businessperson. All Value Comes from the Professional Services. How to convert sluggish staff units into Vital Centers of Intellectual Capital Accumulation. The System is the Solution. How to build great systems--which go far beyond nuts and bolts. Create Waves of Lust. Quality is not the automatic advantage it recently was. There is a pressing need to reverse the rising tide of product and service "commoditization." Tommy Hilfiger Knows. In a crowded marketplace, branding is far more important than ever before. It's a Woman's World. How to capitalize on the fact that women purchase/are purchasing agents for well over half of U.S. commercial and consumer goods. Little Things Are the Only Things. As the Blight of Sameness encroaches on market after market, design is often the best tool in services or manufacturing for sustainable differentiation. We're Here to Live Life Out Loud. Why transformational leaders of the future must have laser-like focus, tell the truth, and live on the lunatic fringe. The hallmarks of Tom Peters legend are an insatiable curiosity, an agile intellect, a pragmatic perspective, and an uncanny ability to gauge the global zeitgeist. These qualities are all brought to bear as Peters sets out to engage, enrage, and ultimately empower his readers, amid forces that are reshaping not only business but every aspect of human experience. "No two exit experiences are exactly alike. Some people wind up

happy with the process and satisfied with the way it turned out while others look back on it as a nightmare. The question I hope to answer in this book is why. What did the people with 'good' exits do differently from those who'd had 'bad' exits?" When pioneering business journalist and Inc. magazine editor at large Bo Burlingham wrote *Small Giants*, it became an instant classic for its original take on a common business problem—how to handle the pressure to grow. Now Burlingham is back to tackle an even more common problem—how to exit your company well. Sooner or later, all entrepreneurs leave their businesses and all businesses get sold, given away, or liquidated. Whatever your preferred outcome, you need to start planning for it while you still have time and options. The beautiful part is that if you start early enough, the process will lead you to build a better, stronger, more resilient company, as well as one with a higher market value. Unfortunately, most owners don't start early enough—and pay a steep price for their procrastination. Burlingham interviewed dozens of entrepreneurs across a range of industries and identified eight key factors that determine whether owners are happy after leaving their businesses. His book showcases the insights, exit plans, and cautionary tales of entrepreneurs such as Ray Pagano: founder of a leading manufacturer of housings for security cameras. He turned down a bid for his company and instead changed his management style, resulting in a subsequent sale for four times the original offer. Bill Niman: founder of the iconic Niman Ranch, which revolutionized the meat industry. He learned about unhappy exits when he was forced to sell to private equity investors, leaving him with nothing to show for his thirty-five years in business. Gary Hirshberg: founder of organic yogurt pioneer Stonyfield Farm. He pulled off the nearly impossible task of finding a large company that

would buy out his 275 small investors at a premium price while letting him retain complete control of the business. Through such stories, Burlingham offers an illuminating and inspirational guide to one of the most stressful, and yet potentially rewarding, processes business owners must go through. And he explores the emotional challenges they face at every step of the way. At the end of the day, owning a business is about more than selling goods and services. It's about making choices that shape your entire life, both professional and personal. *Finish Big* helps you figure out how to face your future with confidence and be able to someday look back on your journey with pride. Tom Peters is the management guru's management guru. His is the story that launched a thousand management stories. This new book offers a critical assessment of Tom Peters' contribution to management thought and practice. The author, a globally recognized expert on management gurus, places Tom Peters at the forefront of the narrative turn in management. Charting and accounting for Tom Peters' contributions to management, the book analyses the practices that Peters has used to shape our appreciation of the business of excellence and in so doing probes and accounts for the preferences of the excellence project. An accessible and illuminating work, the book will appeal to students and scholars as well as thoughtful managers and leaders. No one has had more influence in shaping the idea of modern management than Tom Peters. An avowed enemy of conformism and the status quo, Peters is a necessary voice of experience to guide us through times of financial uncertainty. In *The Little BIG Things*, he provides essential wisdom for everyone—from the freelancer to the small business owner to the head of a major corporation—offering 163 ways to excel at the "people side of business" by pursuing excellence at every level. "The 'Excellence Standard' is not about Grand Outcomes. In Zen-like

