

WILEY

Smash Hits

Our most
translated titles

2021



TRANSLATION RIGHTS

Wiley's Most Translated Titles

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.

If you're one of the many customers who has partnered with us to license traditional print, ebook, audio, and any new digital formats such as online courses, we thank you for working with us and look forward to many more successes in the future.

To those of you who are new to Wiley content, we'd love to talk about how we can add quality, value, and success to your business. We'll be delighted to hear from you anytime, just email us at: TranslationRights@wiley.com.

You can view or download our catalogues with new content at <https://www.wiley.com/WileyCDA/Section/id-611808.html>.

We look forward to working with you.

Ashley Mabbitt
Director, Translation Rights
Wiley



Table of Contents

Architecture, Construction & Design 3

Business 9

Business Self-Help 9

Data Visualization 20

Management & Leadership 21

Sales & Marketing 33

Small Business & Entrepreneurship 39

Visual Thinking 41

Finance & Investing 49

Humanities, Social Sciences & Teacher Education 55

Philosophy 56

Political Science 60

Psychology & Psychotherapy 61

Sociology 66

Teacher Education 67

Theology, Religion & Spirituality 74

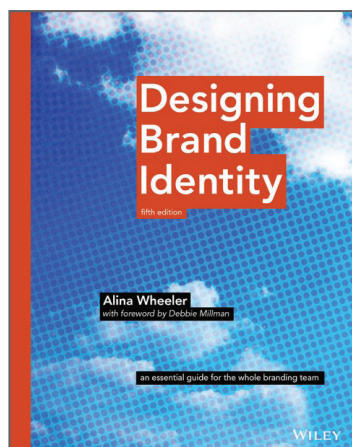
Technology & Computing 77

WILEY



Architecture, Construction & Design

Wiley.com



ISBN: 978-1-118-98082-8

Dec 2017 • 336pp

Designing Brand Identity, 5th Edition

An Essential Guide for the Whole Branding Team

200,000
sold!

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

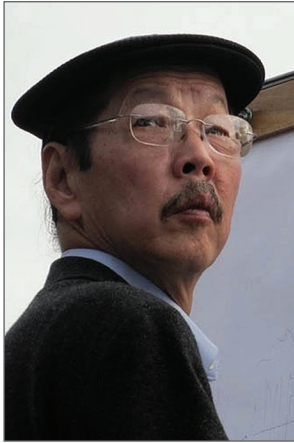
'*Designing Brand Identity* is the book that first taught me how to build brands. For the past decade, it's been my blueprint for using design to impact people, culture, and business.' — **Alex Center**, Design Director, The Coca-Cola Company

'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

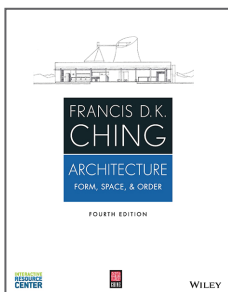
- Branding consultant whose clients have included Vanguard, Berwind, Advanta, Guardian, and IBM
- Author of *Brand Atlas: Branding Intelligence Made Visible*, along with the past best-selling editions of *Designing Brand Identity*
- Member of the advisory council for The Dictionary of Brand along with 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

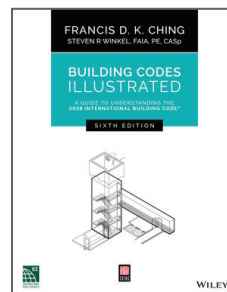
Francis D. K. Ching

ISBN: 978-1-118-74508-3
Nov 2014 • 464pp

Licensed in Albanian, French, Greek, Italian, Korean, Macedonian, Orthodox Chinese, Portuguese, Russian, Simplified Chinese, Spanish, Turkish

Previous Editions Licensed in Portuguese, Spanish

340,000
sold!

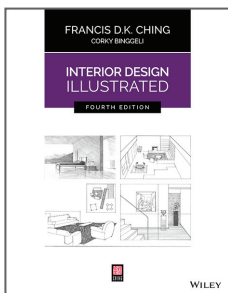


Building Codes Illustrated A Guide to Understanding the 2018 International Building Code, 6th Edition

Francis D. K. Ching & Steven R. Winkel

ISBN: 978-1-119-48035-8
May 2018 • 480pp

Licensed in Arabic
Previous Editions Licensed in Georgian



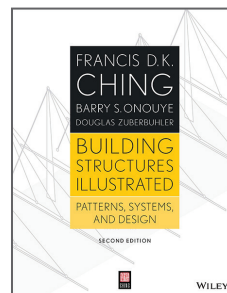
Interior Design Illustrated, 4th Edition

Francis D. K. Ching & Corky Binggeli

ISBN: 978-1-119-37720-7
Mar 2018 • 384pp

Licensed in Portuguese, Simplified Chinese

Previous Editions Licensed in Bahasa Indonesian, Korean, Japanese, Orthodox Chinese, Portuguese, Russian, Spanish, Turkish

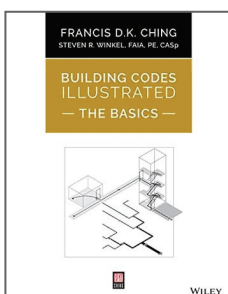


Building Structures Illustrated, 2nd Edition Patterns, Systems, and Design

Francis D. K. Ching

ISBN: 978-1-118-45835-8
Jan 2014 • 352pp

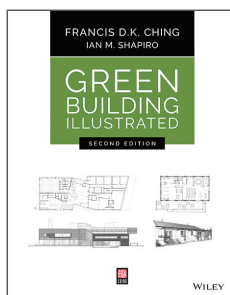
Licensed in Bahasa Indonesian, Orthodox Chinese, Portuguese, Simplified Chinese, Spanish



Building Codes Illustrated The Basics

Francis D. K. Ching & Steven R. Winkel

ISBN: 978-1-119-77251-4
Aug 2022 • 224pp

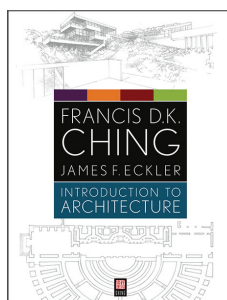


Green Building Illustrated, 2nd Edition

Francis D. K. Ching, Ian M. Shapiro

ISBN: 978-1-119-65396-7
Nov 2020 • 336 Pages

Previous Edition Licensed in Korean, Portuguese, Simplified Chinese, Orthodox Chinese, Spanish

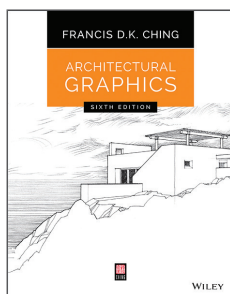


Introduction to Architecture

Francis D. K. Ching & James F. Eckler

ISBN: 978-1-118-14206-6
Nov 2012 • 432pp

Licensed in Korean, Portuguese, Simplified Chinese



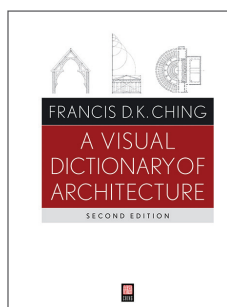
Architectural Graphics, 6th Edition

Francis D. K. Ching

ISBN: 978-1-119-03566-4
May 2015 • 272pp

Licensed in Orthodox Chinese, Portuguese, Simplified Chinese, Spanish

Previous Editions Licensed in Japanese



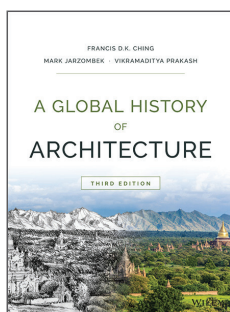
A Visual Dictionary of Architecture, 2nd Edition

Francis D. K. Ching

ISBN: 978-0-470-64885-8
Nov 2011 • 336pp

Licensed in Persian, Simplified Chinese, Spanish, Turkish

Previous Editions Licensed in Hungarian, Indonesian, Korean, Portuguese



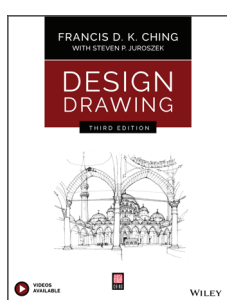
A Global History of Architecture, 3rd Edition

