

Living The 80 20 Way

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Ninja Selling Larry Kendall 2017-01-03 2018 Axiom Business Book Award Winner, Gold Medal Stop Selling! Start Solving! In Ninja Selling, author Larry Kendall transforms the way readers think about selling. He points out the problems with traditional selling methods and instead offers a science-based selling system that gives predictable results regardless of personality type. Ninja Selling teaches readers how to shift their approach from chasing clients to attracting clients. Readers will learn how to stop selling and start solving by asking the right questions and listening to their clients. Ninja Selling is an invaluable step-by-step guide that shows readers how to be more effective in their sales careers and increase their income-per-hour, so that they can lead full lives. Ninja Selling is both a sales platform and a path to personal mastery and life purpose. Followers of the Ninja Selling system say it not only improved their business and their client relationships; it also improved the quality of their lives.

The Financial Times Guide to Strategy Richard Koch 2006 Most CEOs claimed that they wanted to spend about a third of their time on strategy. That's about 80-days in a typical working year?. McKinsey Research, 2003. A strategy is an essential tool in business. How do you know what you're doing without one? But what exactly is a good strategy? How do you get one? What are the options? Which are the key concepts and models you need to know about? In the third edition of this easy-to-read and logically structured guide, Richard Koch leads the reader through each critical step in creating, delivering and understanding successful strategy. Beginning at the level of the business unit, where most everyday business activities are carried out, he shows us which questions to ask, how to go about answering them and what action to take as a result. With an updated section on corporate strategy and an A-Z reference of strategy concepts, the FT Guide to Strategy is your guide to corporate success!

The 7 Gears Between Cause & Effect Thomas Tolman

Summary: Living the 80/20 Way BusinessNews Publishing 2014-11-12 The must-read summary of Richard Koch's book: "Living the 80/20 Way: Work Less, Worry Less, Succeed More, Enjoy More". This complete summary of the ideas from Richard Koch's book "Living the 80/20 Way" shows how you can use the 80/20 principle in every area of your life. The author explains that you should focus on the 20% of tasks that lead to 80% of your success. By minimising your workload and focusing on what really matters, you will be able to discover the most efficient way to achieve success. Added-value of this summary: • Save time • Understand key principles • Increase your efficiency To learn more, read "Living the 80/20 Way" to de-clutter your life and start focusing on what really matters to your success.

The Financial Times Guide to Strategy Richard Koch 2011 YOUR COMPLETE GUIDE TO STRATEGY. PLAIN AND SIMPLE. The FT Guide to Strategy is your unbeatable reference on strategy. It offers an incisive overview of both corporate level and business unit level strategy, an A to Z of the world's leading strategic thinkers and introduces the key strategic tools and techniques you need to develop your own strategy. In one engaging read it leads you through each critical step in creating, delivering and understanding successful strategy. This is the smartest and most readable strategy guide available anywhere.

Sleeping with Your Smartphone Leslie A. Perlow 2012 "Argues that monitoring one's electronic business communication 24/7 is actually counterproductive and offers a plan for companies to take time to "disconnect" in order to boost their productivity."

80/20 Your Life Richard Koch 2020-08-06 EXTRAORDINARY RESULTS WITHOUT EXTRAORDINARY EFFORT. Richard Koch's original bestseller THE 80/20 PRINCIPLE gave millions of highly effective businesspeople around the world a serious advantage in the pursuit of success. In 80/20 YOUR LIFE (previously published as Living the 80/20 Way) he shows how to use this powerful tool in all areas of your life. 80/20 YOUR LIFE shows how working out the few things that are really important, and the few methods that will give you those things, leads to increased happiness and greater success. When you read this book, you'll discover why 'less is more' isn't just a saying, but a sure-fire method to achieve your goals and live your best life. 80/20 YOUR LIFE shows how working and worrying less can transform your personal life.