terms, all we have is today. If the day's work cannot be assessed as Excellent, then the oceanic overall goal of Excellence has not been advanced. Period." "If membership in your club (organization) is not aimed at 'mind-blowing' development for each staff member and 'window rattling' service for each customer and other extended family members, then . . . just what the hell is the point?" Technology scholars declare an emergency: attention must be paid to the inequality, marginalization, and biases woven into our technological systems. This book sounds an alarm: we can no longer afford to be lulled into complacency by narratives of techno-utopianism, or even techno-neutrality. We should not be reassured by such soothing generalities as "human error," "virtual reality," or "the cloud." We need to realize that nothing is virtual: everything that "happens online," "virtually," or "autonomously" happens offline first, and often involves human beings whose labor is deliberately kept invisible. Everything is IRL. In *Your Computer Is on Fire*, technology scholars train a spotlight on the inequality, marginalization, and biases woven into our technological systems. Ask yourself honestly, is your professional life going according to plan? If you are not developing your leadership skills, there is an essential element missing from your efforts for success. *Leading from the Front* will show you how to start leading your life rather than allowing your life to lead you. Many women have never received formal leadership training. They weren't taught to be decisive, commanding, and ready to take risks. But it's never too late to change. Angie Morgan and Courtney Lynch weren't born leaders—they became leaders during their years in the U.S. Marine Corps, enduring some of the toughest training on earth. Now they pass the leadership know-how and experience from that training on to you. Drawing on their years as Marine Corps

officers and successful private consultants, Morgan and Lynch deliver 10 key practices to becoming a powerful leader. You'll improve your decision making, focus, and performance as you learn to

- Set an inspiring example
- Think fast on your feet
- Stop making excuses
- Take care of your team (so they'll take care of you)
- Respond without overreacting
- Stay cool while dealing with crises
- Have the courage to achieve your goals
- Learn how to effectively take on any challenge that comes your way-with the confidence you need to lead like the toughest Marine, but with a woman's touch.

The Sayn Foundry in Bendorf, a German town on the Rhine near the Dutch border, is a fascinating example of complex technological thinking. Although the structural detailing is typical of its period (1830), Prussian engineer and iron founder Karl Ludwig Althaus used and varied the many architectural and engineering models at hand in a sophisticated and complex building with structural elements that can be read as advertisements, machine parts, religious forms, or simply as building elements. The foundry, which is still standing, is just one of the many projects Peters examines in this broad synthesis of nineteenth-century technological thought and methods of design that form the basis of the modern built world. Through such examples, he traces the growth of technological thinking as one of our culture's chief modes of thought and establishes its primacy over other forms such as scientific or humanistic thinking as the major component of building design.

Turn your company into a dynamic centre of excellence. Instead of looking for things that have gone wrong in your organisation and trying to fix them, look for things that went right and try to build on them. Perceptive, provocative and inspiring ideas to transform the way you work, this is your crucial guide to leadership to help you reinvent your business from management guru Tom Peters. If your company's goal is

to become fast, responsive, and agile, more efficiency is not the answer--you need more slack. Why is it that today's superefficient organizations are ailing? Tom DeMarco, a leading management consultant to both Fortune 500 and up-and-coming companies, reveals a counterintuitive principle that explains why efficiency efforts can slow a company down. That principle is the value of slack, the degree of freedom in a company that allows it to change. Implementing slack could be as simple as adding an assistant to a department and letting high-priced talent spend less time at the photocopier and more time making key decisions, or it could mean designing workloads that allow people room to think, innovate, and reinvent themselves. It means embracing risk, eliminating fear, and knowing when to go slow. Slack allows for change, fosters creativity, promotes quality, and, above all, produces growth. With an approach that works for new- and old-economy companies alike, this revolutionary handbook debunks commonly held assumptions about real-world management, and gives you and your company a brand-new model for achieving and maintaining true effectiveness. The NIV is the world's best-selling modern translation, with over 150 million copies in print since its first full publication in 1978. This highly accurate and smooth-reading version of the Bible in modern English has the largest library of printed and electronic support material of any modern translation. *In Search of Excellence* has long been a must-have for the boardroom, business school and bedside table, and continues to influence the thinking of leaders and managers across the globe today. Based on a study of forty-three of America's best-run companies from a range of sectors - consumer goods, technology, services - the book identifies eight common 'attributes of excellence' that made these organisations successful. Though many of the profiled companies have since lost their edge (or