Francis D. K. Ching, Mark Jarzombek & Vikramaditya Prakash

ISBN: 978-1-118-98133-7
Jun 2017 • 864pp

Licensed in Portuguese

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



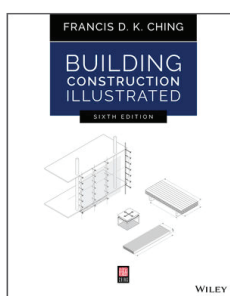
Design Drawing, 3rd Edition

Francis D. K. Ching & Steven P. Juroszek

ISBN: 978-1-119-50859-5
Mar 2019 • 448pp

Licensed in Simplified Chinese

Previous Editions Licensed in French, Orthodox Chinese, Portuguese, Russian, Simplified Chinese, Spanish



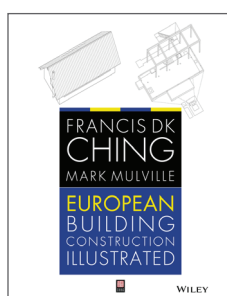
Building Construction Illustrated, 6th Edition

Francis D. K. Ching

ISBN: 978-1-119-58308-0
March 2020 • 512pp

Licensed in Korean, Orthodox Chinese, Simplified Chinese

Previous Editions Licensed in Orthodox Chinese, Portuguese, Serbian, Thai

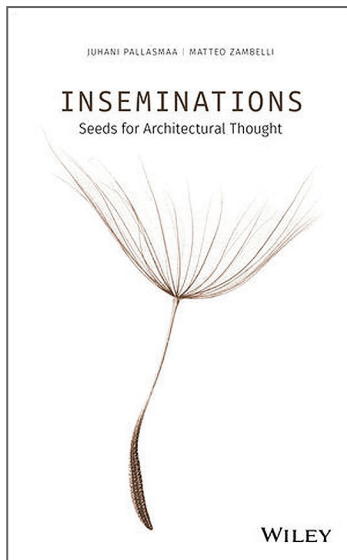


European Building Construction Illustrated

Francis D. K. Ching & Mark Mulville

ISBN: 978-1-119-95317-3
Jan 2014 • 472pp

Licensed in Russian



ISBN: 978-1-119-62223-9

April 2020 • 328 Pages

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.

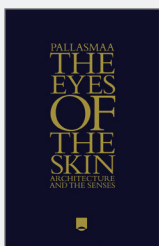
Inseminations: Seeds for Architectural Thought is a delightful collection of thoughtful ideas and compositions that float between academic essay and philosophical reflection. Wide in scope, it offers entries covering: atmospheres; biophilic beauty; embodied understanding; imperfection; light and shadow; 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.

Also by Juhani Pallasmaa



The Eyes of the Skin, 3rd Edition

Architecture and the Senses

Juhani Pallasmaa

ISBN: 978-1-119-94128-6

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

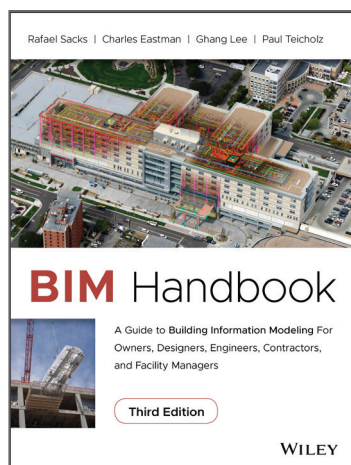
Existential and Embodied Wisdom in Architecture

Juhani Pallasmaa

ISBN: 978-0-470-77928-6

Mar 2009 • 160pp

Licensed in Czech, French, Italian, Persian, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Spanish, Turkish



ISBN: 978-1-119-28753-7

Oct 2018 • 688pp • Wiley

BIM Handbook, 3rd Edition

A Guide to Building Information Modeling for Owners, Designers, Engineers, Contractors, and Facility Managers

Rafael Sacks, Chuck Eastman, Ghang Lee & Paul Teicholz

Licensed in Korean, Portuguese, Simplified Chinese

Previous Editions Licensed in Italian, Korean, Portuguese, Simplified Chinese

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 shows 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.

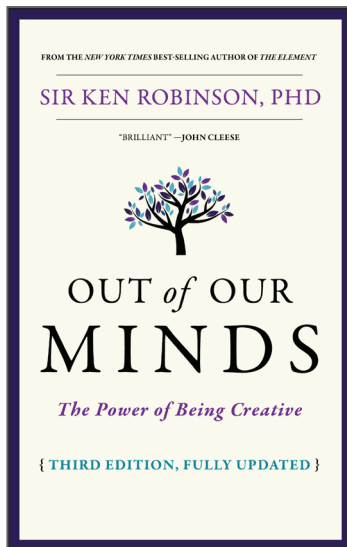
Ghang Lee is an Associate Professor and the Director of the Building Informatics Group (BIG) in the Department of Architectural Engineering at Yonsei University in Seoul, Korea. He has been involved in many BIM projects since the early 2000s and serves as a technical advisor to several governmental and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

WILEY



Business

Wiley.com



ISBN: 978-0-85708-741-6

Oct 2017 • 304pp

Out of Our Minds, 3rd Edition

The Power of Being Creative

Ken Robinson

Licensed in Bulgarian, Japanese, Portuguese, Simplified Chinese, Thai, Ukrainian, Vietnamese

Previous Edition Licensed in Italian, Korean, Orthodox Chinese, Polish, Romanian, Spanish, Turkish, Ukrainian

170,000
sold!

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.

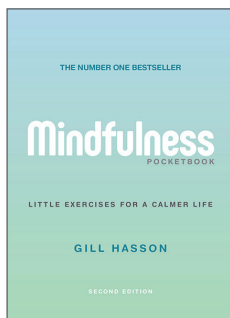
Sir Ken's famous 2006 talk at the prestigious TED Conference is the most watched in TED history and has been seen by millions of people in more than 160 countries. He was author of the New York Times bestsellers *The Element: How Finding Your Passion Changes Everything* and *Finding Your Element: How to Discover Your Talents and Passions and Transform Your Life*.



Gill Hasson

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

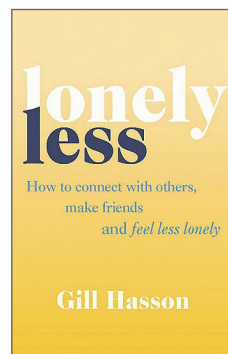
Little Exercises for a Calmer Life

Gill Hasson

ISBN: 978-0-857-08872-7
Sep 2020 • 144pp • Capstone

Previous Edition Licensed in Arabic, Czech, Dutch, French, Greek, Italian, Polish, Portuguese, Spanish

105,000 sold!

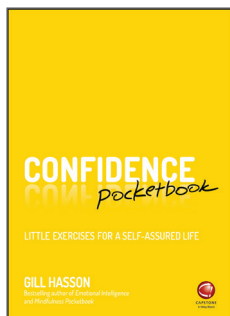


Lonely Less

How to Connect with Others, Make Friends and Feel Less Lonely

Gill Hasson

ISBN: 978-0-857-08904-5
Jun 2021 • 256pp • Capstone



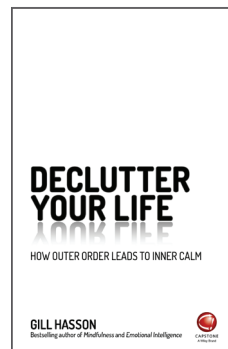
Confidence Pocketbook

Little Exercises for a Self-Assured Life

Gill Hasson

ISBN: 978-0-85708-733-1
Jul 2017 • 120pp • Capstone

Licensed in Arabic, Italian, Spanish

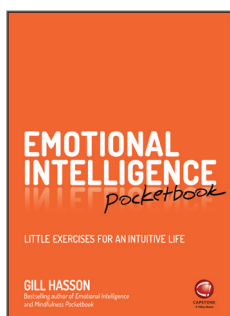


De-clutter Your Life

How Outer Order Leads to Inner Calm

Gill Hasson

ISBN: 978-0-85708-737-9
Dec 2017 • 224pp • Capstone
Licensed in Arabic



Emotional Intelligence Pocketbook

Little Exercises for an Intuitive Life

Gill Hasson

ISBN: 978-0-85708-730-0
Mar 2016 • 128pp • Capstone

Licensed in Arabic, Italian, Russian, Spanish, Vietnamese

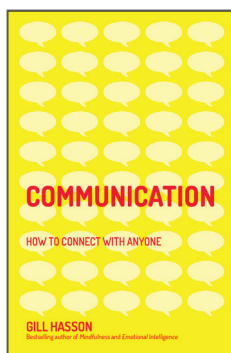


Happiness

Gill Hasson

ISBN: 978-0-85708-759-1
Aug 2018 • 184pp

Licensed in Arabic, German

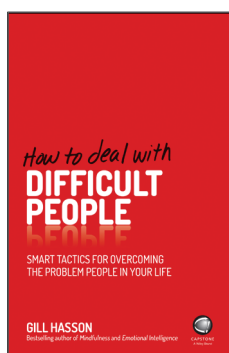


Communication

How to Connect with Anyone

Gill Hasson

ISBN: 978-0-85708-750-8
Aug 2019 • 208pp • Capstone
Licensed in Arabic, Vietnamese