'Highly practical and full of examples... The trick is to apply 'less is more' and 'more with less' to ourselves, our work and our relationships' INDEPENDENT ON SUNDAY 'This book is for anyone interested in succeeding personally as well as professionally. It uses a simple, concise, self-help approach to guide the reader through the different areas of life that can benefit from the 80/20 way of thinking' PROFESSIONAL MANAGER

Het 80/20-principe Richard Koch 2017-11-18 Nieuwe editie van 'Het 80/20-principe', de klassieker van Richard Koch waar wereldwijd meer dan een miljoen exemplaren van verkocht zijn. Het 80/20-principe klinkt als een aardige vuistregel, maar het is meer dan dat: het is een wetenschappelijk bewezen principe. Richard Koch toont in dit boek aan dat het 80/20-principe voor organisaties te gebruiken is als analyse-instrument (met welke producten behalen we de hoogste winst?), en op persoonlijk vlak als denkmethode (op welke thema's moet ik focussen, wat zijn de beste oplossingen?). In beide gevallen is het resultaat: betere beslissingen, minder gedoe, meer effectiviteit. Op strategisch niveau, maar ook in je dagelijkse werk. Iedereen, van de CEO tot de professional, kan met dit boek zijn voordeel doen. Het helpt je te kiezen, te beslissen en sneller vooruit te komen. De jubileumeditie van dit standaardwerk is aangevuld met nieuwe hoofdstukken over de werking van het principe in (online) netwerken.

Viva el estilo 80-20 Richard Koch 2007-09-01 "The father of the 80/20 approach to working and living shows readers how to apply his plan to the pursuit of a balanced life, urging readers to focus on lifestyle and focus on what they do well in order to become successful."

Summary of Living the 80/20 Way Thorough Summaries 2021-05-29 Living th? 80/20 Way ?h?w? ??u how t? ???!? the 80/20 principle, ?n ???n?m?? ??n??t wh??h states that th? vast m?j?r?t? of r??ult? ??m? fr?m a small proportion of ??f?rt, t? ??ur personal l???. W?th ?r?gm?t??, easily applicable ?dv??? ?b?ut how to ?r??t? more w?th l???, the ?uth?r ?n??ur?g?? th? r??d?r t? f??u? ?n wh?t? important and t? th?nk ?ut??d? th? box.

The Star Principle Richard Koch 2008 Star business are start-up companies that operate in high-growth areas and quickly become market leaders. In this essential business guide, acclaimed entrepreneur Richard Koch demonstrates the secrets behind riding star businesses to success. Information is provided both on how to establish a star business and on how to invest in and profit from existing companies that are bound for growth. Warnings on avoiding false stars is also included, along with a number of examples of how existing companies established themselves as industry leaders.

Business Gurus Ian Wallis 2012-01-20 Business Gurus is an essential introduction to business and leadership thinking. A must-read for anyone working in or studying business, Business Gurus explains simply and clearly the most important elements from the world's most influential leadership and management thinkers. All major gurus, both past and present, are featured including: Michael Porter, Tom Peters, Peter Drucker, Michael Gerber, Peter Senge, Jim Collins, Ken Blanchard, Charles Handy, Richard Koch, John Kotter, Richardo Semler, Stephen Covey, Seth Godin and many more. For each of these Gurus, the book explains their background, the main theories for which they are known, the context for these theories, and how they compare to other business thinking. Crucially the book also looks at how each theory works in practise.

The 80/20 Principle Richard Koch 2007 The 80/20 rule has been validated by economists, mathematicians and business analysts yet it remains strangely uncelebrated. The figures suggest that 80% of results flow from 20% of the causes so one would strive to isolate the important 20%.

De edele kunst van not giving a f*ck Mark Manson 2017-04-11 Van populair weblog naar New York Times-bestseller is dit hét boek voor zelfhulphaters! Stop met altijd maar positief zijn, en leer in plaats daarvan om te gaan met je tekortkomingen en de tegenslagen in het leven. Zodra je niet meer wegrenst voor je angsten, fouten en onzekerheden maar de pijnlijke waarheid onder ogen durft te zien, vind je de moed en het zelfvertrouwen waar je in deze tijd zo'n behoefte aan hebt. Mark Manson geeft je de tools om te kiezen waar jij om geeft, en dus ook waar je niet om geeft. Dat idee omarmen werkt bevrijdend. Humoristisch en vol goede grappen, maar bovenal ondersteund door wetenschappelijk onderzoek.

