Smash Hits
Our most translated titles

2021
Dear Colleague,

Welcome to this Autumn & Winter 2021 edition of our Smash Hits catalogue. This is a handpicked selection of our most translated titles, many of which are bestsellers in both their original and their many translated editions.

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We look forward to working with you.

Ashley Mabbitt
Director, Translation Rights
Wiley
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Designing Brand Identity, 5th Edition
An Essential Guide for the Whole Branding Team

Alina Wheeler & Debbie Millman (Foreword by)

Licensed in Arabic, French, Korean, Orthodox Chinese, Portuguese, Simplified Chinese, Spanish, Ukrainian, Vietnamese

Previous Editions Licensed in Korean, Polish, Portuguese, Russian, Simplified Chinese, Spanish

The new Fifth Edition of the bestselling toolkit for the entire branding team, fully updated to include the latest information needed to create, build, and maintain strong brands in today’s market.

Whether you’re the project manager for your company’s rebrand, or you need to educate your staff or your students about brand fundamentals, Designing Brand Identity is the quintessential resource. From research to brand strategy to design execution, launch, and governance, Designing Brand Identity is a compendium of tools for branding success and best practices for inspiration.

• 3 sections: brand fundamentals, process basics, and case studies
• Over 100 branding subjects, checklists, tools, and diagrams
• 50 case studies that describe goals, process, strategy, solution, and results
• Over 700 illustrations of brand touchpoints
• More than 400 quotes from branding experts, CEOs, and design gurus

‘Designing Brand Identity is a comprehensive, pragmatic, and easy-to-understand resource for all brand builders — global and local. It’s an essential reference for implementing an entire brand system.’ — Carlos Martinez Onaindia, Global Brand Studio Leader, Deloitte

‘Designing Brand Identity is the book that first taught me how to build brands. For the past decade, it’s been my blueprint for using design to impact people, culture, and business.’ — Alex Center, Design Director, The Coca-Cola Company

‘If branding was a religion, Alina Wheeler would be its goddess, and Designing Brand Identity its bible.’ — Olka Kazmierczak, Founder, Pop Up Grupa

‘The 5th edition of Designing Brand Identity is the Holy Grail. This book is the professional gift you have always wanted.’ — Jennifer Francis, Director of Marketing, Communications, and Visitor Experience, Louvre Abu Dhabi

Alina Wheeler, Philadelphia, PA
• Branding consultant whose clients have included Vanguard, Berwind, Advanta, Guardian, and IBM
• Author of Brand Atlas: Branding Intelligence Made Visible, along with the past best-selling editions of Designing Brand Identity
• Member of the advisory council for The Dictionary of Brand along with Seth Godin, Al Ries, Tom Kelley, and Hugh Dubberly
• Frequent speaker to executives, practitioners and students around the world
Francis D. K. Ching

Francis D. K. Ching is a leading global authority on architectural drawing. His numerous bestselling works on architecture and design have sold hundreds of thousands of copies, have been translated into 20 languages, and are regarded as classics for their renowned graphic presentation. He is Professor Emeritus at the University of Washington in Seattle.

Titles by Francis D. K. Ching

Architecture, 4th Edition
Form, Space, and Order
Francis D. K. Ching
ISBN: 978-1-118-74508-3
Nov 2014 • 464pp
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Previous Editions Licensed in Portuguese, Spanish

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Francis D. K. Ching & Steven R. Winkel
ISBN: 978-1-119-48035-8
May 2018 • 480pp
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Francis D. K. Ching & Corky Binggeli
Mar 2018 • 384pp
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Building Structures Illustrated, 2nd Edition
Patterns, Systems, and Design
Francis D. K. Ching
ISBN: 978-1-118-45835-8
Jan 2014 • 352pp
Licensed in Bahasa Indonesian, Orthodox Chinese, Portuguese, Simplified Chinese, Spanish

Building Codes Illustrated
The Basics
Francis D. K. Ching & Steven R. Winkel
ISBN: 978-1-119-77251-4
Aug 2022 • 224pp
Inseminations: Seeds for Architectural Thought

Juhani Pallasmaa, Matteo Zambelli

A collection of the writing of the highly influential architect, Juhani Pallasmaa, presented in short, easily accessible, and condensed ideas ideal for students

Juhani Pallasmaa is one of Finland’s most distinguished architects and architectural thinkers, publishing around 60 books and several hundred essays and shorter pieces over his career. His influential works have inspired undergraduate and postgraduate students of architecture and related disciplines for decades. In this compilation of excerpts of his writing, readers can discover his key concepts and thoughts in one easily accessible, comprehensive volume.

*Inseminations: Seeds for Architectural Thought* is a delightful collection of thoughtful ideas and compositions that float between academic essay and philosophical reflection. Wide in scope, it offers entries covering: atmospheres; biophilic beauty; embodied understanding; imperfection; light and shadow; newness and nowness; nostalgia; phenomenology of architecture; sensory thought; silence; time and eternity; uncertainty, and much more.

- Makes the wider work of Pallasmaa accessible to students across the globe, introducing them to his key concepts and thoughts
- Exposes students to a broad range of issues on which Pallasmaa has a view
- Features an alphabetized structure that makes serendipitous discovery or linking of concepts more likely
- Presents material in short, condensed manner that can be easily digested by students

*Inseminations: Seeds for Architectural Thought* will appeal to undergraduate students in architecture, design, urban studies, and related disciplines worldwide.

**Juhani Pallasmaa** is one of Finland’s most distinguished architects and architectural thinkers, and in addition to academic positions in Finland, he has held visiting professorships at several universities worldwide. Pallasmaa is the author/editor of over thirty books.

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**Also by Juhani Pallasmaa**

- **The Eyes of the Skin, 3rd Edition**
  - Architecture and the Senses
  - Juhani Pallasmaa
  - Apr 2012 • 130pp
  - Licensed in Danish, Greek, Hungarian, Japanese, Korean, Macedonian, Polish, Romanian, Russian, Simplified Chinese, Spanish, Swedish
  - Previous Editions Licensed in Czech, French, German, Korean, Portuguese, Simplified Chinese, Slovenian, Turkish

- **The Thinking Hand**
  - Existential and Embodied Wisdom in Architecture
  - Juhani Pallasmaa
  - Mar 2009 • 160pp
  - Licensed in Czech, French, Italian, Persian, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Spanish, Turkish
This is the third edition of the *BIM Handbook*, which is considered across the AEC industry and academia to be the Building Information Modeling (BIM) Bible. It provides a thorough guide and reference to the subject of BIM by responding to the need for information that is both general and discipline-specific. The former chapters deal with subjects that are universal to design and construction professionals – BIM processes, technology, interoperability, education and government guides, etc. – regardless of the reader’s professional discipline, while the latter chapters show in depth how BIM can be used by architects, engineers, contractors, facility managers and fabricators. The book also provides ten case studies that illustrate the use of BIM in practice. Combined the book presents a coherent and comprehensive view of BIM that is not available from other texts.

**Chuck Eastman** is a professor at Georgia Tech College of Architecture. A pioneer of AEC CAD, he started researching 3D and early solid and parametric modeling systems in the mid 1970s. He started the PhD program in Architecture at Carnegie Mellon University and founded ACADIA (the North American academic building modeling conference group). Ghang Lee is an Associate Professor and the Director of the Building Informatics Group (BIG) in the Department of Architectural Engineering at Yonsei University in Seoul, Korea. He has been involved in many BIM projects since the early 2000s and serves as a technical advisor to several governmental and private organizations regarding BIM-related issues.

**Rafael Sacks** is Associate Professor at Technion – Israel Institute of Technology – where he served as Head of Structural Engineering and Construction Management in the Faculty of Civil and Environmental Engineering from 2012-2015.

**Paul Teicholz** is Professor Emeritus at Stanford University. He founded the Center for Integrated Facility Engineering (CIFE) at Stanford University in 1988 and directed that program for 10 years.

**Ghang Lee** is an Associate Professor and the Director of the Building Informatics Group (BIG) in the Department of Architectural Engineering at Yonsei University in Seoul, Korea. He has been involved in many BIM projects since the early 2000s and serves as a technical advisor to several governmental and private organizations regarding BIM-related issues.
Out of Our Minds, 3rd Edition
The Power of Being Creative

Ken Robinson

Creativity is critical.

Out of Our Minds explores creativity: its value in business, its ubiquity in children, its perceived absence in many adults and the phenomenon through which it disappears — and offers a groundbreaking approach for getting it back. Author Sir Ken Robinson was an internationally recognised authority on creativity, and his TED talk on the subject is the most watched video in TED’s history. In this book, Sir Ken argues that organisations everywhere are struggling to fix a problem that originates in schools and universities: organisations everywhere are competing in a world that changes in a blink of an eye and they need people who are flexible enough to adapt, and creative enough to find novel solutions to problems old and new. Out of Our Minds describes how schools, businesses and communities can work together to bring creativity out of the closet and realise its inherent value at every stage of life. This new third edition has been updated to reflect changing technologies and demographics, with updated case studies and coverage of recent changes to education.

Sir Ken Robinson, PhD, was a leader in the development of creativity, innovation and human resources. He spoke to audiences throughout the world on the creative challenges facing business and education in the new global economies. Listed by Fast Company as one of the world’s elite thinkers on creativity and innovation and ranked among the Thinkers50 of the world’s top business thought leaders, he worked with governments in the United States, Europe and Asia, with international agencies, Fortune 500 companies, national and state education systems and some of the world’s leading cultural organizations.

For 12 years, he was professor of education at the University of Warwick in the UK and Professor Emeritus. He received numerous honorary degrees and awards for his international work in education, creativity and cultural development. In 2003, he received a knighthood from H.M. Queen Elizabeth II for his services to the arts.

Sir Ken’s famous 2006 talk at the prestigious TED Conference is the most watched in TED history and has been seen by millions of people in more than 160 countries. He was author of the New York Times bestsellers The Element: How Finding Your Passion Changes Everything and Finding Your Element: How to Discover Your Talents and Passions and Transform Your Life.
Gill Hasson is the bestselling author of titles such as the *Mindfulness Pocketbook*, *How to Deal with Difficult People*, and *Emotional Intelligence*. Her books have sold 350,000 copies in English alone and have been translated into 14 languages. Gill teaches adult education courses in personal development and is an Associate Tutor for the University of Sussex, UK, where she teaches career and personal development, and academic study skills. Gill is also a freelance journalist and writes articles on personal development and relationships for a variety of magazines, including *Psychologies* and *Natural Health*, and for a number of websites.