How To Deal With Difficult People

Smart Tactics for Overcoming the Problem People in Your Life

Gill Hasson

ISBN: 978-0-85708-567-2
Nov 2014 • 208pp • Capstone
Licensed in Polish, Russian, Spanish, Vietnamese

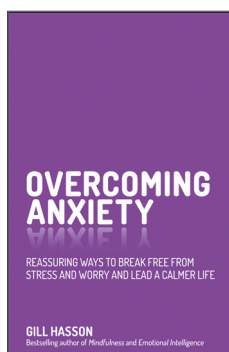


Kindness

How to Get Into the Habit of Being Kind to Others and to Yourself

Gill Hasson

ISBN: 978-0-85708-752-2
Apr 2018 • 200pp
Licensed in Arabic

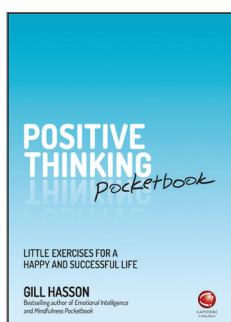


Overcoming Anxiety

Reassuring Ways to Break Free from Stress and Worry and Lead a Calmer Life

Gill Hasson

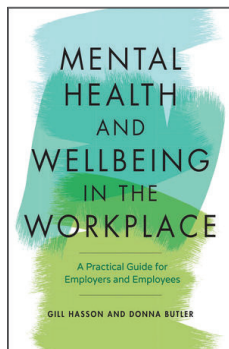
ISBN: 978-0-85708-630-3
Nov 2015 • 200pp • Capstone



Positive Thinking Pocketbook

Gill Hasson

ISBN: 978-0-85708-754-6
Jan 2019 • 120pp
Licensed in Italian, Orthodox Chinese, Spanish

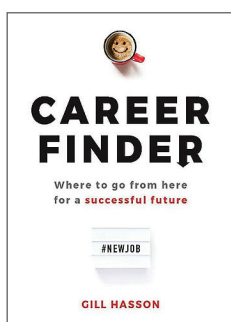


Mental Health & Wellbeing in the Workplace

A Practical Guide for Employers and Employees

Gill Hasson and Donna Butler

ISBN: 978-0-857-08828-4
May 2020 • 240pp • Capstone
Licensed in Simplified Chinese

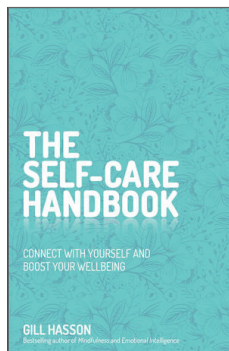


Career Finder

Where To Go From Here for a Successful Future

Gill Hasson

ISBN: 978-0-857-08864-2
Feb 2021 • 240pp • Capstone

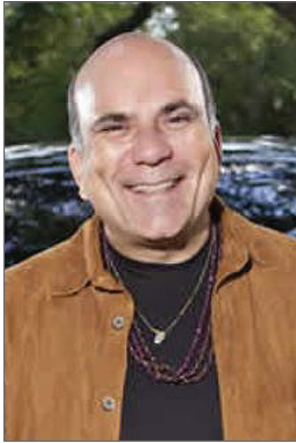


The Self-Care Handbook

Connect with Yourself and Boost Your Wellbeing

Gill Hasson

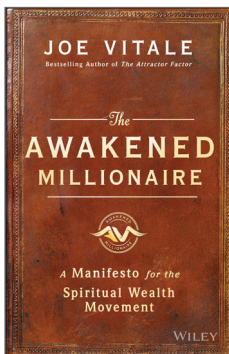
ISBN: 978-0-857-08812-3
Dec 2019 • 256pp • Capstone
Licensed in Italian



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

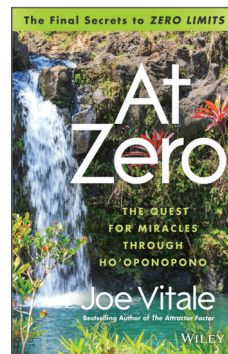


The Awakened Millionaire A Manifesto for the Spiritual Wealth Movement

Joe Vitale

ISBN: 978-1-119-26416-3
May 2016 • 208pp

Licensed in Arabic, Bahasa Indonesian, Bulgarian, Czech, Dutch, French, Italian, Japanese, Polish, Portuguese, Russian, Simplified Chinese, Slovenian, Spanish, Turkish, Vietnamese



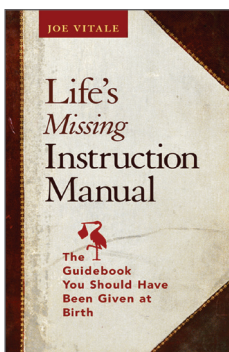
At Zero

The Quest for Miracles Through Ho'oponopono

Joe Vitale

ISBN: 978-1-118-81002-6
Dec 2013 • 240pp

Licensed in Bulgarian, Czech, Dutch, Finnish, French, German, Italian, Orthodox Chinese, Polish, Portuguese, Simplified Chinese, Slovakian, Slovenian, Spanish, Turkish, Vietnamese

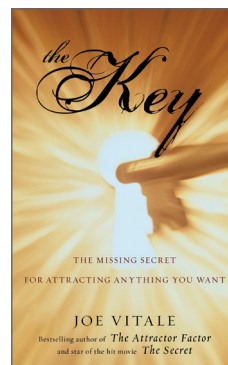


Life's Missing Instruction Manual The Guidebook You Should Have Been Given at Birth

Joe Vitale

ISBN: 978-0-471-76849-4
Mar 2006 • 176pp

Licensed in Arabic, Czech, Estonian, French, German, Italian, Korean, Orthodox Chinese, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Slovakian, Turkish



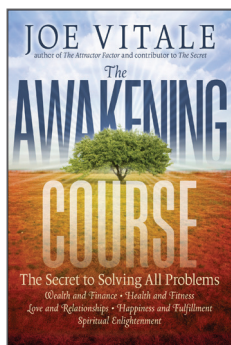
The Key

The Missing Secret for Attracting Anything You Want

Joe Vitale

ISBN: 978-0-470-50394-2
Nov 2009 • 224pp

Licensed in Arabic, Bahasa Indonesian, Bulgarian, Czech, Dutch, Estonian, French, German, Greek, Hungarian, Italian, Japanese, Korean, Latvian, Lithuanian, Mongolian, Orthodox Chinese, Persian, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Slovakian, Slovenian, Spanish, Thai, Turkish



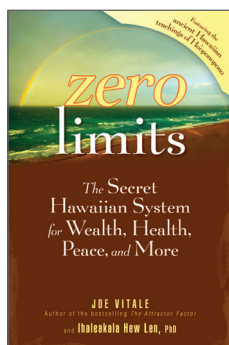
The Awakening Course

The Secret to Solving All Problems

Joe Vitale

ISBN: 978-1-118-14827-3
Jan 2012 • 256pp

Licensed in Bulgarian, Estonian, French, Italian, Japanese, Korean, Latvian, Lithuanian, Orthodox Chinese, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Slovakian, Thai, Turkish