Why People Fail Siimon Reynolds 2011-09-23 Silver Medal Winner, Success and Motivation, 2012 Axiom Business Book Awards An essential guide for mastering failure in order to achieve your goals Success is often just a moment—a goal fulfilled, soon to be replaced with new goals. But failure is the ambitious person's constant companion, often dogging us for months, years or even decades before we finally reach our aim. In the groundbreaking book Why People Fail, Siimon Reynolds, one of the world's most successful entrepreneurs, explores the main causes of failure, in any field, and reveals solutions for overcoming them and creating a successful personal and professional life. Why People Fail offers strategies and ideas for defeating the sixteen most common failure habits such as destructive thinking, low productivity, stress, fixed mindset, lack of daily rituals, and more. Outlines the common habits that lead to failure and shows how to overcome them Features dozens of tips and exercises to help increase business and personal success Written by Siimon Reynolds, an internationally recognized expert on high performance and business excellence Many people have changed their lives by mastering just one of the timeless principles in this book. Master five or ten and your life will rocket to a totally new level.

Talent en action / druk 1 G. Anthoon 2010-03

The World's Business Cultures and how to Unlock Them Barry Tomalin 2007 Middle and senior managers are now travelling abroad on business in vast numbers or working in virtual distributed teams which cross cultural as well as international borders. This insightful new book focuses on business cultural awareness and offers accessible 'dip-in' information on doing business overseas. Developed from their experiences with the business cultures of many nations, Barry Tomalin and Mike Nicks provide the essentials that will enable any business traveler to come to a full understanding of cultural differences in communication, negotiation, partnerships, socializing, incentives and rewards. More than just preventing the reader from causing offense to their business counterparts, the authors offer strategies and tactics for gaining the trust and collaboration of colleagues from other countries and ensuring that the right impression is made whatever the culture. The book provides a framework for understanding any culture in the world, but specifically includes chapters on China, India, Brazil, Russia, UK, Germany, Italy, France, Japan and the USA. Other important topics covered include: Cultural Expectations; How to be More Culturally Sensitive; Cultural Beartraps; and Relocation and Repatriation.

Living the 80/20 Way Richard Koch 2011 Acclaimed entrepreneur and author Richard Koch changed the face of the business world with The 80/20 Principle. In Living the 80/20 Way, a self-help bestseller, he returns to show how working and worrying less can transform our personal lives. Koch takes the widely renowned 80/20 principle and shows how in today's cluttered and stressful world, working out the few things that are really important, and the few methods that will give us those things, leads to increased happiness and greater success. Living the 80/20 Way explains why 'less is more' isn't just a saying, but a sure-fire method to achieve your goals and live your best life.

80/20 Your Life Richard Koch 2020-08-11 EXTRAORDINARY RESULTS WITHOUT EXTRAORDINARY EFFORT. Richard Koch's original bestseller THE 80/20 PRINCIPLE gave millions of highly effective businesspeople around the world a serious advantage in the pursuit of success. In 80/20 YOUR LIFE he shows how to use this powerful tool in all areas of your life. 80/20 YOUR LIFE shows how working out the few things that are really important, and the few methods that will give you those things, leads to increased happiness and greater success.

When you read this book, you'll discover why 'less is more' isn't just a saying, but a sure-fire method to achieve your goals and live your best life. 80/20 YOUR LIFE shows how working and worrying less can transform your personal life. 'Highly practical and full of examples... The

trick is to apply 'less is more' and 'more with less' to ourselves, our work and our relationships' INDEPENDENT ON SUNDAY 'This book is for anyone interested in succeeding personally as well as professionally. It uses a simple,concise,self-help approach to guide the reader through the different areas of life that can benefit from the 80/20 way of thinking' PROFESSIONAL MANAGER

Living the 80/20 Way by Richard Koch (Summary) QuickRead Do you want more free book summaries like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. Learn how living the 80/20 way can help you find happiness and success by simply doing less. Like most people in today's society, you may be tired of the daily grind. You simply wake up, head to work, sit at your desk all day, head home, eat dinner, go to bed, and do it all again the next day. There has to be more, right? Well, according to Koch, we are living life all wrong; instead of working to live, we live to work. We spend most of our time exerting our energy at work, only to find that when we get home, we are too exhausted and to give our best selves to our families and friends. Here's where the 80/20 principle comes in. The 80/20 principle refers to the observation that roughly 80 percent of results stem from 20 percent of causes. For example, the world's top 20 percent of people generate 80 percent of the world's wealth. While this principle has been used successfully in the business and economics world, it can now be applied to the lives of any individual. In other words, we can achieve more by doing less. As you read, you'll learn how to find your happiness islands, how to save money like the wealthy, and lastly, how living a simple life may be the key to success.