**Titles by Gill Hasson**

**Mindfulness Pocketbook, 2nd Edition**
Little Exercises for a Calmer Life
Gill Hasson
Sep 2020 • 144pp • Capstone
Previous Edition Licensed in Arabic, Czech, Dutch, French, Greek, Italian, Polish, Portuguese, Spanish

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Jun 2021 • 256pp • Capstone

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Mar 2016 • 128pp • Capstone
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**Happiness**
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ISBN: 978-0-85708-759-1
Aug 2018 • 184pp
Licensed in Arabic, German
Joe Vitale

Joe Vitale is President of Hypnotic Marketing, Inc., a marketing consulting firm. He has been called “The Buddha of the Internet” for his combination of spirituality and marketing acumen. His books have sold more than 530,000 copies in English. His articles are widely read and his professional clients include The Red Cross, PBS, and Hermann Children’s Hospital, in addition to many other small and large international businesses. Joe is an inspiring speaker who has spoken before hundreds of business groups.

Titles by Joe Vitale

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ISBN: 978-0-471-76849-4
Mar 2006 • 176pp
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The Awakening Course
The Secret to Solving All Problems
Joe Vitale
ISBN: 978-1-118-14827-3
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Zero Limits
The Secret Hawaiian System for Wealth, Health, Peace, and More
Joe Vitale & Ihaleakala Hew Len
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Paul McGee

Paul McGee is Capstone’s bestselling author of all-time. His books have sold a total of 250,000 copies combined in the English language and have been translated into 17 languages. He is an international keynote speaker and performance coach, combining his background in psychology with large doses of humour and practical insights. He is managing director of his own training and education company and proud creator of SUMO.

Titles by Paul McGee

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Paul McGee
May 2013 • 216pp
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Licensed in Arabic, Simplified Chinese, Vietnamese

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Paul McGee
ISBN: 978-0-85708-775-1
July 2018 • 264pp
Licensed in Spanish, Vietnamese

YESSS!
The SUMO Secrets to Being a Positive, Confident Teenager
Paul McGee, Fiona Osborne (Illustrator)
ISBN: 978-0-857-08871-0
Oct 2020 • 224pp • Capstone
Andy Cope's day job is as the UK’s first official “Dr of Happiness” (PhD, Loughborough), which gives him a strong media platform on all things Happiness and Wellbeing. Andy has written various bestselling personal development books, including two for teenagers. His books have sold 250,000 copies in the English language alone. He has completed a Doctorate at the University of Loughborough, investigating the science of happiness and positivity. He founded Art of Brilliance in 2004. His aim, to blaze a new trail—one that was non-academic, totally rooted in the real world and that would make a massive and immediate impact on individuals and organisations. Andy has a passion for motivation and positive psychology and wants to influence people to think differently. He has delivered The Art of Being Brilliant workshop to rave reviews in businesses and schools throughout the UK, Middle East and Southern Africa.

**Titles by Andy Cope**

**How to Be a Well Being**
Unofficial Rules to Live Every Day
Andy Cope, Sanjeev Sandhu, James Pouliopoulos
Aug 2020 • 224pp • Capstone

**A Girl’s Guide to Being Fearless**
Suzie Lavington, Andy Cope
ISBN: 978-0-857-08857-4
Dec 2020 • 216pp • Capstone

**Diary of a Brilliant Kid**
Andy Cope, Gavin Oattes & Will Hussey
ISBN: 978-0-85708-786-7
Oct 2018 • 224pp

**Zest**
How to Squeeze the Max out of Life
Andy Cope, Gavin Oattes, and Will Hussey
ISBN: 978-0-857-08800-0
July 2019 • 248pp
Get Sh*t Done
The Ultimate Guide to Productivity, Procrastination, and Profitability

Jeffrey Gitomer

Licensed in German, Italian, Polish, Portuguese, Vietnamese

Discover the lost secrets of accomplishment and achievement!

Do you want to do more, accomplish more? Of course you do, everyone does. So, what’s stopping you? Get Sh*t Done not only shows you what’s preventing you from daily achievement, it provides the tools and the strategies to help you get to where you want to be. In this book, you will learn to identify and implement the elements of superior productivity, eliminate the causes of procrastination, and achieve the best possible outcomes in business and in life.

This valuable guide gives you a comprehensive, step-by-step plan for achieving maximum productivity. Bestselling author and “King of Sales” Jeffrey Gitomer guides you through each aspect of the GSD process, from attitude, desire, and determination, to goals, productivity, resilience, and fulfillment. Engaging and easy to read, this book shows you how to discover the best ways to invest your time into productive and profitable actions—and feel great about your achievements. Using the proven, immediately-actionable GSD Formula, you’re on your way to:

- Doubling your achievements, your work habits, and your income
- Implementing simple shifts and simple actions that increase positive outcomes
- Recognizing the early warning signs of procrastination and reluctance
- Eliminating the major GSD distractions that hold you back
- Discovering how to select, set, and achieve your goals

Get Sh*t Done is a must-have resource for anyone who wants to never again say “I’ll do it later” and just get it done.

Jeffrey Gitomer is the author of the New York Times bestsellers The Sales Bible, Little Red Book of Selling, Little Black Book of Connections, and Little Gold Book of YES! Attitude. His books have appeared on major bestseller lists more than 500 times and have sold millions of copies worldwide.
Lifescale
How to Live a More Creative, Productive, and Happy Life
Brian Solis

Licensed in Italian, Polish, Russian, Vietnamese

Lifescale is a journey of self-discovery and growth. It’s about getting back into balance and remastering our destinies.

Somewhere along the way, we got distracted. As much as we multitask, love our devices and feel like we’re in control, deep down we know that something is off. Shortened attention spans, declines in critical thinking, lack of sleep, self-doubt and decreased creativity are just some of the effects coming to light in an age of digital distraction.

It’s time to reclaim our lives. It’s time to take control.

In Lifescale, Brian has done the legwork to pull together scientific findings and practical tools into one book. Readers—especially those who are distracted—will connect with the humor, pathos, and inspiration inside. Using this book’s simple but powerful lessons, we can:

- Identify sources of distraction and turn attention toward creativity and productivity
- Understand and resist the manipulative techniques that turn us into digital addicts
- Find meaning and purpose to guide our time in more meaningful ways
- Visualize future success to successfully dive into deep work and stop procrastinating
- Break bad habits, establish rituals, and establish routines that help you achieve goals
- Nurture imagination and learn to express ourselves more artistically
- Maximize productivity with simple but effective strategies
- Focus for extended periods and make breaks more restorative
- Foster a strong sense of purpose in life and identify the steps needed to bring it to life every day
- Smile more and build self-esteem

With the renewed perspective Lifescale offers, we can finally learn to prioritize what matters, and live our digital and physical lives with intention and true happiness.

Brian Solis is one of the world’s leading digital anthropologists and futurists who has been called “one of the greatest digital analysts of our time.” Brian is also a world-renowned keynote speaker, and an award-winning author of seven bestselling books, which have been translated into numerous languages.
Storytelling with Data
A Data Visualization Guide for Business Professionals

Cole Nussbaumer Knaflic

Licensed in Orthodox Chinese, Simplified Chinese, Dutch, French, German, Indonesian, Italian, Japanese, Korean, Polish, Portuguese, Russian, Spanish, Thai, Vietnamese

Don't simply show your data—tell a story with it!

Storytelling with Data teaches you the fundamentals of data visualization and how to communicate effectively with data. You’ll discover the power of storytelling and the way to make data a pivotal point in your story. The lessons in this illuminative text are grounded in theory, but made accessible through numerous real-world examples—ready for immediate application to your next graph or presentation.

Storytelling is not an inherent skill, especially when it comes to data visualization, and the tools at our disposal don't make it any easier. This book demonstrates how to go beyond conventional tools to reach the root of your data, and how to use your data to create an engaging, informative, compelling story. Specifically, you’ll learn how to:

- Understand the importance of context and audience
- Determine the appropriate type of graph for your situation
- Recognize and eliminate the clutter clouding your information
- Direct your audience's attention to the most important parts of your data
- Think like a designer and utilize concepts of design in data visualization
- Leverage the power of storytelling to help your message resonate with your audience

Together, the lessons in this book will help you turn your data into high impact visual stories that stick with your audience. Rid your world of ineffective graphs, one exploding 3D pie chart at a time. There is a story in your data—Storytelling with Data will give you the skills and power to tell it!

Storytelling with Data: Let’s Practice!

Cole Nussbaumer Knaflic

Licensed in Orthodox Chinese, Simplified Chinese, Japanese, Korean, Spanish, Vietnamese

Influence action through data!

This is not a book. It is a one-of-a-kind immersive learning experience through which you can become—or teach others to be—a powerful data storyteller. Let’s practice! helps you build confidence and credibility to create graphs and visualizations that make sense and weave them into action-inspiring stories. Expanding upon best seller storytelling with data's foundational lessons, Let’s practice! delivers fresh content, a plethora of new examples, and over 100 hands-on exercises. Author and data storytelling maven Cole Nussbaumer Knaflic guides you along the path to hone core skills and become a well-practiced data communicator. Each chapter includes:

- Practice with Cole: exercises based on real-world examples first posed for you to consider and solve, followed by detailed step-by-step illustration and explanation
- Practice on your own: thought-provoking questions and even more exercises to be assigned or worked through individually, without prescribed solutions
- Practice at work: practical guidance and hands-on exercises for applying storytelling
Change
How Organizations Achieve Hard-to-Imagine Results in Uncertain and Volatile Times

John Kotter, Vanessa Akhtar & Gaurav Gupta

The international best-selling author of Leading Change offers essential new thinking of surviving and thriving in these challenging times.

The ability of organizations to deal with threats and take advantage of opportunities in the face of ever greater complexity and uncertainty is being severely challenged. Over the last century, increasing sophistication of management tools and change methodologies has provided much incremental improvement in enterprise capacity to adapt and adjust. However, incremental is no longer sufficient. We need a new way to drive change in organizations, and this book will reveal just that. The authors build upon an emerging science to show how businesses and governments can dramatically improve their results from strategy execution, digital transformation, restructuring, and more. These insights, and the approach described, are universally applicable to leading organizational change in our more volatile and unpredictable world.

John P. Kotter (kotterinc.com) is the Konosuke Matsushita Professor of Leadership, Emeritus, at the Harvard Business School, a New York Times bestselling author, and a well-known thought leader in the areas of complex change, leadership, and corporate culture. He is also the co-founder of the management consulting firm, Kotter International. He is the author of 21 books with 12 bestsellers.

Vanessa Akhtar (kotterinc.com) has a background in Counseling Psychology, specializing in Sport & Performance Psychology. Before transitioning into the consulting world, she taught at Boston University and worked with teams, coaches and athletes to help individuals reach the top of their game. At Kotter, Vanessa works on the firm's most complex engagements, walking alongside clients throughout their transformation journey—in addition to helping driving Kotter's ongoing research and development efforts.