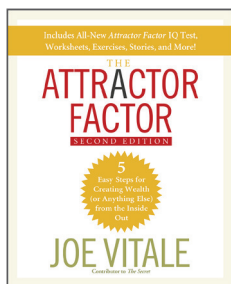
Zero Limits

The Secret Hawaiian System for Wealth, Health, Peace, and More

Joe Vitale & Ihaleakala Hew Len

ISBN: 978-0-470-10147-6
Aug 2007 • 256pp

Licensed in Bulgarian, Czech, Danish, Dutch, French, German, Hebrew, Hungarian, Japanese, Korean, Latvian, Lithuanian, Orthodox Chinese, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Slovakian, Slovenian, Spanish, Vietnamese



The Attractor Factor, 2nd Edition

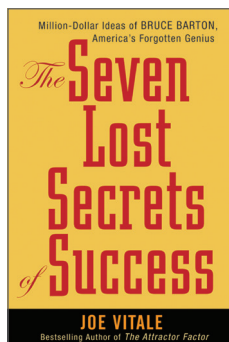
5 Easy Steps for Creating Wealth (or Anything Else) From the Inside Out

Joe Vitale

ISBN: 978-0-470-28642-5
Sep 2008 • 320pp

Licensed in Arabic, Czech, Dutch, Estonian, Greek, Latvian, Lithuanian, Polish, Russian, Simplified Chinese, Slovakian, Spanish, Thai, Vietnamese

Previous Editions Licensed in French, Hebrew, Italian, Polish, Romanian, Simplified Chinese, Spanish, Vietnamese



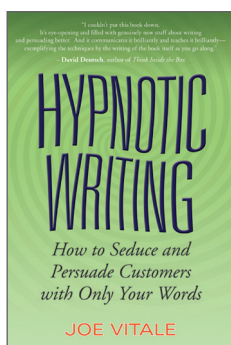
The Seven Lost Secrets of Success

Million Dollar Ideas of Bruce Barton, America's Forgotten Genius

Joe Vitale

ISBN: 978-0-470-10810-9
Oct 2007 • 224pp

Licensed in Italian, Malayalam, Polish



Hypnotic Writing

How to Seduce and Persuade Customers with Only Your Words

Joe Vitale

ISBN: 978-0-470-00979-6
Jan 2007 • 288pp

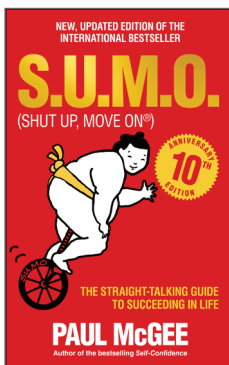
Licensed in Italian, Japanese, Russian, Turkish, Vietnamese



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



S.U.M.O.
(Shut Up,
Move On)
**The Straight-Talking
Guide to Succeeding in Life,
10th Anniversary Edition**

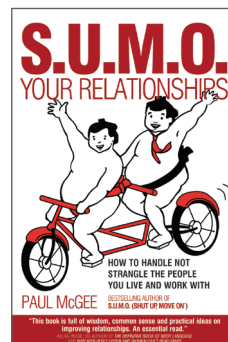
115,000
sold!

Paul McGee

ISBN: 978-0-85708-622-8
May 2012 • 224pp

Licensed in Indonesian, Polish, Russian,
Ukrainian, Vietnamese

Previous Editions Licensed: Arabic,
Bulgarian, Czech, Hindi, Indonesian,
Italian, Polish, Simplified Chinese,
Swedish, Thai, Turkish

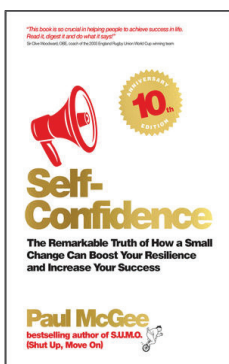


**S.U.M.O. Your
Relationships**

Paul McGee

ISBN: 978-1-84112-743-9
Jun 2007 • 278pp

Licensed in Arabic, Bulgarian, Hindi



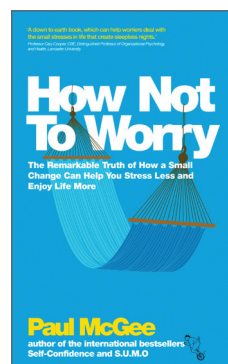
Self-Confidence
**The remarkable
truth of how a small
change can boost
your resilience and
increase your success,
10th Anniversary Edition**

55,000
sold!

Paul McGee

ISBN: 978-0-857-08835-2
Dec 2019 • 320pp

Previous Editions Licensed in Arabic,
Bahasa Indonesian, Italian, Japanese

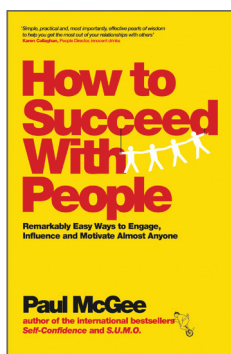


How Not to Worry

Paul McGee

ISBN: 978-0-85708-286-2
May 2012 • 252pp

Licensed in Arabic, Dutch



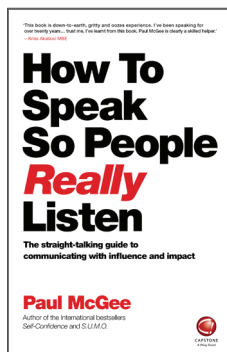
How to Succeed With People

Paul McGee

ISBN: 978-0-85708-289-3

May 2013 • 216pp

Licensed in Dutch, Korean, Vietnamese, Thai, Indonesian



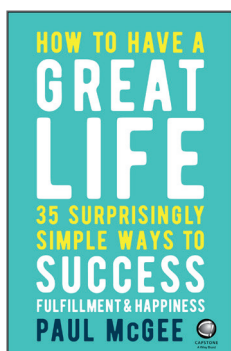
How to Speak So People Really Listen

Paul McGee

ISBN: 978-0-85708-720-1

Oct 2016 • 232pp

Licensed in Arabic, Simplified Chinese, Vietnamese



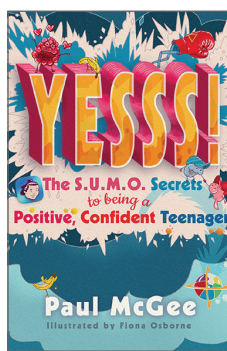
How to Have a Great Life

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



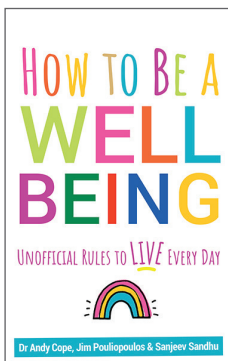
Andy Cope

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.

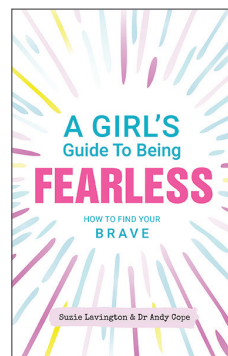
Titles by Andy Cope



How to Be a Well Being Unofficial Rules to Live Every Day

Andy Cope, Sanjeev Sandhu,
James Poulipoulos

ISBN: 978-0-857-08867-3
Aug 2020 • 224pp • Capstone



A Girl's Guide to Being Fearless

Suzie Lavington, Andy Cope

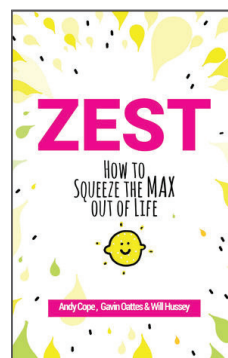
ISBN: 978-0-857-08857-4
Dec 2020 • 216pp • Capstone



Diary of a Brilliant Kid

Andy Cope, Gavin Oattes
& Will Hussey

ISBN: 978-0-85708-786-7
Oct 2018 • 224pp

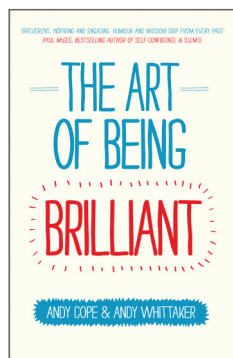


Zest

How to Squeeze the Max out of Life

Andy Cope, Gavin Oattes,
and Will Hussey

ISBN: 978-0-857-08800-0
July 2019 • 248pp



The Art of Being Brilliant

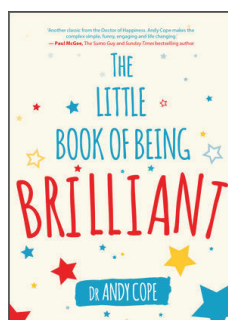
Transform Your Life by Doing What Works For You

67,000 sold!