disappeared completely), these eight management principles, each highlighted in a chapter in the book, have shown themselves to be timeless. These simple business truths, so eloquently encapsulated by Peters and Waterman, are proof that the fundamentals of management - a focus on people, customers and value, entrepreneurship and excellence - ring as true today as they ever did. *In Search of Excellence* is a seminal business book, worthy of a place on the bookshelves of anyone who wants to understand how effective management works in practice. The "Greatest Business Book of All Time" (Bloomsbury UK), *In Search of Excellence* has long been a must-have for the boardroom, business school, and bedside table. Based on a study of forty-three of America's best-run companies from a diverse array of business sectors, *In Search of Excellence* describes eight basic principles of management -- action-stimulating, people-oriented, profit-maximizing practices -- that made these organizations successful. Joining the HarperBusiness Essentials series, this phenomenal bestseller features a new Authors' Note, and reintroduces these vital principles in an accessible and practical way for today's management reader. Organized into more than 200 thought- and action-provoking elements—from the importance of clean trucks and bathrooms to conversations with entrepreneurs creating new markets—Tom Peters, bestselling management guru offers a practical guide to impractical times. In *The Pursuit of Wow!*, Tom Peters offers readers the words, the tools, to survive in tumultuous business environments. In his groundbreaking book, *In Search of Excellence* changed the way business does business. Now it's time to take the next leap into the cyberstage era. Getting to a place called excellence is no longer the idea. You've got to take that leap, then leap again—catapult their imaginations, blow their mindsets—in a word, wow! them. Once more the

unconventional Peters stimulates corporate thought processes. Along with the best of his columns, Peters includes questions and rebuttals that come from readers and listeners, as well as his own candid responses. A must-read for every business person. The national bestseller that offers prescriptions for an economic world turned upside down. A New York Times bestseller for eleven months. A guide giving instant access to the key ideas and strategies of business expert, Peter Drucker with a mini biography charting his rise to the top. The book also gives advice on how to apply his ideas in your own business environment. "Tom Peters' new book is a bundle of beautiful dynamite. While I've been a CEO for 30 years, I still learned much worth knowing from The Excellence Dividend. You will too."

—John C. Bogle, founder, Vanguard For decades Tom Peters has been preaching the gospel of putting people first, and in today's rapidly changing business environment, this message is more important than ever. With his unparalleled expertise and inimitable charisma, Peters offers brilliantly simple, actionable guidelines for success that any business leader can immediately implement. He provides a roadmap for your organization and for you as an individual to thrive amidst the tech tsunami, and he has a lot of fun doing it. The Excellence Dividend is an important new book from one of today's greatest business thinkers. The national bestseller that offers prescriptions for an economic world turned upside down. A New York Times bestseller for eleven months. Tom Peter's is back and in his own words he's "Mad as Hell." Breaking down the message from his bestselling Re-Imagine!, these four pocket-sized books deliver crucial business truths to those who are looking for inspiration on leadership, innovation, design, or women in business. In this series, Robert Heller presents the wisdom and experience of the world's top business gurus in an

accessible format suited to both established executives and business beginners. In this informative volume, the author reveals the full range of Tom Peters' extraordinary management vision and presents a series of masterclasses that show how to practise the theories of the management Messiah. Discover Peter's unique approach to- *Managing chaos *Practising visible management *Becoming customer-obsessed *Finding the focus *Controlling size *Going 'outside the box' *Creating the curious corporation *Accepting the need for perpetual revolution

The fundamental mathematical tools needed to understand machine learning include linear algebra, analytic geometry, matrix decompositions, vector calculus, optimization, probability and statistics. These topics are traditionally taught in disparate courses, making it hard for data science or computer science students, or professionals, to efficiently learn the mathematics. This self-contained textbook bridges the gap between mathematical and machine learning texts, introducing the mathematical concepts with a minimum of prerequisites. It uses these concepts to derive four central machine learning methods: linear regression, principal component analysis, Gaussian mixture models and support vector machines. For students and others with a mathematical background, these derivations provide a starting point to machine learning texts. For those learning the mathematics for the first time, the methods help build intuition and practical experience with applying mathematical concepts. Every chapter includes worked examples and exercises to test understanding. Programming tutorials are offered on the book's web site.

In a hierarchy, every employee rises to the level of their own incompetence. This simple maxim, defined by this classic book over 40 years ago, has become a beacon of truth in the world of work. From the civil service to multinational companies to