Gaurav Gupta (kotterinc.com) has worked across 3 continents and 10 countries and he attributes his perspective to this extensive global experience. Gaurav works with organizations and individuals to unleash potential and maximize business outcomes. His expertise is in change leadership and strategy execution. At Kotter, Gaurav researches and develops the most successful approaches to large scale change implementation. He is also the Kotter representative for the Asia-Pacific region.
Extended Reality in Practice
100+ Amazing Ways Virtual, Augmented and Mixed Reality Are Changing Business and Society

Bernard Marr

An insightful exploration of extended reality from a renowned thought leader, technologist, and futurist

Extended Reality in Practice: 100+ Amazing Ways Virtual, Augmented and Mixed Reality are Changing Business and Society offers readers a front-row seat to one of the most exciting and impactful business trends to find traction in years. Celebrated futurist and author Bernard Marr walks you through the ins and outs of XR, or extended reality, and how it promises to revolutionize everything from the experience of walking through an airport or shopping mall to grabbing a burger at a fast-food restaurant.

Discover insightful and illuminating case studies from businesses and organizations in a variety of industries, including Burger King, BMW, Boeing, and the U.S. Army, and see how they’re turning virtual, mixed, and augmented reality experiences into big wins for their stakeholders.

You’ll also find out about how XR can help businesses tackle the problems of lackluster engagement and lukewarm customer loyalty with reinvigorated consumer experiences.

Ideal for executives, founders, business leaders and owners, and professionals of all sorts, Extended Reality in Practice is an indispensable guide to an indispensable new technology. The book is the leading resource for anyone seeking a one-stop reference for augmented, virtual, and mixed reality tech and their limitless potential for enterprise.

Bernard Marr is the founder and CEO of Bernard Marr & Co and an internationally best-selling business author, futurist, keynote speaker and strategic advisor to companies and governments. He is one of the world’s most highly respected voices and a renowned expert when it comes to topics such as artificial intelligence and big data. Marr advises many of the world’s best-known organizations on strategy, digital transformation and business performance.

Also by Bernard Marr

Artificial Intelligence in Practice
How 50 Successful Companies Used AI and Machine Learning to Solve Problems
Bernard Marr, with Matt Ward
ISBN: 978-1-119-54821-8
May 2019 • 352pp
Licensed in Bahasa Indonesian, Croatian, German, Japanese, Korean, Norwegian, Russian, Simplified Chinese, Turkish, Vietnamese

Tech Trends in Practice
The 25 Technologies that are Driving the 4th Industrial Revolution
Bernard Marr
ISBN: 978-1-119-64620-4
Apr 2020 • 304 Pages
Licensed in Korean, Norwegian, Simplified Chinese
The 12 Week Year for Writers
A Comprehensive Guide to Getting Your Writing Done

A. Trevor Thrall, Brian P. Moran & Michael Lennington

10X Your Writing Productivity With a Popular and Proven System

The 12 Week Year for Writers: A Comprehensive Guide to Getting Your Writing Done is a transformative roadmap to accelerating your writing output with a set of proven and actionable strategies that can be implemented by any writer in any genre.

Discover how to set goals and deadlines you’ll actually stick to that are based on your unique vision for your future. Follow techniques and tips that will help you realize those goals and stay focused and productive throughout your entire workweek.

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Trevor Thrall is a writer and an associate professor at George Mason University’s Schar School of Policy and Government, and is also a senior fellow at the Cato Institute in the Defense and Foreign Policy department. The author of six books and numerous journal articles and think tank reports, Trevor also publishes commentary on current affairs in a wide range of publications, including the Washington Post, Philadelphia Inquirer, Detroit News, Huffington Post, Newsweek, Time, The National Interest, and Foreign Policy.

Brian P. Moran is founder and CEO of The Execution Company, an organization committed to improving the performance and enhancing the quality of life for leaders and entrepreneurs. In addition to his books, Brian has been published in many of the leading business journals and magazines.

Michael Lennington is Vice President of The Execution Company. He is a consultant, coach, and leadership trainer, and an expert in implementing lasting change in organizations.

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Edgar H. Schein is the Society of Sloan Fellows Professor of Management Emeritus and a Professor Emeritus at the MIT Sloan School of Management. A world-renowned expert on organizational culture credited with founding the field, he is the bestselling author of Humble Inquiry, Helping, and Humble Consulting.

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James M. Kouzes is the Dean’s Executive Fellow of Leadership, Leavey School of Business at Santa Clara University, and lectures on leadership around the world to corporations, governments, and nonprofits.

Barry Z. Posner is Accolti Professor of Leadership and former Dean of the Leavey School of Business, Santa Clara University. An accomplished scholar, he also provides leadership workshops and seminars worldwide.

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Jon Gordon’s bestselling books and talks have inspired readers and audiences around the world. His principles have been put to the test by numerous Fortune 500 companies, professional and college sports teams, school districts, hospitals, and non-profits. He is the author of 20 books that have sold more than 3.4 million copies, including multiple bestsellers. He speaks at over 75 engagements internationally each year, reaching tens of thousands of people. Jon is a graduate of Cornell University and holds a Masters in Teaching from Emory University. He and his training/consulting company are passionate about developing positive leaders, organizations and teams. www.jongordon.com

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Lee G. Bolman (Kansas City, www.leebolman.com) holds the Marion Bloch/Missouri Chair in Leadership at the Bloch School of Business and Public Administration at the University of Missouri-Kansas City. He consults worldwide to corporations, public agencies, universities and schools. He lives in Kansas City, MO.

Terrence E. Deal (San Luis, CA) retired as the Irving R. Melbo Clinical Professor of the University of Southern California’s Rossier School of Education. He now writes and makes wine in San Luis Obispo, California. He is the coauthor of sixteen books, including the best-selling Corporate Cultures with A.A. Kennedy and Managing the Hidden Organization (1994, with W.A. Jenkins).

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Peter Drucker’s Five Most Important Questions
Enduring Wisdom for Today’s Leaders

Peter F. Drucker, Frances Hesselbein & Joan Snyder Kuhl

Enduring management wisdom for today’s leaders from Peter F. Drucker.

Peter Drucker’s Five Most Important Questions provides insightful guidance and stirring inspiration for today’s leaders and entrepreneurs. By applying Drucker’s leadership framework in the present context of today’s leaders and those who lead with them, this book is an essential resource for people leading, managing and working in all three sectors — public, private and social. Readers will gain new perspectives and develop a solid foundation upon which to build a successful and bright future. They will learn how to focus on why they are doing what they’re doing, how to do it better, and how to develop a realistic, motivational plan for achieving their goals. This brief, clear, and accessible guide — peppered with commentary from distinguished management gurus, contemporary entrepreneurs and dynamic millennial leaders — will challenge readers and stimulate spirited discussion and action within any organization, inspiring positive change and new levels of excellence. In addition to contributions from Jim Collins, Marshall Goldsmith, and Judith Rodin, the book features new insights from some of today’s most influential leaders in business (GE and Salesforce.com), academia (Harvard Business School and Northwestern University), social enterprise (Levo League, Pencils of Promise and Why Millennials Matter) and the military (United States Military Academy), who have been directly influenced by Drucker’s theory of management.

Peter F. Drucker (1909-2005) was known as the Father of Modern Management, and was hailed by Business Week as the man who invented management.

Joan Snyder Kuhl is a speaker, trainer, and consultant specializing in global talent development and generational engagement strategies.

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Patrick Lencioni

Patrick Lencioni is founder and president of The Table Group, a management consulting firm specializing in executive team development and organizational health. The Wall Street Journal called him one of the most sought-after business speakers in the US. As a consultant and keynote speaker, he has worked with thousands of senior executives in organizations ranging from Fortune 500s and high-tech start-ups to universities and nonprofits. His books have sold over 6.6 million copies and have been translated into 30 languages.

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The Fearless Organization: Creating Psychological Safety in the Workplace for Learning, Innovation, and Growth

Amy Edmondson

Licensed in Arabic, Danish, Dutch, German, Italian, Japanese, Korean, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese, Spanish, Swedish, Thai

Conquer the most essential adaptation to the knowledge economy

The Fearless Organization offers practical guidance for teams and organizations who are serious about success in the modern economy. With so much riding on innovation, creativity, and spark, it is essential to attract and retain quality talent — but what good does this talent do if no one is able to speak their mind? The traditional culture of “fitting in” and “going along” spells doom in the knowledge economy. Success requires a continuous influx of new ideas, new challenges, and critical thought, and the interpersonal climate must not suppress, silence, ridicule, or intimidate. Not every idea is good, and yes there are stupid questions, and yes dissent can slow things down, but talking through these things is an essential part of the creative process. People must be allowed to voice half-finished thoughts, ask questions from left field, and brainstorm out loud; it creates a culture in which a minor flub or momentary lapse is no big deal, and where actual mistakes are owned and corrected, and where the next left-field idea could be the next big thing.

This book explores this culture of psychological safety, and provides a blueprint for bringing it to life. The road is sometimes bumpy, but succinct and informative scenario-based explanations provide a clear path forward to constant learning and healthy innovation.

- Explore the link between psychological safety and high performance
- Create a culture where it’s “safe” to express ideas, ask questions, and admit mistakes
- Nurture the level of engagement and candor required in today’s knowledge economy
- Follow a step-by-step framework for establishing psychological safety in your team or organization

Shed the “yes-men” approach and step into real performance. Fertilize creativity, clarify goals, achieve accountability, redefine leadership, and much more. The Fearless Organization helps you bring about this most critical transformation.

Amy Edmondson is the Novartis Professor of Leadership and Management at the Harvard Business School. Edmondson, recognized by the biannual Thinkers 50 global ranking of management thinkers since 2011, teaches and writes on leadership, teams and organizational learning. Her articles have been published in *Harvard Business Review* and *California Management Review, Administrative Science Quarterly*, and the *Academy of Management Journal*. 

Nov 2018 • 256pp
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Christophe Morin & Patrick Renvoise

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- Advance your business or career by creating persuasive messages based on the working principle of the brain.

Christophe Morin, PHD, is an expert on the effect of advertising on the brain. He is an adjunct faculty member of Fielding Graduate University, where he teaches courses in Media Neuroscience. He is the recipient of multiple speaking and research awards. He co-founded SalesBrain in 2002.

Patrick Renvoise, an expert in complex sales, teaches new messaging strategies based on brain science. By using the latest discoveries in cognitive biases, he has helped hundreds of companies and thousands of professionals close complex deals worth billions of dollars. Patrick co-founded SalesBrain and has received numerous marketing and speaking awards.

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A. K. Pradeep, Andrew Appel & Stan Sthanunathan
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David Meerman Scott is an award-winning marketing strategist and writer, keynote speaker and seminar leader. He specializes in using online content to market and sell products and services.