Andy Cope & Andy Whittaker

ISBN: 978-0-85708-371-5
Oct 2012 • 216pp

Licensed in Czech, Danish, Indonesian, Korean, Thai, Vietnamese

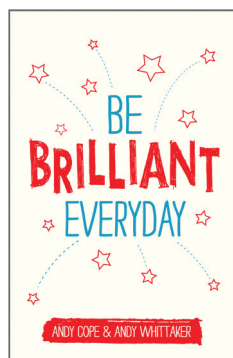


The Little Book of Being Brilliant

Andy Cope

ISBN: 978-0-857-08797-3
Apr 2019 • 248pp

Licensed in Arabic

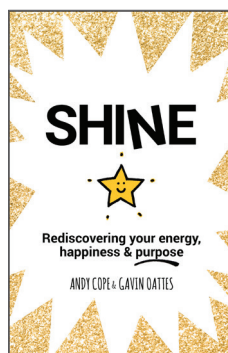


Be Brilliant Every Day

Andy Cope & Andy Whittaker

ISBN: 978-0-85708-500-9
Jun 2014 • 240pp

Licensed in Korean, Vietnamese

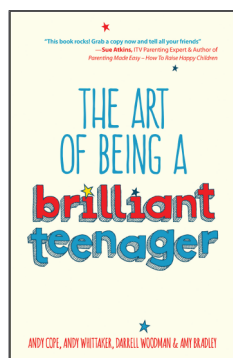


Shine

Andy Cope & Gavin Oattes

ISBN: 978-0-85708-765-2
May 2018 • 240pp

Licensed in German, Vietnamese



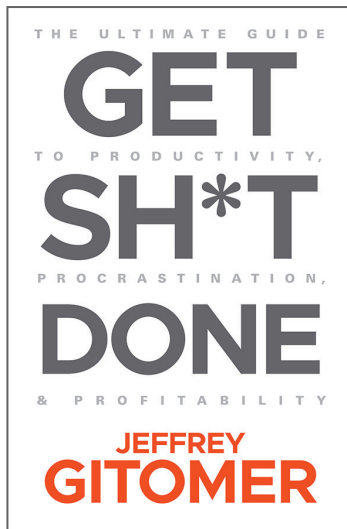
The Art of Being a Brilliant Teenager

115,000 sold!

Andy Cope,
Andy Whittaker, Darrell Woodman
& Amy Bradley

ISBN: 978-0-85708-578-8
Nov 2014 • 160pp

Licensed in Albanian, Arabic, Korean, Polish, Ukrainian, Vietnamese



ISBN: 978-1-119-64720-1

Nov 2019 • 224pp

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!

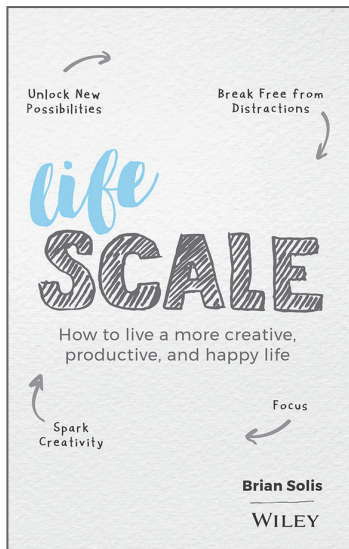
Do you want to do more, accomplish more? Of course you do, everyone does. So, what's stopping you? *Get Sh*t Done* not only shows you what's preventing you from daily achievement, it provides the tools and the strategies to help you get to where you want to be. In this book, you will learn to identify 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.



ISBN: 978-1-119-53586-7

Mar 2019 • 304pp

Lifescape

How to Live a More Creative, Productive, and Happy Life

Brian Solis

Licensed in Italian, Polish, Russian, Vietnamese

***Lifescape* 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.

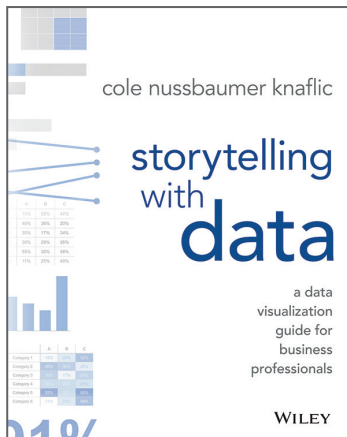
It's time to reclaim our lives. It's time to take control.

In *Lifescape*, 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 *Lifescape* 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.



ISBN: 978-1-119-00225-3

Oct 2015 • 288pp

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

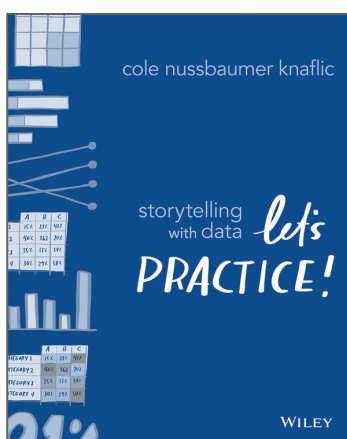
Licensed in Orthodox Chinese, Simplified Chinese, Japanese, Korean, Spanish, Vietnamese

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.

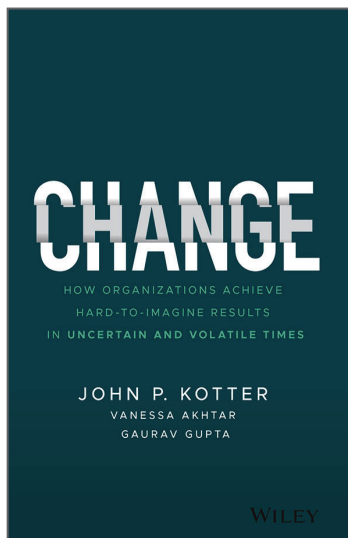
Let's practice! helps you build confidence and credibility to create graphs and visualizations that make sense and weave them into action-inspiring stories. Expanding upon best seller *storytelling with data's* foundational lessons, *Let's practice!* delivers fresh content, a plethora of new examples, 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



ISBN: 978-1-119-62149-2

Oct 2019 • 448pp



ISBN: 978-1-119-81584-6

May 2021 • 240pp

Change

How Organizations Achieve Hard-to-Imagine Results in Uncertain and Volatile Times

John Kotter, Vanessa Akhtar & Gaurav Gupta

Licensed in German, Japanese, Polish, Russian, Vietnamese

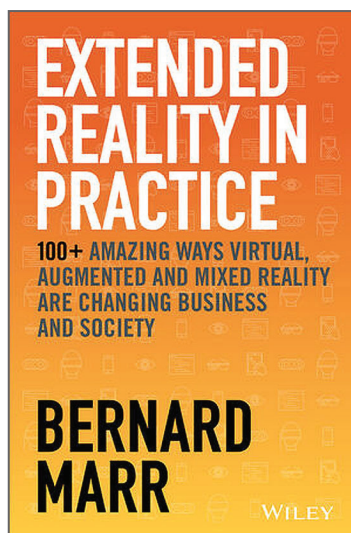
The international best-selling author of *Leading Change* offers essential new thinking of surviving and thriving in these challenging times.

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.



ISBN: 978-1-119-69517-2

Aug 2021 • 272pp

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.

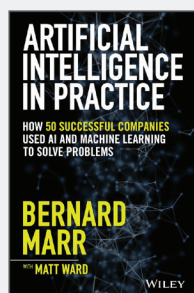
Discover insightful and illuminating case studies from businesses and organizations in a variety of industries, including Burger King, BMW, Boeing, and the U.S. Army, and see how they're turning virtual, mixed, and augmented reality experiences into big wins for their stakeholders.