hospital management, it explains why things constantly go wrong: promotion up a hierarchy inevitably leads to over-promotion and incompetence. Through barbed anecdotes and wry humour the authors define the problem and show how anyone, whether at the top or bottom of the career ladder, can avoid its pitfalls. Or, indeed, avoid promotion entirely! Aaron Swartz was a zealous young advocate for the free exchange of information and creative content online. He committed suicide in 2013 after being indicted by the government for illegally downloading millions of academic articles from a nonprofit online database. From the age of fifteen, when Swartz, a computer prodigy, worked with Lawrence Lessig to launch Creative Commons, to his years as a fighter for copyright reform and open information, to his work leading the protests against the Stop Online Piracy Act (SOPA), to his posthumous status as a cultural icon, Swartz's life was inextricably connected to the free culture movement. Now Justin Peters examines Swartz's life in the context of 200 years of struggle over the control of information."-- "It is [Tom] Peters—as consultant, writer, columnist, seminar lecturer, and stage performer—whose energy, style, influence, and ideas have [most] shaped new management thinking." —Movers and Shakers: The 100 Most Influential Figures in Modern Business "We live in a Tom Peters world." —Fortune Magazine Business uber-guru Tom Peters is back with his first book in a decade, *The Little Big Things*. In this age of economic recession and financial uncertainty, the patented Peters approach to business and management—no-nonsense, witty, down-to-earth, insightful—is more pertinent now than ever. As essential for small-business owners as it is for the heads of major corporations, *The Little Big Things* is a rousing call-to-arms to American business to get "back to the basics" of running a successful enterprise. Bestselling author David Maister teams up with Charles

H. Green and Robert M. Galford to bring us the essential tool for all consultants, negotiators, and advisors. In today's fast-paced networked economy, professionals must work harder than ever to maintain and improve their business skills and knowledge. But technical mastery of one's discipline is not enough, assert world-renowned professional advisors David H. Maister, Charles H. Green, and Robert M. Galford. The key to professional success, they argue, is the ability to earn the trust and confidence of clients. To demonstrate the paramount importance of trust, the authors use anecdotes, experiences, and examples -- successes and mistakes, their own and others' -- to great effect. The result is an immensely readable book that will be welcomed by the inexperienced advisor and the most seasoned expert alike. It's crunch time - learn to re-write the corporate rule book with management guru Tom Peters. Discover how to re-write the corporate rule book with this new edition from the world's most influential management guru, Tom Peters. See how he predicts the death of bureaucracy and why he thinks business is cool. Develop strategies to get ahead of the competition and become an enterprising, ideas-driven organisation, one that empowers individuals so you become a business known for innovation and excellence. A wake-up call for managers and executives everywhere who want to stay ahead of the game and get on the route to innovation for business excellence. Peter disobeys his mother by going into Mr. McGregor's garden and almost gets caught. Organized into more than 200 thought- and action-provoking elements—from the importance of clean trucks and bathrooms to conversations with entrepreneurs creating new markets—Tom Peters, bestselling management guru offers a practical guide to impractical times. In *The Pursuit of Wow!*, Tom Peters offers readers the words, the tools, to survive in tumultuous business

environments. In his groundbreaking book, *In Search of Excellence* changed the way business does business. Now it's time to take the next leap into the cyberstage era. Getting to a place called excellence is no longer the idea. You've got to take that leap, then leap again—catapult their imaginations, blow their mindsets—in a word, wow! them. Once more the unconventional Peters stimulates corporate thought processes. Along with the best of his columns, Peters includes questions and rebuttals that come from readers and listeners, as well as his own candid responses. A must-read for every business person. *Jump Start Your Business Brain* details data-proven methods that can make your sales, marketing and business development measurably more effective. What makes this book unique is that the methods detailed are backed up with hard data. They're grounded in statistical analysis of the success and failures of more than 4,000 new products and services, and more than 6,000 innovation teams. The research quantifies the impact of a back-to-basic, customer-focused approach to sales, marketing and business development. The research also uncovers news regarding how you can measurably increase effectiveness in today's super-competitive, time-compressed and overstressed marketplace. It's the perfect book for today's up-and-coming executive. For more than three decades, Tom Peters has been obsessed with Excellence (with a capital E). In this beautifully designed eBook, he's sharing his thoughts, ideas, inspirations, formulas, stories, tips, lessons, experience, examples, and, perhaps most important, attitude. The bottom line: Don't ask what Excellence is. Ask when. Tom's answer: Excellence Now. Michael Goldhaber, writing in *Wired*, said, "If there is nothing very special about your work, no matter how hard you apply yourself you won't get noticed and that increasingly means you won't get paid much either. In times past you could be obscure