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Jeb Blount (www.salesgravy.com) is a sales trainer and consultant. He advises many of the world's leading organizations and their executives on the impact of emotional intelligence and interpersonal skills on sales, leadership, customer experience, and strategic account management. He helps individuals, teams, and companies reach peak performance, fast through keynotes, seminars, workshops, and training programs delivered to high-performing sales teams and leaders across the globe. He was recently recognized as one of the Top 50 Most Influential Leaders in Sales and Marketing by Top Sales Magazine and one of the World’s Top 30 Social Selling Influencers by Forbes. His books have sold more than 410,000 copies in English.

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Philip Kotler is the world’s foremost expert on marketing. Famous for popularizing “The 4 P’s of Marketing”, his books have been translated into 37 languages and are global bestsellers and leaders in the field. His writing has defined marketing around the world for the past 40 years.

Hermawan Kartajaya runs MarkPlus Consulting, the largest marketing consulting firm in Indonesia, and is co-author with Kotler of several books.

Iwan Setiawan is a business writer and senior consultant at MarkPlus Consulting, where he consults for clients on marketing strategies.

Also by Philip Kotler

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Marty Cagan, widely recognized as the primary thought leader for technology product management, is the founder of the Silicon Valley Product Group (SVPG). He served as an executive responsible for defining and building products for some of the most successful companies in the world, including Hewlett-Packard, Netscape Communications, and eBay.

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Empowered
Ordinary People, Extraordinary Products
Marty Cagan, Chris Jones
December 2020 • 368pp
Licensed in German, Japanese, Korean, Portuguese, Simplified Chinese
Everybody Writes
Your Go-To Guide to Creating Ridiculously Good Content
Ann Handley

The go-to guide to creating and publishing the kind of content that will make your business thrive

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Ann Handley is a veteran of creating and managing content. She is the Chief Content Officer of MarketingProfs, a training and education company with the largest community of marketers in its category. Ann is a monthly columnist for Entrepreneur magazine, a member of the LinkedIn Influencer program, and the coauthor of the best-selling book on content marketing, Content Rules. She is also a keynote speaker, mom, and writer at AnnHandley.com.
Brad Feld is a bestselling author on entrepreneurship, community building, and finance. He has been an early stage investor and entrepreneur since 1987. He is the cofounder of Techstars and Foundry Group and writes regularly on the blogs Feld Thoughts and Venture Deals. He is a nationally recognized speaker on the topics of venture capital investing and entrepreneurship.

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Bill Aulet is the Managing Director of the Martin Trust Center for MIT Entrepreneurship as well as a senior lecturer at the MIT Sloan School of Management. Prior to joining MIT, he had a 25-year track record of success in business, from his start at IBM to his experience as a serial entrepreneur. He started and ran Cambridge Decision Dynamics and SensAble Technologies. He works around the world with entrepreneurs, small companies, large companies, and governments to promote innovation-driven entrepreneurship.

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Michael Lewrick (Zurich, Switzerland) holds an MBA and PhD from Stanford, and is Chief Innovation Officer of Swisscom, the national phone company of Switzerland. His research interests centers on the management issues related to the design, development and commercialization of technological and business model innovation.

Patrick Link (Switzerland) is a lecturer at the University of Applied Science in Lucerne, Switzerland, teaching product management, marketing and collaboration management. He has 12 years of practical experience as head of product management and in strategic planning, market analysis, strategic projects and as process engineer and project leader.

Larry Leifer (Palo Alto, CA) is a professor of engineering at Stanford University and has been a key contributor to the design thinking movement in Silicon Valley and globally, through teaching and consulting, and through the world-renowned design firm IDEO, which was founded by one of his students. Larry’s design thinking work is focused on tools to help design teams understand, support, and improve design practice and theory.

Also by Michael Lewrick

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Alex Osterwalder


Alexander Osterwalder is based in Lausanne, Switzerland and is the lead author of the international bestseller *Business Model Generation*, passionate entrepreneur, and demanded speaker. He co-founded Strategyzer, a software company specializing in tools and content for strategic management and innovation. He invented the Business Model Canvas, the strategic management tool to design, test, build, and manage business models, which is used by companies like Coca Cola, GE, P&G, Mastercard, Ericsson, LEGO, or 3M. He is a frequent keynote speaker in leading organizations and top universities around the world, including Stanford, Berkeley, MIT, IESE and IMD. His books have sold more than 1.2 million copies in English and are bestsellers in many of the 35 languages in which they are available.

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Unlocking formerly untapped creative resources for business success, *Visual Meetings* will help you and your team communicate ideas more effectively and engagingly.

David Sibbet is a world leader in graphic facilitation and visual thinking for groups. He is the founder and president of The Grove Consultants International, a company whose leading-edge group-process tools and services for panoramic visualization, graphic facilitation, team leadership, and organizational transformation are used by consultants and organizations around the world.

Also by David Sibbet

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Startup, Scaleup, Screwup
42 Tools to Accelerate Lean & Agile Business Growth

Jurgen Appelo

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Real-world tools to build your venture, grow your business, and avoid mistakes

Startup, Scaleup, Screwup is an expert guide for emerging and established businesses to accelerate growth, facilitate scalability, and keep pace with the rapidly changing economic landscape. The contemporary marketplace is more dynamic than ever before. Increased global competition, the impact of digital transformation, and disruptive innovation factors require businesses to implement agile management and business strategies to compete and thrive. This indispensable book provides business leaders and entrepreneurs the tools and guidance to meet growth and scalability challenges head on.

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Jurgen Appelo is an author, consultant and trainer with 120 trainees globally who license his workshops on making management fun, to help creative organizations survive and thrive in the 21st century. He is regularly invited to talk at business seminars and conferences around the world. His company offers games, tools, and practices, that make for better management, with fewer managers. Jurgen is CEO of the business network Happy Melly, and co-founder of the Agile Lean Europe network and the Stoos Network.

Also by Jurgen Appelo

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Games, Tools, and Practices to Motivate Any Team

Jurgen Appelo

ISBN: 978-1-119-26868-0
Jul 2016 • 304pp • Wiley

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Design A Better Business
New Tools, Skills, and Mindset for Strategy and Innovation

Patrick Van Der Pijl, Justin Lokitz, Lisa Kay Solomon, Erik van der Pluijm (Designed by) & Maarten van Lieshout (Designed by)

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*Design A Better Business* provides a toolbox and many practical examples for business leaders looking to solidify their vision into an actionable strategy.

Designed as a follow-up to *Business Model Generation*, this book contains more tools and skills to help you map your company’s success. Visual techniques, applicable to any size business, guide you step-by-step through the stumbling blocks to help you apply the right tools and skills in a systematic fashion, and expert perspectives give you the insight you need to set yourself up for success. Follow a defined roadmap to innovation as your ideas become a cohesive vision, your vision becomes a plan, and your plan kicks off the action that leads to better business outcomes.

Patrick van der Pijl is CEO of Business Models Inc. and producer of the worldwide bestseller *Business Model Generation*.

Justin Lokitz is an experienced strategy designer and managing director of the Business Models Inc. offices in San Francisco and Silicon Valley, CA, USA.

Erik van der Pluijm is Founder and Creative Director at Thirty-X.

Maarten van Lieshout is Partner at Thirty-X.

Also by Patrick Van Der Pijl

**Business Model Shift**
Design the Future of Your Business Around the Ways the World is Changing
Patrick Van Der Pijl, Justin Lokitz & Roland Winjen

Jan 2021 • 288pp
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Stakeholder Capitalism
A Global Economy that Works for Progress,
People and Planet
Klaus Schwab

Reimagining our global economy so it becomes more sustainable and prosperous for all

Our global economic system is broken. But we can replace the current picture of global upheaval, unsustainability, and uncertainty with one of an economy that works for all people, and the planet. First, we must eliminate rising income inequality within societies where productivity and wage growth has slowed. Second, we must reduce the dampening effect of monopoly market power wielded by large corporations on innovation and productivity gains. And finally, the short-sighted exploitation of natural resources that is corroding the environment and affecting the lives of many for the worse must end.

The debate over the causes of the broken economy—laissez-faire government, poorly managed globalization, the rise of technology in favor of the few, or yet another reason—is wide open. Stakeholder Capitalism: A Global Economy that Works for Progress, People and Planet argues convincingly that if we don’t start with recognizing the true shape of our problems, our current system will continue to fail us. To help us see our challenges more clearly, Schwab—the Founder and Executive Chairman of the World Economic Forum—looks for the real causes of our system’s shortcomings, and for solutions in best practices from around the world in places as diverse as China, Denmark, Ethiopia, Germany, Indonesia, New Zealand, and Singapore. And in doing so, Schwab finds emerging examples of new ways of doing things that provide grounds for hope.

Professor Klaus Schwab is Founder and Executive Chairman of the World Economic Forum, the International Organization for Public-Private Cooperation. He founded the Forum in 1971, the same year in which he published Moderne Unternehmensführung im Maschinenbau (Modern Enterprise Management in Mechanical Engineering). In that book, he argued that the management of a modern enterprise must serve not only shareholders but all stakeholders, to achieve long-term growth and prosperity. Schwab has championed the multistakeholder concept since the Forum’s inception, and it has become the world’s foremost platform for public and private cooperation. Under his leadership, the Forum has been a driver for reconciliation efforts in different parts of the world, acting as a catalyst of numerous collaborations and international initiatives.
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For over 90 years, McKinsey & Company has helped corporations and organizations make substantial and lasting improvements in their performance. Through seven editions and 30 years, Valuation: Measuring and Managing the Value of Companies has served as the definitive reference for finance professionals, including investment bankers, financial analysts, CFOs and corporate managers, venture capitalists, and students and instructors in all areas of finance

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Big Mistakes
The Best Investors and Their Worst Investments

Michael Batnick

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A must-read for any investor looking to maximize their chances of success

Big Mistakes: The Best Investors and Their Worst Investments explores the ways in which the biggest names have failed, and reveals the lessons learned that shaped more successful strategies going forward. Investing can be a rollercoaster of highs and lows, and the investors detailed here show just how low it can go; stories from Warren Buffet, Bill Ackman, Chris Sacca, Jack Bogle, Mark Twain, John Maynard Keynes, and many more illustrate the simple but overlooked concept that investing is really hard, whether you’re managing a few thousand dollars or a few billion, failures and losses are part of the game.