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

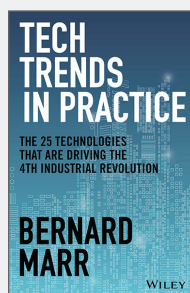
How 50 Successful Companies Used AI and Machine Learning to Solve Problems

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

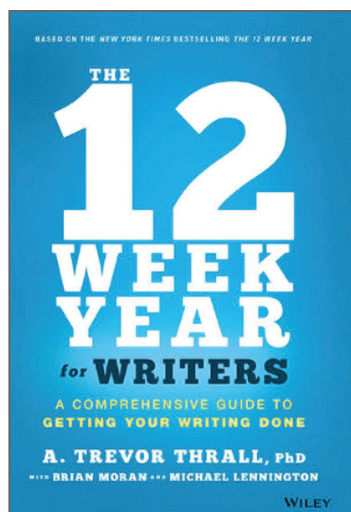
The 25 Technologies that are Driving the 4th Industrial Revolution

Bernard Marr

ISBN: 978-1-119-64620-4

Apr 2020 • 304 Pages

Licensed in Korean, Norwegian, Simplified Chinese



ISBN: 978-1-119-81743-7

Sep 2021 • 272pp

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.

The book offers a comprehensive plan to help you get more high-quality words on the page than you ever thought possible. Whether you're drafting a complex doctoral thesis, plugging away at the world's next bestselling novel, or churning out blog posts for your content agency, you'll learn the strategies you need to turn a productive day into a prolific week into a record-setting year.

Ideal for bloggers, business writers, authors, academic writers, students, columnists, bloggers, copywriters, and content writers, *The 12 Week Year for Writers* will prove to be an indispensable part of every productive writer's library.

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.

Also by Brian P. Moran & Michael Lennington



The 12 Week Year

Get More Done in 12 Weeks Than Others Do in 12 Months

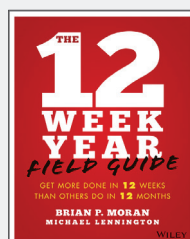
Brian P. Moran & Michael Lennington

ISBN: 978-1-119-81743-7

Aug 2021 • 288pp

Licensed in Arabic, Bulgarian, Czech, Estonian, German, Japanese, Korean, Latvian, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Spanish, Vietnamese

230,000 sold!



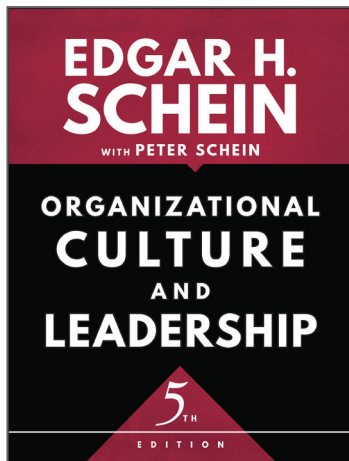
The 12 Week Year Field Guide

Get More Done in 12 Weeks Than Others Do in 12 Months

Brian P. Moran & Michael Lennington

ISBN: 978-1-119-47524-8 • Nov 2018 • 144pp

Licensed in Russian, Simplified Chinese



ISBN: 978-1-119-21204-1

Feb 2017 • 416pp • Wiley

Organizational Culture and Leadership, 5th Edition

Edgar H. Schein & Peter Schein

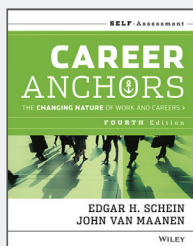
Licensed in German, Italian, Japanese, Orthodox Chinese, Portuguese, Russian, Simplified Chinese, Turkish, Vietnamese

Previous Edition Licensed in Japanese, Simplified Chinese

Organizational Culture and Leadership is the classic reference for managers and students seeking a deeper understanding of the inter-relationship of organizational culture dynamics and leadership. Author Edgar Schein is the 'father' of organizational culture, world-renowned for his expertise and research in the field; in this book, he analyzes and illustrates through cases the abstract concept of culture and shows its importance to the management of organizational change. This new fifth edition shows how culture has become a popular concept leading to a wide variety of research and implementation by various organizations and expands the focus on the role of national cultures in influencing culture dynamics, including some practical concepts for how to deal with international differences.

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*.

Also by Edgar H. Schein



Career Anchors, 4th Edition

The Changing Nature of Work and Careers

Edgar H. Schein & John Van Maanen

ISBN: 978-1-118-45576-0

May 2013 • 24pp

Licensed in Italian, Japanese, Orthodox Chinese, Simplified Chinese



The Corporate Culture Survival Guide, 3rd Edition

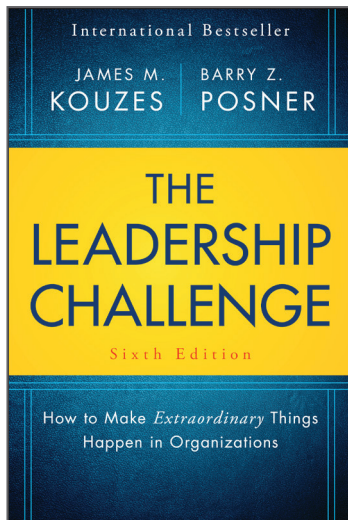
Edgar H. Schein, Peter A. Schein

ISBN: 978-1-119-21228-7

July 2019 • 256pp

Licensed in Italian, Simplified Chinese

Previous Editions Licensed in Dutch, Finnish, German, Italian, Japanese, Polish, Portuguese, Simplified Chinese



ISBN: 978-1-119-27896-2

Jun 2017 • 400pp

Previous Edition:
978-0-470-65172-8

The Leadership Challenge, 6th Edition

How to Make Extraordinary Things Happen in Organizations

**1.5M
sold!**

James M. Kouzes & Barry Z. Posner

Licensed in Korean, Portuguese, Russian, Orthodox Chinese, Simplified Chinese, Spanish, Vietnamese

Previous Editions Licensed in Albanian, Arabic, Bahasa Indonesian, Czech, Estonian, German, Greek, Japanese, Korean, Lithuanian, Orthodox Chinese, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Swedish, Thai, Turkish

The most trusted source of leadership wisdom, updated to address today's realities

The Leadership Challenge is the gold-standard manual for effective leadership, grounded in research and written by premier authorities in the field. With deep insight into the complex interpersonal dynamics of the workplace, this book positions leadership both as a skill to be learned and as a relationship that must be nurtured to reach its full potential.

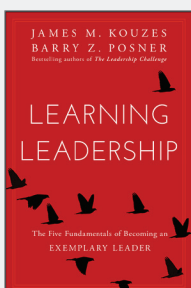
This new sixth edition has been revised to address current challenges and includes more international examples with a laser focus on business issues. Engaging stories delve into the fundamental roles that great leaders fulfill and simple frameworks provide a primer for those who seek continuous improvement. By internalizing key insights and putting concepts into action, readers will become more effective and impactful leaders. *The Leadership Challenge* helps readers stay current, relevant, and effective in the modern workplace.

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.

Visit www.leadershipchallenge.com to learn more.

Also by James M. Kouzes & Barry Z. Posner



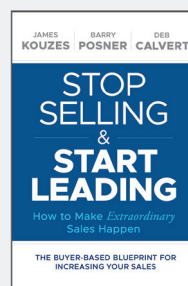
Learning Leadership

The Five Fundamentals of Becoming an Exemplary Leader

James M. Kouzes & Barry Z. Posner

ISBN: 978-1-119-14428-1 • Jun 2016 • 272pp

Licensed in Arabic, Hungarian, Orthodox Chinese, Portuguese, Simplified Chinese, Turkish



Stop Selling and Start Leading

James M. Kouzes, Barry Z. Posner & Deb Calvert

ISBN: 978-1-119-44628-6

May 2018 • 224pp

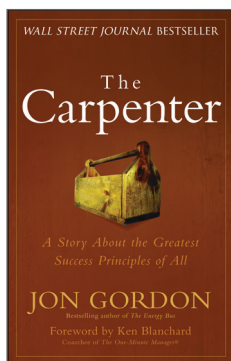
Licensed in Simplified Chinese



Jon Gordon

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

Titles by Jon Gordon



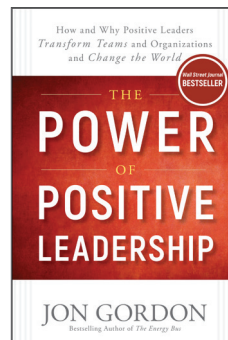
The Carpenter A Story About the Greatest Success Principles of All

Jon Gordon & Ken Blanchard
(Foreword By)

ISBN: 978-0-470-88854-4
Jun 2014 • 160pp

Licensed in Arabic, Bahasa Indonesian, Czech, Croatian, German, Italian, Orthodox Chinese, Persian, Polish, Romanian, Russian, Spanish, Thai, Turkish, Vietnamese

150,000
sold!