How to Think Bigger Martin Meadows 2015-07-04 How to Get More Motivated, Set Bigger Goals, and Achieve More by Thinking Bigger Have you ever wondered what separates people who think bigger from people who set their bar low? What makes one person accept low standards and another person to constantly raise them? Why does one person strive to build an international organization affecting the lives of millions of people, while another person is content working her entire life as a clerk? (Not that there's anything wrong with being a clerk!) Why is one person challenging herself to run marathons, train her body and get fitter, while another is happy living a sedentary, unhealthy lifestyle? What drives a person who's optimizing every single aspect of her life and what causes another person to maintain the status quo? You can say, "Well, the answer is simple enough – one person is ambitious, while the other one is not." But what exactly causes it? And most importantly – how do you become more ambitious and think bigger? Is it something you're born with and can't change, or is it something over which you have control? I found this topic so fascinating I decided to find out the answer for myself and write a book about it. This book is the result of my research about people who think big and the science of being more ambitious. Here are just some of the things you will learn from the book: - What key things you need to inspire yourself to think bigger, and more importantly, achieve your big goals. - Why you need a "why," and what kind of motivators will set you up for success (hint: attaining money or status are some of the least motivating goals possible). - The single most important thing to thinking bigger. If you don't have it in your life, you will sabotage your efforts – guaranteed. - What the chimp is and why you need to learn how to control it to get yourself motivated and work on your big goals. You can be making things hard for yourself without being aware of it. - How to cultivate the art of strategic laziness to achieve more while doing much less than other people (why work so hard if you can get better results by being lazy?). - The seven most important triggers of flow – a state of perfect focus where the magic happens. - The secret of achieving the impossible is not really such a secret, but most people tend to forget about it and get overwhelmed by their goals. I wrote this book to increase my motivation, teach myself how to think bigger and learn how to raise my standards. I hope the answer I found will help you as much as it has helped me. You can also learn how to find motivation to become the best version of you. Scroll up and buy the book now. For more free resources, sign up for my self-improvement newsletter:

<http://www.profoundselfimprovement.com/tba> Keywords: how to think big, how to get motivated, how to get more motivation, how to achieve goals, how to set goals, thinking bigger, startup, health, teams, inspiration, big thinking, achieving goals, achieving the impossible, how to be amazing, how to be motivated, motivational guide, business motivational books, business inspirational, how to be a success, how successful people think, goal setting success, ambition, free, permafrees

Resetting Our Future: Zero Waste Living, The 80/20 Way Stephanie J. Miller 2020-10-30 Many of us feel powerless to solve the looming climate and waste crises. We have too much on our plates, and may think these problems are better solved by governments and businesses. This book unlocks the potential in each "too busy" individual to be a crucial part of the solution. Stephanie Miller combines her career focused on climate change with her own research and personal experience to show how a few, relatively easy lifestyle changes can create significant positive impact. Using the simplicity of the 80/20 rule, she shows us those things (the 20%) that we can do to make the biggest (80%) difference in reversing the climate and waste crises.

Take a Financial Leap: The 3 Golden Rules for Financial Life Success Pete Wargent 2022-07-28 Uncover the psychology of success and break down the building blocks of limitless results with 'Take a Financial Leap'. Becoming a millionaire by the age of 33, Pete Wargent shares his 3 golden rules in one motivating and inspiring guide. A Financial commentator, investor and author, Wargent provides practical case studies and personal stories to show you how to set ambitious yet attainable results. From market investing, real estate to building a career or passion, accelerate financial success and freedom with this book. Financial commentator, investor and author, Pete Wargent became a millionaire at the age of 33 from shares, index funds and investment property. Having quit fulltime work, he is now the author of successful financial guides, uncovering the psychology behind financial growth. Helping millions of others now reach financial freedom and success, Wargent believes everyone can have a sustainable and flexible life.