- Learn the most common ways even successful investors fail
- Learn from the mistakes of the greats to avoid losing ground
- Anticipate challenges and obstacles, and develop an advance plan
- Exercise caution when warranted, and only take the smart risks

Michael Batnick, CFA, (New York, New York) is Director of Research at Ritholtz Wealth Management. He is also a member of the investment committee and heads up the company’s internal research efforts. He spends most of his time developing and implementing risk management and portfolio strategies for the firm’s clients. Michael writes at The Irrelevant Investor blog and co-produces the weekly podcast, Animal Spirits.
The Warren Buffett Way, 3rd Edition
Robert G. Hagstrom

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Warren Buffett has long been one of the most sought-after and watched figures in business.

He has become a billionaire and investment sage reaping huge profits for himself and investors. The first two editions of The Warren Buffett Way gave investors their first in-depth look at the innovative investment and business strategies behind this success. Tracing Warren Buffett’s career from the beginning, Hagstrom told readers exactly how, starting with an initial investment of only $100, Buffett built a business empire and has an estimated net worth of $44 billion. This completely revised third edition has brand new chapters on the important distinctions between investment and trading, and an examination of the most successful disciples of Warren Buffett.

The greatest challenge to emulating Buffett is not in the selection of the right stocks, Hagstrom writes, but in having the fortitude to stick with sound investments in the face of economic and market uncertainty. The new edition explains the psychological foundations of Buffett’s approach, thus giving readers the best roadmap yet for mastering both the principles and behaviors that have made Buffett the greatest investor of our generation.

Robert G. Hagstrom is the leading authority on Warren Buffett. He is Global Equity Strategies for Legg Mason Capital Management, and previously, he has worked for Focus Capital, Lloyd, Leith and Sawin, First Fidelity Bank, and Legg Mason Wood Walker, Inc.
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The Bitcoin Standard
The Decentralized Alternative to Central Banking

Saifedean Ammous

Licensed in Bulgarian, Croatian, Czech, Dutch, Finnish, French, German, Hebrew, Hungarian, Italian, Japanese, Korean, Orthodox Chinese, Portuguese, Polish, Romanian, Russian, Simplified Chinese, Spanish, Turkish, Vietnamese

A guide to using and understanding the economics of Bitcoin

When a pseudonymous programmer introduced a new electronic cash system that’s fully peer-to-peer, with no trusted third party to a small online mailing list in 2008, very few paid attention. Ten years later, and against all odds, this upstart autonomous decentralized software offers an unstoppable and globally-accessible hard money alternative to modern central banks. The Bitcoin Standard analyzes the historical context to the rise of Bitcoin, the economic properties that have allowed it to grow quickly, and its likely economic, political, and social implications.

While Bitcoin is a new invention of the digital age, the problem it purports to solve is as old as human society itself: transferring value across time and space. Ammous takes the reader on an engaging journey through the history of technologies performing the functions of money, from primitive systems of trading limestones and seashells, to metals, coins, the gold standard, and modern government debt. Exploring what gave these technologies their monetary role, and how most lost it, provides the reader with a good idea of what makes for sound money, and sets the stage for an economic discussion of its consequences for individual and societal future-orientation, capital accumulation, trade, peace, culture, and art. Compellingly, Ammous shows that it is no coincidence that the loftiest achievements of humanity have come in societies enjoying the benefits of sound monetary regimes, nor is it coincidental that monetary collapse has usually accompanied civilizational collapse.

Saifedean Ammous, PhD, is a Professor of Economics at the Lebanese American University, and member of the Center on Capitalism and Society at Columbia University.

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Richard DeWitt

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Now in its third edition, Worldviews: An Introduction to the History and Philosophy of Science strengthens its reputation as the most accessible and teachable introduction to the history and philosophy of science on the market. Geared toward engaging undergraduates and those approaching the history and philosophy of science for the first time, this intellectually-provocative volume takes advantage of its author’s extensive teaching experience, parsing complex ideas using straightforward and sensible examples drawn from the physical sciences.

Building on the foundations which earned the book its critical acclaim, author Richard DeWitt considers fundamental issues in the philosophy of science through the historical worldviews that influenced them, charting the evolution of Western science through the rise and fall of dominant systems of thought. Chapters have been updated to include discussion of recent findings in quantum theory, general relativity, and evolutionary theory, and two new chapters exclusive to the third edition enrich its engagement with radical developments in contemporary science.

At a time in modern history when the nature of truth, fact, and reality seem increasingly controversial, the third edition of Worldviews presents complex concepts with clarity and verve, and prepares inquisitive minds to engage critically with some of the most exciting questions in the philosophy of science.

Richard DeWitt is Professor of Philosophy at Fairfield University. His research interests are in the areas of mathematical and philosophical logic and the philosophy of mind. Recent publications include work with infinite valued logics in the Journal of Philosophical Logic and medieval logic in the International Philosophical Quarterly.
50 Great Myths of Popular Psychology
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Scott O. Lilienfeld, Steven Jay Lynn, John Ruscio & Barry L. Beyerstein

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- Provides a ‘mythbusting kit’ for evaluating folk psychology claims in everyday life.
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- Engaging and accessible writing style that appeals to students and lay readers alike.

Scott O. Lilienfeld is a Professor of Psychology at Emory University.
Steven Jay Lynn is a Professor of Psychology at the State University of New York at Binghamton.
John Ruscio is an Associate Professor of Psychology at The College of New Jersey.
Barry L. Beyerstein (the late) was Professor of Psychology at Simon Fraser University and chair of the British Columbia Skeptics Society.

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Rethinking Capitalism
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“Thought provoking and fresh — this book challenges how we think about economics.”
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Western capitalism is in crisis. For decades investment has been falling, living standards have stagnated or declined, and inequality has risen dramatically. Economic policy has neither reformed the financial system nor restored stable growth. Climate change meanwhile poses increasing risks to future prosperity. In this book some of the world’s leading economists propose new ways of thinking about capitalism. In clear and compelling prose, each chapter shows how today’s deep economic problems reflect the inadequacies of orthodox economic theory and the failure of policies informed by it. The chapters examine a range of contemporary economic issues, including fiscal and monetary policy, financial markets and business behaviour, inequality and privatisation, and innovation and environmental change. The authors set out alternative economic approaches which better explain how capitalism works, why it often doesn’t, and how it can be made more innovative, inclusive and sustainable. Outlining a series of far-reaching policy reforms, Rethinking Capitalism offers a powerful challenge to mainstream economic debate, and new ideas to transform it.

Michael Jacobs is Visiting Professor in the School of Public Policy and Department of Political Science at University College London. An environmental economist and political theorist, his work has focused on the political economy of environmental change.

Professor Mariana Mazzucato (PhD) holds the Chair in the Economics of Innovation and Public Value, University College London (UCL) where she established a new Institute for Innovation & Public Purpose. Mazzucato’s highly-acclaimed book The Entrepreneurial State: Debunking Public vs. Private Sector Myths (Anthem 2013; Public Affairs, 2015) was on the 2013 Books of the Year list of the Financial Times. She is winner of the 2014 New Statesman SPERI Prize in Political Economy and the 2015 Hans-Matthöfer-Preis and in 2013 she was named as one of the “3 most important thinkers about innovation” in the New Republic.
The books in the *Practice Planners* series are designed to help psychotherapy practitioners fulfil documentation requirements efficiently and professionally so that outside review entities will reimburse them for services. These books help clarify, simplify, and accelerate the treatment-planning process so that practitioners can spend less time on paperwork and more time with clients. There are a wide array of Treatment Planners targeted to specific populations and areas of practice. In addition, there are Progress Notes Planners and Homework Planners that can be used in conjunction with the Treatment Planners or on their own. For more information visit https://www.wiley.com/learn/practice_planners/index.html.
Introduction to the Practice of Psychoanalytic Psychotherapy, 2nd Edition
Alessandra Lemma

Licensed in Arabic, Greek, Korean, Simplified Chinese, Turkish

A practice-oriented textbook that demystifies psychoanalytic psychotherapy

Teaching and learning psychoanalytic therapy is a less clear-cut process than for other therapies, and it is easy for students to feel overwhelmed. This accessible guide is based on the author’s own long experience of teaching trainee practitioners, and is built on the core premise that psychoanalysis is not so much skill-based as dependent upon development of the analytic attitude, guided by principles of technique that are used in the clinical situation.

The book provides step-by-step guidance and useful pointers in key areas such as how to make interpretations, how to carry out assessments, how to formulate cases in psychodynamic terms and how to approach endings. It presents critical information in an accessible way with case studies and practice guidelines, explaining the processes which underpin psychoanalytic psychotherapy as clearly and simply as possible.

The Second Edition is updated throughout, with notable new material on findings from neuroscience and the increasing evidence base for psychoanalytic psychotherapy, the US relational school and the development of Dynamic Interpersonal Therapy, and recent studies in transference.

Alessandra Lemma is Director of the Psychological Therapies Development Unit at the Tavistock and Portman NHS Foundation Trust, and a Consultant Adult Psychotherapist at the Portman Clinic. She is a Fellow of the British Psychological Society, Visiting Professor and Clinical Director of the Psychological Interventions Research Centre at University College London, Visiting Professor at Sapienza University of Rome and Honorary Professor of Psychological Therapies at the University of Essex. She is the Editor of the New Library of Psychoanalysis book series, and one of the regional Editors for the International Journal of Psychoanalysis. She has published extensively on psychoanalysis, the body and trauma.
Internet Addiction
A Handbook and Guide to Evaluation and Treatment
Kimberly S. Young & Cristiano Nabuco de Abreu

Licensed in Arabic Bahasa Indonesian, Korean, Orthodox Chinese, Polish, Portuguese, Simplified Chinese

This book provides a theoretical framework to understand how to define and conceptualize compulsive use of the Internet from a clinical perspective. It includes various theoretical models from the psychiatric, psychological, communication, and sociological fields. The authors are experts in these various fields and draw from their experiences around the world to explore the cultural and global impact of this subject.

This book combines these fields to conceptualize and diagnosis associated features of Internet addiction. It also explores the prevalence of the disorder, validated assessment tools to differentiate normal from compulsive patterns of computer and online usage, and identifies the most addictive or problematic online applications. It includes articles that review epidemiology and subtypes of Internet addiction such as online pornography, Internet gambling, and online games. It examines the impact of Internet addiction on children, individuals, and families from psychiatric and psychological perspectives and address current theories on the risk factors associated with the development of the disorder.

Finally, utilizing treatment outcome data, the book explores evidenced-based treatment approaches from a variety of clinical perspectives including child and adult interventions, group therapy, couples and family therapy, and inpatient rehabilitation.

Dr. Kimberly Young, PsyD. is the founder and clinical director of the Center for Internet Addiction Recovery. She is the author of Caught in the Net, the first book to address Internet Addiction, Tangled in the Web and her most recent, Breaking Free of the Web: Catholics and Internet Addiction. She has published over 40 articles on the impact of online abuse. Her work has been featured in The New York Times, The London Times, USA Today, Newsweek, Time, CBS News, Fox News, Good Morning America, and ABC’s World News Tonight. She serves on the editorial board of CyberPsychology & Behavior and the International Journal of Cyber Crime and Criminal Justice.