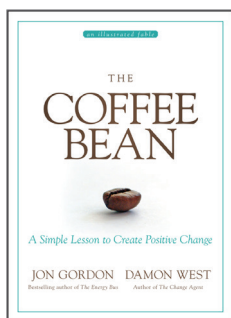
The Power of Positive Leadership

How and Why Positive
Leaders Transform Teams and
Organizations and Change the
World

Jon Gordon

ISBN: 978-1-119-35197-9
May 2017 • 208pp

Licensed in Arabic, Korean, Polish, Portuguese, Simplified Chinese, Turkish, Vietnamese

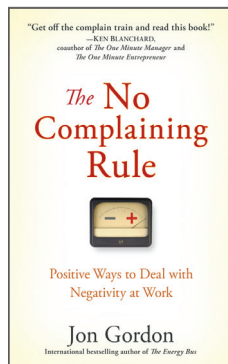


The Coffee Bean

Jon Gordon

ISBN: 978-1-119-43027-8
Aug 2019 • 112p

Licensed in Arabic, French, German, Korean, Orthodox Chinese, Spanish, Vietnamese

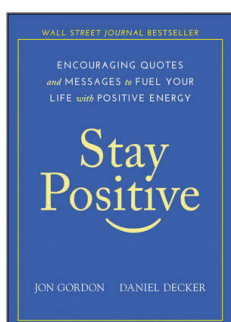


The No Complaining Rule Positive Ways to Deal with Negativity at Work

Jon Gordon

ISBN: 978-0-470-27949-6
Jul 2008 • 176pp

Licensed in Azerbaijani, Bahasa Indonesian, Italian, Korean, Polish, Simplified Chinese, Spanish, Thai, Turkish, Vietnamese



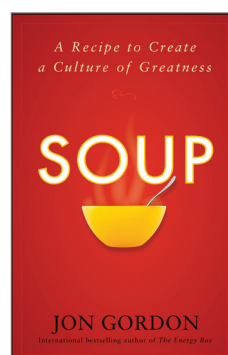
Stay Positive

Encouraging Quotes and
Messages to Fuel Your Life
with Positive Energy

Daniel Decker & Jon Gordon

ISBN: 978-1-119-43023-0
Dec 2019 • 150pp

Licensed in Slovenian, Vietnamese



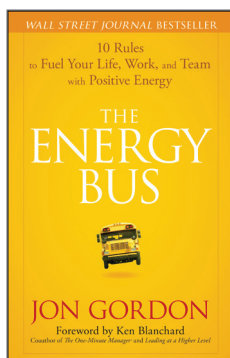
Soup

A Recipe to Create a Culture of
Greatness

Jon Gordon

ISBN: 978-0-470-48784-6
Jun 2010 • 176pp

Licensed in Bulgarian, Korean, Spanish, Thai, Turkish



The Energy Bus

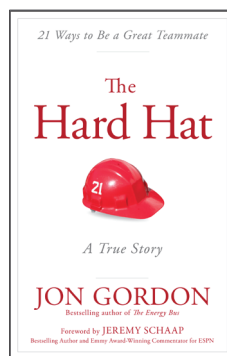
10 Rules to Fuel Your Life, Work, and Team with Positive Energy

1.5M sold!

Jon Gordon & Ken Blanchard
(Foreword by)

ISBN: 978-0-470-10028-8
Jan 2007 • 192pp

Licensed in Arabic, Bahasa Indonesian, Bulgarian, Czech, French, German, Italian, Japanese, Korean, Orthodox Chinese, Polish, Romanian, Russian, Simplified Chinese, Spanish, Thai, Turkish, Ukrainian, Vietnamese



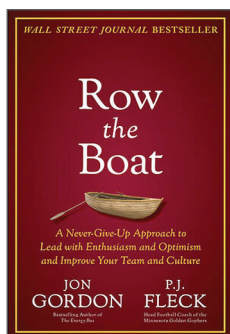
The Hard Hat

21 Ways to Be a Great Teammate

Jon Gordon & Jeremy Schaap
(Foreword by)

ISBN: 978-1-119-12011-7
May 2015 • 128pp

Licensed in Bahasa Indonesian, Polish, Romanian, Vietnamese

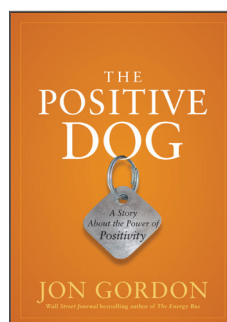


Row the Boat

A True Story with Principles and Lessons to Transform Your Culture

Jon Gordon & P.J. Fleck

ISBN: 978-1-119-76629-2
May 2021 • 144pp



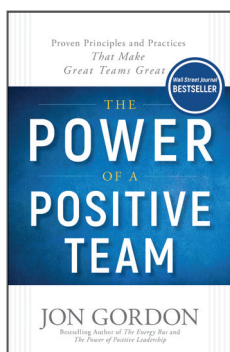
The Positive Dog

A Story About the Power of Positivity

Jon Gordon

ISBN: 978-0-470-88855-1
Apr 2012 • 128pp

Licensed in Bahasa Indonesian, Polish, Spanish, Thai, Vietnamese



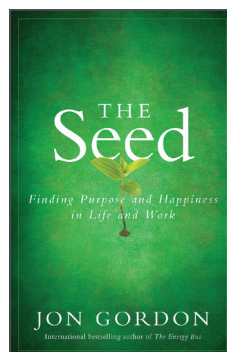
The Power of a Positive Team

Jon Gordon

150,000 sold!

ISBN: 978-1-119-43024-7
Jul 2018 • 176pp

Licensed in Italian, Japanese, Portuguese, Simplified Chinese, Slovenian, Spanish, Turkish



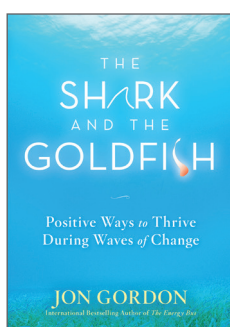
The Seed

Finding Purpose and Happiness in Life and Work

Jon Gordon

ISBN: 978-0-470-88856-8
May 2011 • 160pp

Licensed in Bulgarian, Korean, Orthodox Chinese, Spanish, Turkish



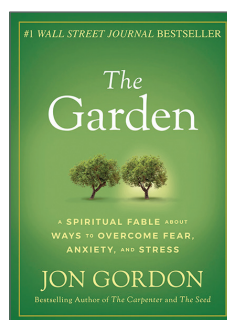
The Shark and the Goldfish

Positive Ways to Thrive During Waves of Change

Jon Gordon

ISBN: 978-0-470-50360-7
Oct 2009 • 112pp

Licensed in Arabic, German, Spanish, Vietnamese



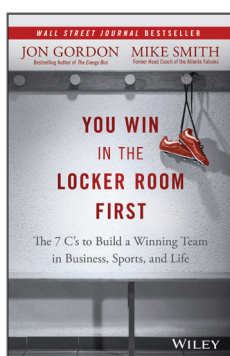
The Garden

A Spiritual Fable About Ways to Overcome Fear, Anxiety, and Stress

Jon Gordon

ISBN: 978-1-119-43032-2
June 2020 • 160pp

Licensed in Slovenian



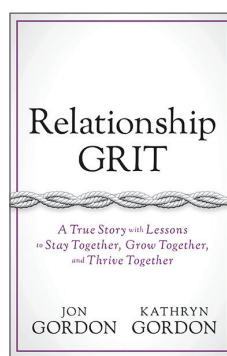
You Win in the Locker Room First

The 7 C's to Build a Winning Team in Business, Sports and Life

Jon Gordon & Mike Smith

ISBN: 978-1-119-15785-4
Sep 2015 • 176pp

Licensed in Bahasa Indonesian, Korean, Polish, Russian, Simplified Chinese, Spanish, Thai

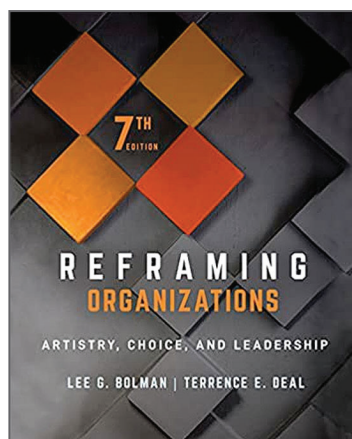


Relationship Grit

A True Story with Lessons to Stay Together, Grow Together, and Thrive Together

Jon Gordon & Kathryn Gordon

ISBN: 978-1-119-43033-9
Jun 2020 • 160pp



ISBN: 978-1-119-75683-5

Sept 2021 • 544pp • Jossey Bass

Reframing Organizations, 7th Edition

Artistry, Choice, and Leadership

Lee G. Bolman & Terrence E. Deal

Licensed in Norwegian, Swedish, Vietnamese

Previous Editions Licensed in French, Norwegian, Orthodox Chinese, Portuguese, Russian, Simplified Chinese, Spanish, Swedish, Turkish

400,000
sold!