Living the 80/20 Way 2010

The Harriman House Book of Investing Rules Philip Jenks 2007-01-01 For the first time, the tactics, strategies and insights relied on by 150 of the world's most respected financial experts are revealed in a concise, digestible form. Learn how you really make money in the markets from: fund managers of billion-pound equity funds; traders in the options and futures markets; industry-rated analysts; economists

The Worlds Business Cultures and how to Unlock them With the aid of a specially developed model – The 5 C's Model – expert authors demonstrate how to get your communications right internationally and ensure that meetings, both face-to-face and virtual, go according to plan. Barry Tomalin and Mike Nicks offer strategies and tactics for getting people from different countries on your side, and detailing the knowledge you need to make the right impression and avoid giving offence. The authors provide a framework for understanding any culture in the world, but include specific chapters on the top 16 economies in the world in 2050, according to Morgan Grenfell bank: China, USA, Germany, UK, Russia, India, Indonesia, Brazil, France, Italy, Spain, The Gulf, South Korea, Mexico, Australia and Japan

Living the 80/20 Way Richard Koch 2004 The father of the 80/20 approach to work and living shows readers how to apply his plan to the pursuit of a balanced life, urging readers to focus on lifestyle and focus on what they do well in order to become successful. Original.

FT Guide to Strategy Richard Koch 2012-09-26 YOUR COMPLETE GUIDE TO STRATEGY. PLAIN AND SIMPLE. The FT Guide to Strategy is your unbeatable reference on strategy. It offers an incisive overview of both corporate level and business unit level strategy, an A to Z of the world's leading strategic thinkers and introduces the key strategic tools and techniques you need to develop your own strategy. In one engaging read it leads you through each critical step in creating, delivering and understanding successful strategy. This is the smartest and most readable strategy guide available anywhere.

High Performance Companies Nitin Pangarkar 2011-10-11 The easy-to-adopt strategies that make companies from Coca-Cola to Starbucks perennial over-performers and that you can use, too High Performance Companies complements the frameworks for strategy making detailed in many existing books, proposing a number of rules of thumb (or principles) that companies can consider when making their day-to-day decisions which, in turn, will determine their actual strategies. These principles traverse a wide range of scenarios, such as strategic changes implemented by companies, resource allocation decisions—especially towards building durable assets—and resource acquisition through inorganic means. The book adopts a reader-friendly approach by teasing out the lessons to be found in detailed case studies from interesting companies. The writing minimizes jargon while maintaining rigor, especially with regard to the applicability and relevance of the strategic principles to different business contexts. Cites extensive evidence in support of the proposed arguments, without sacrificing readability Combines both short and long case studies within each chapter to demonstrate the general applicability of the principles presented Uses a variety of examples ranging from well-known companies such as Coca-Cola, Singapore Airlines, and Starbucks to relatively lesser known companies such as Illinois Tool Work, SAS Institute, and Heng Long Leather to show that the principles presented are applicable everywhere Providing valuable new insight into what makes a business successful and how to replicate this in a company of any size, High Performance Companies is an essential addition to the library of any manager or student of business.

Talent in actie (E-boek) Georges Anthon 2009-10-31 ?Nooit eerder liet een nog actieve manager en personeelsdirecteur zo openhartig binnenkijken in zijn trukendoos van persoonlijke levenswijsheden. In dit boek reikt Georges Anthon tactieken en strategieën aan om zelf je loopbaan te sturen in de richting die je wenst. Hij wijst op valkuilen en risico's en geeft een overvloed tips en tricks om ze correct in te schatten. Tegelijk legt hij uit hoe je (werk)stress vermijdt en je privé geluk op één lijn te brengt met professioneel succes. Dankzij de overvloed aan persoonlijke verhalen aangevuld met getuigenissen van collega's gaat dit boek je geen moment vervelen. Georges Anthon geeft je een oprechte inkijk in het hoofd van een doorwinterde HR-manager. Zijn aanpak is verrassend origineel, wat hij vertelt is zonder meer verrijkend. Met het FeelGood-werkboek als laatste hoofdstuk moedigt hij je aan zelf aan de slag te gaan. Een aanrader voor iedere actieve professional, ongeacht of hij nu pas afgestudeerd is of zich bevindt in het midden of op het einde van zijn loopbaan. Twee hoofdstukken schenken aandacht aan specifieke doelgroepen: leidinggevendenden of people managers en ambitieuze high-potentials.