yet secure -- now that's much harder." Again: the white collar job as now configured is doomed. Soon. ("Downsizing" in the nineties will look like small change.) So what's the trick? There's only one: distinction. Or as we call it, turning yourself into a brand . . . Brand You. A brand is nothing more than a sign of distinction. Right? Nike. Starbucks. Martha Stewart. The point (again): that's not the way we've thought about white collar workers--ourselves--over the past century. The "bureaucrat" on the finance staff is de facto faceless, plugging away, passing papers. But now, in our view, she is born again, transformed from bureaucrat to the new star. She works in a professional service firm and works on projects that she'll be able to brag about years from now. I call her/him the New American Professional, CEO of Me Inc. (even if Me Inc. is currently on someone's payroll) and, of course, of Brand You. Step #1 in the model was the organization . . . a department turned into PSF 1.0. Step #2 is the individual . . . reborn as Brand You. In 50 essential points, Tom Peters shows how to be committed to your craft, choose the right projects, how to improve networking, why you need to think fun is cool, and why it's important to piss some people off. He will enable you to turn yourself into an important and distinctive commodity. In short, he will show you how to turn yourself into . . . Brand You. See also the other 50List titles in the Reinventing Work series by Tom Peters -- The Project50 and The Professional Service Firm50 -- for additional information on how to make an impact in the professional world. Can a good company become a great one and, if so, how?After a five-year research project, Collins concludes that good to great can and does happen. In this book, he uncovers the underlying variables that enable any type of organization to These days, it's often easier to avoid face-to-face contact in favor of technological

shortcuts. But as Michael Gelb argues in this compelling, entertaining book, the meaningful relationships that come from real interaction are the key to creating innovative ideas and solving our most intractable problems. In *The Art of Connection*, Gelb offers readers seven methods of developing this essential rapport in their professional and personal lives. Each chapter covers specific techniques and illustrates them with memorable stories, relevant scientific research, and hands-on exercises that allow readers to apply their new skills. Most important, Gelb reminds us that developing rapport with others is not just a business tool to enhance productivity but a valuable end in itself. He guides us to cultivate the skills we all need to deepen our relationships, broaden our humanity, and transform our lives. In this internationally bestselling sequel to the classic business book *In Search of Excellence*, Tom Peters and Nancy Austin reveal the secrets of a management revolution. The authors show how by mixing attention to detail with values, vision and integrity, you can achieve long-term excellence. The heart and soul of the management revolution is leadership which mixes tough-mindedness with tenderness, enabling every employee to take possession of their own achievements, and which demands that each person becomes an innovative contributor to the company's success. Dedicated to imaginative leaders everywhere, this book is for all concerned about the pursuit of excellence in the business world and in public service. This volume brings together the best of the Tom Peters seminars—complete with visual materials. The Tom Peters Seminar demonstrates Peters' unconventional analysis that challenges outdated corporate structures and demonstrates that "imagination is the source of value in the economy." Peters' bold ideas vault business thinking beyond change—toward invention and revolution.

Includes a Windows-compatible disc. Allegory about a sea gull who seeks to attain perfect flight. Copyright © Libri GmbH. All rights reserved. The Little Story that Started the Civil War "Any mind that is capable of a real sorrow is capable of good." – Harriet Beecher Stowe, *Uncle Tom's Cabin*; or *Life Among the Lowly*, is one of the most famous anti-slavery works of all time. Harriet Beecher Stowe's novel helped lay the foundation for the Civil War and was the best selling novel of the 19th century. While in recent years, the book's role in creating and reinforcing a number of stereotypes about African Americans, this novel's historical and literary impact should not be overlooked. This Xist Classics edition has been professionally formatted for e-readers with a linked table of contents. This eBook also contains a bonus book club leadership guide and discussion questions. We hope you'll share this book with your friends, neighbors and colleagues and can't wait to hear what you have to say about it. Xist Publishing is a digital-first publisher. Xist Publishing creates books for the touchscreen generation and is dedicated to helping everyone develop a lifetime love of reading, no matter what form it takes. *Rework* shows you a better, faster, easier way to succeed in business. Most business books give you the same old advice: Write a business plan, study the competition, seek investors, yadda yadda. If you're looking for a book like that, put this one back on the shelf. Read it and you'll know why plans are actually harmful, why you don't need outside investors, and why you're better off ignoring the competition. The truth is, you need less than you think. You don't need to be a workaholic. You don't need to staff up. You don't need to waste time on paperwork or meetings. You don't even need an office. Those are all just excuses. What you really need to do is stop talking and start working. This book shows you the way. You'll learn how

to be more productive, how to get exposure without breaking the bank, and tons more counterintuitive ideas that will inspire and provoke you. With its straightforward language and easy-is-better approach, *Rework* is the perfect playbook for anyone who's ever dreamed of doing it on their own. Hardcore entrepreneurs, small-business owners, people stuck in day jobs they hate, victims of "downsizing," and artists who don't want to starve anymore will all find valuable guidance in these pages.

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