Dr. Cristiano Nabuco de Abreu is the director of the Ambulatório Integrado dos Transtornos do Impulso (Integrated Impulse Disorders Outpatient Unit) at the University of San Paulo. He is a nationally-known speaker and has given interviews to major television networks, such as Globo, Cultura, SBT, and Band. He currently serves as the Chairman of the Brazilian Society of Cognitive Therapies (SBTC) and has published ten books.
Rewire Your Brain
Think Your Way to a Better Life

John B. Arden

Licensed in Arabic, Japanese, Korean, Orthodox Chinese, Persian, Portuguese, Russian, Simplified Chinese, Turkish

How to rewire your brain to improve virtually every aspect of your life—based on the latest research in neuroscience and psychology on neuroplasticity and evidence-based practices

Not long ago, it was thought that the brain you were born with was the brain you would die with, and that the brain cells you had at birth were the most you would ever possess. Your brain was thought to be “hardwired” to function in predetermined ways. It turns out that’s not true. Your brain is not hardwired, it’s “softwired” by experience.

This book shows you how you can rewire parts of the brain to feel more positive about your life, remain calm during stressful times, and improve your social relationships. Written by a leader in the field of Brain-Based Therapy, it teaches you how to activate the parts of your brain that have been underactivated and calm down those areas that have been hyperactivated so that you feel positive about your life and remain calm during stressful times. You will also learn to improve your memory, boost your mood, have better relationships, and get a good night sleep.

• Reveals how cutting-edge developments in neuroscience, and evidence-based practices can be used to improve your everyday life
• Dr. Arden is a leader in integrating the new developments in neuroscience with psychotherapy and Director of Training in Mental Health for Kaiser Permanente for the Northern California Region

Explaining exciting new developments in neuroscience and their applications to daily living, Rewire Your Brain will guide you through the process of changing your brain so you can change your life and be free of self-imposed limitations.

John B. Arden, PhD, has 35 years of experience providing psychological services and directing mental health programs. He developed one of the largest mental health training programs in the United States and has authored or co-authored 13 books, including Brain-Based Therapy with Adults. Dr. Arden is Director of Training in Mental Health for the Kaiser Permanente Medical Centers in Northern California, where he oversees training programs in 24 medical centers.

Also by John B. Arden

Brain2Brain
Enacting Client Change Through the Persuasive Power of Neuroscience

John B. Arden

ISBN: 978-1-118-75688-1 • Mar 2015 • 288pp
Licensed in Arabic, French, Italian, Korean, Polish, Spanish, Turkish
Think Good Feel Good, 2nd Edition
A Cognitive Behavioural Therapy Workbook for Children and Young People

Paul Stallard

Licensed in Arabic, Danish, Dutch, Italian, Japanese
Previous Edition Licensed in Arabic, Dutch, Finnish, Greek, German, Icelandic, Italian, Japanese, Korean, Lithuanian, Polish, Portuguese, Simplified Chinese, Spanish, Turkish

Latest edition of the highly successful core text for using cognitive behaviour therapy with children and young people

The previous edition of Think Good, Feel Good was an exciting, practical resource that pioneered the way mental health professionals approached Cognitive Behaviour Therapy with children and young people. This new edition continues the work started by clinical psychologist Paul Stallard, and provides a range of flexible and highly appealing materials that can be used to structure and facilitate work with young people. In addition to covering the core elements used in CBT programmes, it incorporates ideas from the third wave CBT therapies of mindfulness, compassion focused therapy and acceptance and commitment therapy.

- Written by an experienced professional with all clinically tested material
- Fully updated to reflect recent developments in clinical practice
- Wide range of downloadable materials
- Includes ideas for third wave CBT, Mindfulness, Compassion Focused Therapy and Acceptance and Commitment Therapy

Think Good, Feel Good, Second Edition: A CBT Workbook for Children and Young People is a “must have” resource for clinical psychologists, child and adolescent psychiatrists, community psychiatric nurses, educational psychologists, and occupational therapists. It is also a valuable resource for those who work with young people including social workers, school nurses, practice counsellors, teachers and health visitors.

Paul Stallard is Professor of Child and Family Mental Health at the University of Bath and Head of Psychological Therapies (CAMHS) for Oxford Health NHS Foundation Trust. He has worked with children and young people since qualifying as a clinical psychologist in 1980. He is the author of “Think Good Feel Good: A cognitive behaviour therapy workbook for children and young people” and Editor of the book series “Cognitive Behaviour Therapy with children, adolescents and families”.

Also by Paul Stallard

A Clinician’s Guide to CBT for Children to Young Adults
A Companion to Think Good, Feel Good and Thinking Good, Feeling Better, 2nd Edition
Paul Stallard
ISBN: 978-1-119-39631-4
May 2021 • 208pp
Previous Edition Licensed in Croatian, Danish, Dutch, Finnish, Korean, Portuguese, Turkish

Thinking Good, Feeling Better
A Cognitive Behaviourial Therapy Workbook for Adolescents and Young Adults
Paul Stallard
ISBN: 978-1-119-39629-1 • Jan 2019 • 240pp
Licensed in Dutch, Japanese, Portuguese
Thinking Sociologically, 3rd Edition

Zygmunt Bauman, Tim May

Licensed in Simplified Chinese and Turkish

Previous editions licensed in Danish, Estonian, Italian, Japanese, Korean, Norwegian, Polish, Spanish, Swedish

Widely acclaimed insight on the human condition, updated to view modern issues through a sociological lens

Now in its third edition, Thinking Sociologically continues to offer a stimulating exploration of the underlying assumptions and tacit expectations which structure our view of the world. This best-seller has been translated into 12 languages to bring key sociological concepts to students and general readers around the globe. The authors review recent developments in society and examine the applicability of sociology to everyday life.

The world has changed a great deal since the second edition’s publication. Issues of climate change, sustainability, inequality, social justice, inclusion and the role of social media have risen to prominence, and we are collectively challenging our ways of thinking about intimacy, community, consumption, ethics, social identity, and more. This new third edition has been revised to reflect these and other transformations in our lives, helping us to think sociologically about the consequences of these burgeoning issues, how we organize our societies, understand ourselves and lead our lives.

Zygmunt Bauman was a world-renowned sociologist known for his ground-breaking work in social theory. His most recent publications included: Does the Richness of the Few Benefit Us All? (2013); Strangers at our Door (2016); Retrotopia (2017); and A Chronicle of Crisis: 2011–2016 (2017).

Tim May is Professor of Social Science Methodology at the University of Sheffield, UK.

Also by Zygmunt Bauman

Postmodern Ethics
Zygmunt Bauman
Dec 1993
Licensed in Bulgarian, Croatian, French, German, Italian, Macedonian, Polish, Portuguese, Romanian, Simplified Chinese, Spanish, Turkish

Life in Fragments
Essays in Postmodern Morality
Zygmunt Bauman
ISBN: 978-0-631-19266-4
May 1995
Licensed in Bulgarian, French, Italian, Portuguese, Simplified Chinese, Turkish
Why Don’t Students Like School?

Daniel T. Willingham

Licensed in Orthodox Chinese, Turkish, Simplified Chinese, Dutch, Spanish
Previous edition licensed in Arabic, French, Hebrew, Italian, Japanese, Korean, Portuguese, Orthodox Chinese, Russian, Simplified Chinese, Spanish, Swedish, Thai, Turkish

Research-based insights and practical advice about effective learning strategies

In this new edition of the highly regarded Why Don’t Students Like School? cognitive psychologist Daniel Willingham turns his research on the biological and cognitive basis of learning into workable teaching techniques. This book will help you improve your teaching practice by explaining how you and your students think and learn. It reveals the importance of story, emotion, memory, context, and routine in building knowledge and creating lasting learning experiences.

With a treasure trove of updated material, this edition draws its themes from the most frequently asked questions in Willingham’s "Ask the Cognitive Scientist" column in the American Educator. How can you teach students the skills they need when standardized testing just requires facts? Why do students remember everything on TV, but forget everything you say? How can you adjust your teaching for different learning styles? Read this book for the answers to these questions and for practical advice on helping your learners learn better.

- Discover easy-to-understand, evidence-based principles with clear applications for the classroom
- Update yourself on the latest cognitive science research and new, teacher-tested pedagogical tools
- Learn about Willingham’s surprising findings, such as that you cannot develop “thinking skills” without facts
- Understand the brain’s workings to help you hone your teaching skills

Why Students Don’t Like School is a valuable resource for both veteran and novice teachers, teachers-in-training, and for the principals, administrators, and staff development professionals who work with them.

Daniel T. Willingham is professor of psychology at the University of Virginia, where he has taught since 1992. He writes the popular Ask the Cognitive Scientist column for American Educator magazine.

Also by Daniel T. Willingham

Raising Kids Who Read: What Parents and Teachers Can Do
Daniel T. Willingham
ISBN: 978-1-118-76972-0
Apr 2015 • 240pp • Jossey-Bass
Licensed in Arabic, French, Korean, Portuguese, Spanish, Simplified Chinese

The Reading Mind: A Cognitive Approach to Understanding How the Mind Reads
Daniel T. Willingham
ISBN: 978-1-119-30137-0
Jun 2017 • 256pp • Jossey-Bass
Licensed in Arabic, Korean, Simplified Chinese, Spanish, Swedish
Janice VanCleave’s Physics for Every Kid
Easy Activities That Make Learning Science Fun, 2nd Edition

Janice VanCleave, Tina Cash Walsh (Illustrator)

Licensed in Italian
Previous editions licensed in Arabic, Orthodox Chinese, Simplified Chinese, Greek, Hungarian, Indonesian, Korean, Polish, Portuguese, Russian, Spanish

Ignite a passion for science in your student or child with these fascinating physics experiments for kids!

*Janice VanCleave’s Physics for Every Kid: Easy Activities That Make Learning Science Fun, 2nd Edition* offers new and lively experiments designed to ignite a passion for science in every child. Designed for children of all ages, this book includes high-interest experiments suitable for home learning, science fair participation, and active classrooms.

*Physics for Every Kid* is sure to engage the natural curiosity of children with experiments that stimulate the mind and encourage a foundation in the principles of physics. With common household items, you’ll be able to create:

- Pendulums
- Air cars
- Experiments exploring magnets, sound, motion, light, and more

This update to the celebrated Janice VanCleave series includes a fresh new look with full-color illustrations and easy-to-understand explanations for each experiment.