Essentialisme Greg McKeown 2018-03-15 Essentialisme gaat over het terugbrengen van de overvloed aan informatie, vragen en indrukken tot de essentie. Wat is nou echt belangrijk, waar moet je werkelijk je aandacht en energie aan besteden? Greg McKeown laat in Essentialisme op heldere wijze zien hoe je gedisciplineerd kunt streven naar minder. In plaats van 'ik moet ieder probleem oplossen' draait het om 'op het juiste moment alleen de juiste dingen doen'. De ideale gids voor wie zelf wil bepalen waaraan hij zijn kostbare tijd en energie insteekt. Greg McKeown werkte onder ander voor Apple, Google en LinkedIn, hij is een veelgevraagd spreker en schreef eerder de bestseller Multipliers

Cross-Disciplinary Approaches to the English Language Crina Herceg 2011-09-22 Cross-Disciplinary Approaches to the English Language: Theory and Practice provides an overview of a less tackled field of research, namely the main issues at stake when teaching English Language and Culture in Romania. The approach is an interdisciplinary and cross-cultural one, as the authors investigate problems, offering and probing solutions from a cross-curricular perspective. The book is a collection of 10 contributions by teachers and researchers from Romania which draw on theoretical and applied methodological explorations into the challenges posed by teaching/learning English in a globalised context. Organised into three main chapters, the volume addresses the multifacetedness of language education as a cross-discipline. The complexity and universality of the research enquiries and practical insights make the topics addressed valid across the contemporary globalising educational context. Cross-Disciplinary Approaches to the English Language: Theory and Practice will be a useful tool to specialists and practitioners from ESP and CLIL domains alike, as well as graduate and postgraduate students in foreign language teaching.

Living the 80/20 Way Richard Koch 2011-02-22 'The 80/20 principle is the cornerstone of results-based living. Read this book and use it.' -Tim Ferriss, New York Times best-selling author of The 4-Hour Workweek Acclaimed entrepreneur and author Richard Koch changed the face of the business world with The 80/20 Principle. In Living the 80/20 Way, he shows how working and worrying less can transform our personal lives. Koch takes the widely renowned 80/20 principle and shows how in today's cluttered and stressful world, working out the few things that are really important, and the few methods that will give us those things, leads to increased happiness and greater success. Living the 80/20 Way explains why 'less is more' isn't just a saying, but a sure-fire method to achieve your goals and live your best life.

Essentialism Greg McKeown 2014-04-17 Have you ever found yourself struggling with information overload? Have you ever felt both overworked and underutilised? Do you ever feel busy but not productive? If you answered yes to any of these, the way out is to become an Essentialist. In Essentialism, Greg McKeown, CEO of a Leadership and Strategy agency in Silicon Valley who has run courses at Apple, Google and Facebook, shows you how to achieve what he calls the disciplined pursuit of less. Being an Essentialist is about a disciplined way of thinking. It means challenging the core assumption of 'We can have it all' and 'I have to do everything' and replacing it with the pursuit of 'the right thing, in the right way, at the right time'. By applying a more selective criteria for what is essential, the pursuit of less allows us to regain control of our own choices so we can channel our time, energy and effort into making the highest possible contribution toward the goals and activities that matter. Using the experience and insight of working with the leaders of the most innovative companies and organisations in the world, McKeown shows you how to put Essentialism into practice in your own life, so you too can achieve something great.