Perfect for educators and parents of middle school students, *Physics for Every Kid* can be used at home just for do-it-yourself science fun and in the classroom to build learning experiences that enlighten and entertain students.

*Janice VanCleave* is a science teacher with 27 years of experience in the classroom. She is also the author of more than 50 science books that together have sold over 2 million copies. She is the founder of the popular website www.scienceprojectideasforkids.com and has tutored thousands of students and educators from around the world.
Teach Like a Champion 3.0
63 Techniques that Put Students on the Path to College

Doug Lemov

Licensed in Simplified Chinese, Czech, Spanish
Previous Editions licensed in Arabic, Bahasa Indonesian, Dutch, Hungarian, Korean, Orthodox Chinese, Portuguese, Romanian, Russian, Simplified Chinese, Spanish

A new edition of this huge international bestseller which took the world of education by storm!

Teach Like a Champion 3.0 is the long-awaited update to Doug Lemov’s highly regarded guide to the craft of teaching. This book teaches you how to create a positive and productive classroom that encourages student engagement, trust, respect, accountability, and excellence. In this edition, you’ll find new and updated teaching techniques, the latest evidence from cognitive science and culturally responsive teaching practices, and an expanded companion video collection. Learn how to build students’ background knowledge, move learning into long-term memory, and connect your teaching with the curriculum content for tangible improvement in learning outcomes.

The new version of the book includes:

- An introductory chapter on mental models for teachers to use to guide their decision-making in the classroom.
- A brand new chapter on Lesson Preparation.
- 10 new techniques
- Updated and revised versions of all the technique readers know and use
- A brand new set of exemplar videos, including more than a dozen longer “keystone” videos which show how teachers combine and balance technique over a stretch of 8 to 10 minutes of teaching.
- Extensive discussion of research in social and cognitive science to support and guide the use of techniques.
- Additional online resources, and supports
- Read this powerful update to discover the techniques that leading teachers are using to put students on the path to success.

Doug Lemov has transformed classrooms around the world with his tangible teaching techniques. Using these techniques, Doug trains educators as part of his work at Uncommon Schools, the nonprofit school management organization he helped to found. He is also coauthor of the books Practice Perfect and Reading Reconsidered.

Also by Doug Lemov

Teaching in the Online Classroom
Surviving and Thriving in the New Normal
Doug Lemov
Oct 2020 • 192pp • Jossey-Bass
Licensed in German, Korean, Portuguese, Simplified Chinese, Spanish

Practice Perfect
42 Rules for Getting Better at Getting Better
Doug Lemov, Erica Woolway, Katie Yezzi & Dan Heath (Foreword by)
ISBN: 978-1-118-21658-3
Oct 2012 • 288pp • Jossey-Bass
Licensed in Italian, Korean, Portuguese, Russian
The Book Whisperer
Awakening the Inner Reader in Every Child

Donalyn Miller, Jeff Anderson (Foreword by)

Licensed in: Arabic, Orthodox Chinese, Simplified Chinese, French, Hungarian, Japanese, Korean

Donalyn Miller says she has yet to meet a child she couldn't turn into a reader. No matter how far behind Miller’s students might be when they reach her 6th grade classroom, they end up reading an average of 40 to 50 books a year. Miller’s unconventional approach dispenses with drills and worksheets that make reading a chore. Instead, she helps students navigate the world of literature and gives them time to read books they pick out themselves. Her love of books and teaching is both infectious and inspiring. The book includes a dynamite list of recommended “kid lit” that helps parents and teachers find the books that students really like to read.


Also by Sally M. Reis

Joyful Reading
Differentiation and Enrichment for Successful Literacy Learning, Grades K-8

Sally M. Reis

Making Thinking Visible
How to Promote Engagement, Understanding, and Independence for All Learners

Ron Ritchhart, Mark Church & Karin Morrison

Licensed in Japanese, Korean, Orthodox Chinese, Simplified Chinese, Spanish, Thai

A proven program for enhancing students’ thinking and comprehension abilities

Making Thinking Visible is a research-based approach to teaching thinking, begun at Harvard’s Project Zero, that develops students’ thinking dispositions, while at the same time deepening their understanding of the topics they study. Rather than a set of fixed lessons, Making Thinking Visible is a varied collection of practices, including thinking routines small sets of questions or a short sequence of steps as well as the documentation of student thinking. Using this process thinking becomes visible as the students’ different viewpoints are expressed, documented, discussed and reflected upon.

- Helps direct student thinking and structure classroom discussion
- Can be applied with students at all grade levels and in all content areas
- Includes easy-to-implement classroom strategies
- The book also comes with a DVD of video clips featuring Making Thinking Visible in practice in different classrooms.

Ron Ritchhart, Ed.D. is a senior researcher at Project Zero, Harvard Graduate School of Education. He is the author of Intellectual Character from Jossey-Bass.

Mark Church is the Learning, Assessment, and Instructional Resource Supervisor for the Traverse City Area Public Schools in Michigan.

Karin Morrison is director of The Development Centre at Independent Schools Victoria, Australia and instructor for the WIDE World online course, Making Thinking Visible, at Harvard.

Also by Ron Ritchhart

The Power of Making Thinking Visible
Practices to Engage and Empower All Learners

Ron Ritchhart & Mark Church

ISBN: 978-1-119-62604-6 • Apr 2020 • 320pp • Jossey-Bass
Licensed in Korean, Orthodox Chinese, Simplified Chinese
The First-Year Teacher’s Survival Guide

Julia G. Thompson

Previous Editions licensed in Bahasa Indonesian, Spanish, Georgian, Simplified Chinese, and Korean

The fourth edition of the award-winning book that offers beginning educators everything they need in order to survive and thrive!

Designed for new educators, this award-winning book covers the basic strategies, activities, and tools teachers need to know in order to succeed in the classroom. Now its fourth edition, The First-Year Teacher’s Survival Guide contains new and updated material on essential topics including: classroom management (how to prevent or minimize disruptions), sustaining professional growth, differentiated instruction, nurturing a growth mindset, and much more.

The fourth edition also offers downloadable forms and worksheets, and video instruction on key topics. In addition, this must-have guide:

- Offers ideas for dealing with homework and instructional concerns from parents and guardians
- Includes suggestions for helping new professionals maintain a successful work-life balance
- Contains guidelines to classroom technology and ideas for using digital tools to create engaging lessons
- Proposes proven strategies for forging positive, supportive relationships with students
- Presents recommendations for successfully managing the most common discipline problems

This must-have guide is filled with the information and tips new teachers need in order to face classroom situations with confidence.

Julia G. Thompson has been a public school teacher for more than thirty-five years. Through her Web site (www.juliagthompson.com) and Twitter handle (@TeacherAdvice) she offers tips for teachers on a wide variety of topics.

Related Title
How Learning Works
7 Research-Based Principles for Smart Teaching
Susan A. Ambrose, Michael W. Bridges, Michele DiPietro, Marsha C. Lovett, Marie K. Norman & Richard E. Mayer (Foreword by)
Licensed in Arabic, Italian, Japanese, Simplified Chinese, Spanish
Blended
Using Disruptive Innovation to Improve Schools

Michael Horn, Heather Staker & Clayton M. Christensen
(Foreword by)

Navigate the transition to blended learning with this practical field guide

Blended is the practical field guide for implementing blended learning techniques in K-12 classrooms. A follow-up to the bestseller Disrupting Class by Clayton M. Christensen, Michael Horn, and Curtis Johnson, this hands-on guide expands upon the blended learning ideas presented in that book to provide practical implementation guidance for educators seeking to incorporate online learning with traditional classroom time.

Readers will find a step-by-step framework upon which to build a more student-centered system, along with essential advice that provides the expertise necessary to build the next generation of K-12 learning environments. Leaders, teachers, and other stakeholders will gain valuable insight into the process of using online learning to the greatest benefit of students, while avoiding missteps and potential pitfalls.

If online learning has not already rocked your local school, it will soon. Blended learning is one of the hottest trends in education right now, and educators are clamoring for “how-to” guidance. Blended answers the call by providing detailed information about the strategy, design, and implementation of a successful blended learning program.

Michael B. Horn is co-founder and executive director of Education at the Clayton Christensen Institute for Disruptive Innovation and co-author of Disrupting Class: How Disruptive Innovation Will Change the Way the World Learns (Mcgraw-Hill, 2008) with Clayton Christensen and Curtis Johnson.

Heather Staker is senior research fellow in Education at the Clayton Christensen Institute for Disruptive Innovation. One of the world’s foremost experts on K-12 blended learning, she has appeared on radio, television, and in legislative hearings across the country as a spokesperson for harnessing innovation to improve schools.

Related Titles

Future Wise
Educating Our Children for a Changing World
David Perkins
ISBN: 978-1-118-84407-6
June 2014 • 288pp • Jossey-Bass
Licensed in Arabic, Hebrew, Simplified Chinese, Spanish, Vietnamese

The Blended Workbook
Learning to Design the Schools of our Future
Michael B. Horn, Heather Staker
ISBN: 978-1-119-38807-4
Aug 2017 • 352pp • Jossey-Bass
Reformation Thought
An Introduction, 5th Edition

Alister E. McGrath

Previous editions licensed in Orthodox Chinese, Simplified Chinese, Italian, Japanese, Korean

Praise for previous editions:
“Theologically informed, lucid, supremely accessible: no wonder McGrath’s introduction to the Reformation has staying power!”
—Denis R. Janz, Loyola University

“Vigorous, brisk, and highly stimulating. The reader will be thoroughly engaged from the outset, and considerably enlightened at the end.”
—Dr. John Platt, Oxford University

“[McGrath] is one of the best scholars and teachers of the Reformation... Teachers will rejoice in this wonderfully useful book.”
—Teaching History

Reformation Thought: An Introduction is a clear, engaging, and accessible introduction to the European Reformation of the sixteenth century. Written for readers with little to no knowledge of Christian theology or history, this indispensable guide surveys the ideas of the prominent thought leaders of the period, as well as its many movements, including Lutheranism, Calvinism, Anabaptism, and the Catholic and English Reformations. The text offers readers a framework to interpret the events of the Reformation in full view of the intellectual landscape and socio-political issues that fueled its development.

Based on Alister McGrath’s acclaimed lecture course at Oxford University, the fully updated fifth edition incorporates the latest academic research in historical theology. Revised and expanded chapters describe the cultural backdrop of the Reformation, discuss the Reformation’s background in late Renaissance humanism and medieval scholasticism, and distill the findings of recent scholarship, including work on the history of the Christian doctrine of justification. A wealth of pedagogical features—including illustrations, updated bibliographies, a glossary, a chronology of political and historical ideas, and several appendices—supplement McGrath’s clear explanations.

Written by a world-renowned theologian, Reformation Thought: An Introduction, Fifth Edition upholds its reputation as the ideal resource for university and seminary courses on Reformation thought and the widespread change it inspired in Christian belief and practice.

Alister E. McGrath is Professor of Theology, Ministry and Education at King’s College London, UK, and head of its Centre for Theology, Religion, and Culture.

Also by Alister E. McGrath

Christian Theology, 6th Edition
An Introduction
Alister E. McGrath
ISBN: 978-1-118-86957-4 • Oct 2016 • 520pp
Licensed in Korean, Portuguese
Previous Editions Licensed in Arabic, Dutch, German, Hungarian, Italian, Korean, Orthodox Chinese, Persian, Romanian, Simplified Chinese, Slovenian

Theology, 4th Edition
The Basics
Alister E. McGrath
ISBN: 978-1-119-15808-0 • Nov 2017 • 296pp
Licensed in Korean
Previous Editions Licensed in Dutch, German, Japanese, Korean, Orthodox Chinese, Portuguese
Falling Upward
A Spirituality for the Two Halves of Life
Richard Rohr

Licensed in Czech, Dutch, Japanese, Korean, Lithuanian, Norwegian, Orthodox Chinese, Polish, Portuguese, Romanian, Simplified Chinese, Spanish

A fresh way of thinking about spirituality that grows throughout life.

In *Falling Upward*, Father Richard Rohr seeks to help readers understand the tasks of the two halves of life and to show them that those who have fallen, failed, or “gone down” are the only ones who understand “up.” Most of us tend to think of the second half of life as largely about getting old, dealing with health issues, and letting go of life, but the whole thesis of this book is exactly the opposite. What looks like falling down can largely be experienced as “falling upward.” In fact, it is not a loss but somehow actually a gain, as we have all seen with elders who have come to their fullness.

Richard Rohr is a Franciscan priest of the New Mexico Province. He founded the Center for Action and Contemplation in Albuquerque, New Mexico, in 1986, where he presently serves as Founding Director. Father Rohr is the author of more than twenty books, an internationally known speaker, and a regular contributing writer for *Sojourners* and *Tikkun* magazines, and the CAC’s quarterly journal, *Radical Grace*.

Also by Richard Rohr

**Immortal Diamond**
The Search for Our True Self
Richard Rohr
Licensed in Czech, Danish, Hungarian, Korean, Orthodox Chinese, Polish

**Falling Upward**
A Spirituality for the Two Halves of Life — A Companion Journal
Richard Rohr
ISBN: 978-1-118-42856-6
Jan 2013 • 208pp • Jossey-Bass
Licensed in Korean
HTML and CSS
Design and Build Websites
Jon Duckett

Licensed in Italian, Portuguese and Spanish

Previous Edition Licensed in Vietnamese, Polish, Simplified Chinese, Russian, Turkish, German, Dutch, French, Simplified Chinese, Korean and Orthodox Chinese

A full-colour introduction to the basics of HTML and CSS from the publishers of Wrox! Joining the professional web designers and programmers are new audiences who need to know a little bit of code for work or for their personal blogs: this is the book for them. It’s full-colour throughout and utilizes information graphics and lifestyle photography to explain the topics in a simple way, making HTML and CSS accessible to everyone including hobbyists, students, and professionals. The unique structure of the book means that the reader can either progress through the chapters from beginning to end, or just dip into topics of particular interest at leisure.

Jon Duckett has been designing and building websites for over a decade, working with global brands, and has authored and co-authored over a dozen books on web design, programming, usability, and accessibility.

Also by Jon Duckett

JavaScript and JQuery
Interactive Front-End Web Development
Jon Duckett
ISBN: 978-1-118-53164-8
Jul 2014 • 640pp
Licensed in German, Italian, Korean, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese

PHP & MySQL
Database-Driven Websites
Jon Duckett
ISBN: 978-1-119-14922-4
Dec 2020 • 672pp
Licensed in German, Italian, Korean, Orthodox Chinese, Portuguese, Russian
Social Engineering, 2nd Edition
The Science of Human Hacking

Christopher Hadnagy

Licensed in Italian, Polish, Russian, Simplified Chinese
Previous Edition Licensed in German, Japanese, Korean, Spanish, Turkish

Harden the human firewall against the most current threats

Social Engineering: The Science of Human Hacking reveals the craftier side of the hacker’s repertoire — why hack into something when you could just ask for access? Undetectable by firewalls and antivirus software, social engineering relies on human fault to gain access to sensitive spaces; in this book, renowned expert Christopher Hadnagy explains the most commonly-used techniques that fool even the most robust security personnel, and shows you how these techniques have been used in the past. This new Second Edition has been updated with the most current methods used by sharing stories, examples, and scientific study behind how those decisions are exploited.

Human nature and emotion is the secret weapon of the malicious social engineering, and this book shows you how to recognize, predict, and prevent this type of manipulation by taking you inside the social engineer’s bag of tricks.

Christopher Hadnagy is Chief Human Hacker, Social-Engineer, Inc and lead developer, author and professional social engineer at Social-Engineer, Inc. Chris was part of the original team working on the ethical hacking tool Backtrack, he has spoken and trained at industry events including RSA, BlackHat, and DefCon, and he is an Offensive Security Certified Professional (OSCP). He founded the DefCon Social Engineering Capture the Flag competition and he tweets at @humanhacker with more than 21k followers.

Also by Christopher Hadnagy

Unmasking the Social Engineer
The Human Element of Security
Christopher Hadnagy, Paul Ekman (Foreword by) & Paul F. Kelly (Editor)
ISBN: 978-1-118-60857-9 • Apr 2014 • 256pp
Licensed in German, Korean, Polish, Simplified Chinese, Turkish
Meet the world’s top ethical hackers and explore the tools of the trade

Hacking the Hacker takes you inside the world of cybersecurity to show you what goes on behind the scenes, and introduces you to the men and women on the front lines of this technological arms race. Twenty-six of the world’s top white hat hackers, security researchers, writers, and leaders, describe what they do and why, with each profile preceded by a no-experience-necessary explanation of the relevant technology. Dorothy Denning discusses advanced persistent threats, Martin Hellman describes how he helped invent public key encryption, Bill Cheswick talks about firewalls, Dr. Charlie Miller talks about hacking cars, and other cybersecurity experts from around the world detail the threats, their defenses, and the tools and techniques they use to thwart the most advanced criminals history has ever seen. Light on jargon and heavy on intrigue, this book is designed to be an introduction to the field; final chapters include a guide for parents of young hackers, as well as the Code of Ethical Hacking to help you start your own journey to the top.

- Cybersecurity is becoming increasingly critical at all levels, from retail businesses all the way up to national security. This book drives to the heart of the field, introducing the people and practices that help keep our world secure.
- Go deep into the world of white hat hacking to grasp just how critical cybersecurity is
- Read the stories of some of the world’s most renowned computer security experts
- Learn how hackers do what they do—no technical expertise necessary
- Delve into social engineering, cryptography, penetration testing, network attacks, and more

As a field, cybersecurity is large and multi-faceted—yet not historically diverse. With a massive demand for qualified professional that is only going to grow, opportunities are endless. Hacking the Hacker shows you why you should give the field a closer look.

Roger A. Grimes has worked in the field of computer security for over 27 years. As a professional penetration tester, he successfully broke into every company he was hired to hack within an hour, with a single exception that took three hours. He consults worldwide and has been the InfoWorld magazine (www.infoworld.com) computer security columnist since 2005.

(ISC)² books published by Wiley provide aspiring and experienced cybersecurity professionals with unique insights and advice for delivering on (ISC)²’s vision of inspiring a safe and secure world.
Exploring Arduino, 2nd Edition
Tools and Techniques for Engineering Wizardry

Jeremy Blum

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The bestselling beginner Arduino guide, updated with new projects!

Exploring Arduino makes electrical engineering and embedded software accessible. Learn step by step everything you need to know about electrical engineering, programming, and human-computer interaction through a series of increasingly complex projects. Arduino guru Jeremy Blum walks you through each build, providing code snippets and schematics that will remain useful for future projects. Projects are accompanied by downloadable source code, tips and tricks, and video tutorials to help you master Arduino. You’ll gain the skills you need to develop your own microcontroller projects!

This new 2nd edition has been updated to cover the rapidly-expanding Arduino ecosystem, and includes new full-color graphics for easier reference. Servo motors and stepper motors are covered in richer detail, and you’ll find more excerpts about technical details behind the topics covered in the book. Wireless connectivity and the Internet-of-Things are now more prominently featured in the advanced projects to reflect Arduino’s growing capabilities. You’ll learn how Arduino compares to its competition, and how to determine which board is right for your project. If you’re ready to start creating, this book is your ultimate guide!

Jeremy Blum is the head of electrical engineering at Shaper, where he is using computer vision to reinvent the way people use handheld power tools. Jeremy was previously a lead electrical architect/engineer for multiple confidential products at Google[x], including Google Glass. Jeremy received his Master’s and Bachelor’s degrees in Electrical and Computer Engineering from Cornell University.

Jeremy’s life goal is to build tools and products that empower anybody to change the world using engineering. Jeremy maintains an active account of his various projects at his website: JeremyBlum.com.
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Excel 2019 Power Programming with VBA

Michael Alexander & Dick Kusleika

Maximize your Excel experience with VBA

Excel 2019 Power Programming with VBA is fully updated to cover all the latest tools and tricks of Excel 2019. Encompassing an analysis of Excel application development and a complete introduction to Visual Basic for Applications (VBA), this comprehensive book presents all of the techniques you need to develop both large and small Excel applications. Over 800 pages of tips, tricks, and best practices shed light on key topics, such as the Excel interface, file formats, enhanced interactivity with other Office applications, and improved collaboration features.

- Understanding how to leverage VBA to improve your Excel programming skills can enhance the quality of deliverables that you produce—and can help you take your career to the next level.
- Explore fully updated content that offers comprehensive coverage through over 900 pages of tips, tricks, and techniques
- Leverage templates and worksheets that put your new knowledge in action, and reinforce the skills introduced in the text
- Improve your capabilities regarding Excel programming with VBA, unlocking more of your potential in the office
- Excel 2019 Power Programming with VBA is a fundamental resource for intermediate to advanced users who want to polish their skills regarding spreadsheet applications using VBA.

Mike Alexander is the author of several books on advanced business analysis. He has more than 15 years experience consulting and developing reporting solutions for a variety of industries. In addition to consulting, Mike is also serves as the principle contributor at www.datapigtechnologies.com, where he shares free video tutorials with the Microsoft Excel and Access communities. Mike has been named a Microsoft MVP for his ongoing contributions to the Excel community.

Dick Kusleika is 12-year Microsoft Excel MVP and the principle contributor at the Daily Dose of Excel blog.
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