Key Ideas from the 80/20 Principle - Richard Koch Judy Gray 2018-12-13 Key Ideas from The 80/20 Principle - Richard Koch The Secret to Achieving More with Less The 80/20 Principle (1997) was named one of GQ's Top 25 Business Books of the Twentieth Century. It's about the 80/20 principle, which says that 80 percent of results are generated by just 20 percent of effort. This phenomenon has huge implications for every area of life, as it helps single out the most important factors in any situation. Who is it for? - Anyone who wants to get better results without expending more time- Anyone who wants to free up more of their time and lead a happier life- Anyone who wants to increase the profitability of their business About the Author Richard Koch is a former management consultant who retired in order to write in 1990. He has

authored 18 books, including the *The Power Laws*, *Living the 80/20 Way* and *Superconnect*. He successfully applies the 80/20 principle to his own life.

[Media, Gender and Identity](#) David Gauntlett 2008-03-18 Popular media present a vast array of stories about women and men. What impact do these images and ideas have on people's identities? The new edition of *Media, Gender and Identity* is a highly readable introduction to the relationship between media and gender identities today. Fully revised and updated, including new case studies and a new chapter, it considers a wide range of research and provides new ways for thinking about the media's influence on gender and sexuality. David Gauntlett discusses movies such as *Knocked Up* and *Spiderman 3*, men's and women's magazines, TV shows, self-help books, YouTube videos, and more, to show how the media play a role in the shaping of individual self-identities. The book includes: a comparison of gender representations in the past and today, from James Bond to *Ugly Betty* an introduction to key theorists such as Judith Butler, Anthony Giddens and Michel Foucault an outline of creative approaches, where identities are explored with video, drawing, or Lego bricks a Companion Website with extra articles, interviews and selected links, at: www.theoryhead.com.

Het gevecht met de boeken. De uitgeversstrategieën van de familie Verdussen (1589-1689) Stijn Van Rossem 2014

O princípio 80/20 Richard Koch 2015-06-01 No século XIX, o economista italiano Vilfredo Pareto descobriu que havia um padrão na distribuição da riqueza mundial: 20% das pessoas tinham 80% do dinheiro e vice-versa, o que ficou conhecido como Lei de Pareto. No fim do século XX, o autor Richard Koch viu em suas pesquisas que o princípio 80/20 podia ser encontrado em quase todos os aspectos da vida moderna: em geral, 20% do que se faz produz 80% do resultado total (e 80% do que é feito pode não gerar tanto resultado). Neste clássico livro, lançado agora pela Editora Gutenberg em nova edição ampliada e atualizada, Koch ajuda a identificar quais são os 20% essenciais que vão criar os resultados significantes, para você obter mais de seu negócio e de sua própria vida, utilizando menos tempo, dinheiro, recursos e energia e conseguindo muito mais.

50 Self-Help Classics Tom Butler Bowdon 2010-12-07 Thousands of books have been written offering the 'secrets' to personal fulfillment and happiness: how to walk *The Road Less Traveled*, *Win Friends and Influence People*, or *Awaken the Giant Within*. But which are the all-time classics? Which ones really can change your life? Bringing you the essential ideas, insights and techniques from 50 legendary works from Lao-Tzu to Benjamin Franklin to Paulo Coelho, *50 Self-Help Classics* is a unique guide to the great works of life transformation.

[Managing the Psychological Contract](#) Michael Wellin 2016-05-13 The psychological contract lies at the heart of your relationship with the organisation you work for. It is the deal you make with your employer and colleagues at work; it is about your mutual expectations and their fulfilment. Too often this contract is implicit and left to chance, resulting in misunderstanding, stress, lower commitment and performance. The author demonstrates how to use the psychological contract to raise the business game and increase personal fulfilment. *Managing the Psychological Contract* is the first book which shows how the psychological contract can be used in practice. In it Michael Wellin advocates going beyond the traditional static view of the psychological contract between the organisation and its employees. He shows how to create unique and dynamic customised Personal Deals between people and teams. He does this by showing how to make personal deals explicit and mutual, and provides practical tips for leaders, employees and HR professionals. Separate chapters are devoted to leadership, culture change and strategic HR management. There is also a chapter of practical ideas for individuals who want to change their personal deal at work. The author's ideas are based on his own research and consultancy experience as well as the latest business school research. The book has a number of case studies showing how different organisations use the psychological contract. This is an important and extremely readable book for all those concerned with the improved performance of people and organisations.