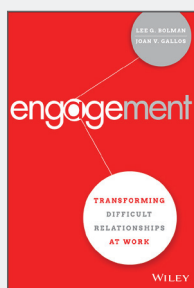
An elegant framework for more effective leadership

Reframing Organizations provides time-tested guidance for more effective organizational leadership. Rooted in decades of social science research across multiple disciplines, Bolman and Deal's four-frame model has continued to evolve since its conception nearly 30 years ago; this new seventh edition has been updated to include coverage of cross sector collaboration, generational differences, virtual environments, globalization, sustainability, and communication across cultures. The Instructor's guide has been expanded to provide additional tools for the classroom, including chapter summary tip sheets, mini-assessments, Bolman & Deal podcasts, and more.

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).

Also by Lee. G. Bolman and Terrence E. Deal



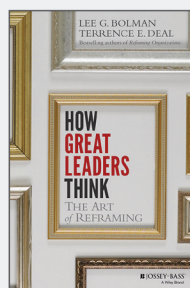
Engagement

Transforming Difficult Relationships at Work

Lee G. Bolman & Joan V. Gallos

ISBN: 978-1-119-15083-1

Jun 2016 • 208pp



How Great Leaders Think

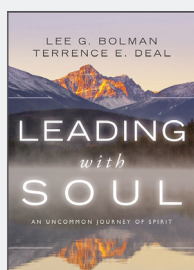
The Art of Reframing

Lee G. Bolman & Terrence E. Deal

ISBN: 978-1-118-14098-7

Sep 2014 • 240pp • Jossey-Bass

Licensed in French, Korean, Simplified Chinese, Turkish



Leading with Soul, Revised 3rd Edition

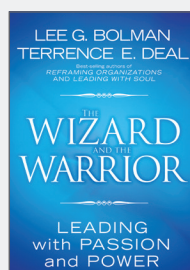
An Uncommon Journey of Spirit

Lee G. Bolman & Terrence E. Deal

ISBN: 978-0-470-61900-1

Aug 2011 • 304pp • Jossey-Bass

Previous Editions Licensed in Bahasa Indonesian, Dutch, Japanese, Portuguese



The Wizard and the Warrior

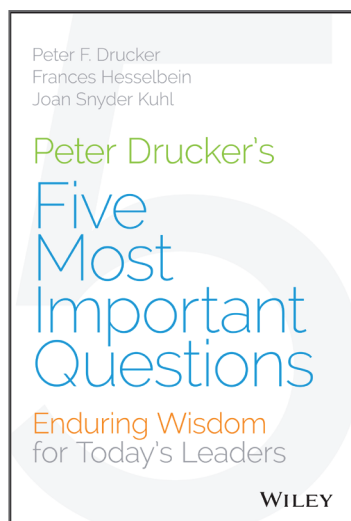
Leading with Passion and Power

Lee G. Bolman & Terrence E. Deal

ISBN: 978-0-7879-7413-8

Apr 2006 • 256pp • Jossey-Bass

Licensed in Korean, Simplified Chinese



ISBN: 978-1-118-97959-4

Apr 2015 • 144pp • Jossey-Bass

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

90,000
sold!

Peter F. Drucker, Frances Hesselbein &
Joan Snyder Kuhl

Licensed in Arabic, French, German, Japanese, Korean, Orthodox Chinese, Persian, Simplified Chinese, Spanish, Thai, Turkish

Previous Edition Licensed in German, Japanese, Korean, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese, Turkish, Vietnamese

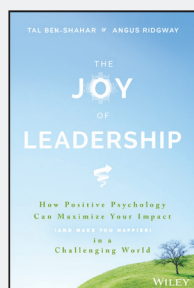
Enduring management wisdom for today's leaders from Peter F. Drucker.

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.

Related Title



The Joy of Leadership

How Positive Psychology Can Maximize Your Impact (and Make You Happier) in a Challenging World

Tal Ben-Shahar & Angus Ridgway

ISBN: 978-1-119-31300-7 • Sep 2017 • 240pp

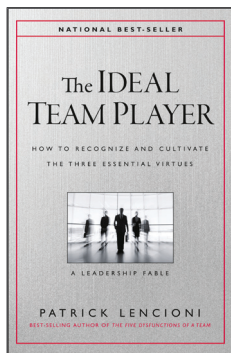
Licensed in Bahasa Indonesian, Dutch, French, Hebrew, Japanese, Romanian, Russian, Simplified Chinese, Spanish



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.

Titles by Patrick Lencioni



The Ideal Team Player

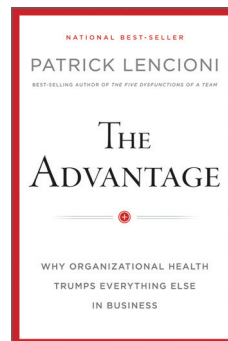
How to Recognize and Cultivate the Three Essential Virtues

480,000 sold!

Patrick Lencioni

ISBN: 978-1-119-20959-1
Apr 2016 • 240pp • Jossey-Bass

Licensed in Arabic, Bahasa Indonesian, Danish, Dutch, Estonian, Finnish, French, German, Hungarian, Italian, Japanese, Korean, Polish, Portuguese, Russian, Simplified Chinese, Spanish, Thai, Turkish, Ukrainian, Vietnamese



The Advantage

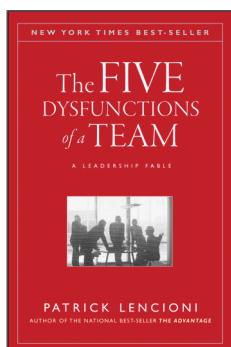
Why Organizational Health Trumps Everything Else In Business

685,000 sold!

Patrick Lencioni

ISBN: 978-0-470-94152-2
Apr 2012 • 240pp • Jossey-Bass

Licensed in Arabic, Czech, Dutch, French, German, Japanese, Korean, Orthodox Chinese, Polish, Portuguese, Romanian, Russian, Simplified Chinese, Spanish, Thai, Ukrainian, Vietnamese



The Five Dysfunctions of a Team

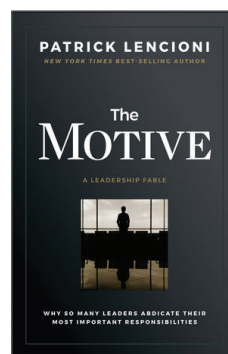
A Leadership Fable

3.7M sold!

Patrick Lencioni

ISBN: 978-0-7879-6075-9
Apr 2002 • 240pp • Jossey-Bass

Licensed in Arabic, Czech, Danish, Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Lithuanian, Mongolian, Norwegian, Polish, Portuguese, Russian, Serbian, Swedish, Thai, Ukrainian, Vietnamese



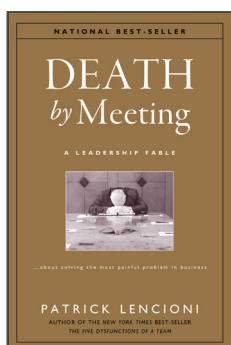
The Motive

Why So Many Leaders Abdicate Their Most Important Responsibilities

Patrick Lencioni

ISBN: 978-1-119-60045-9
Apr 2020 • 240pp • Jossey-Bass

Licensed in Arabic, Dutch, Finnish, German, Polish, Portuguese, Simplified Chinese, Spanish, Vietnamese



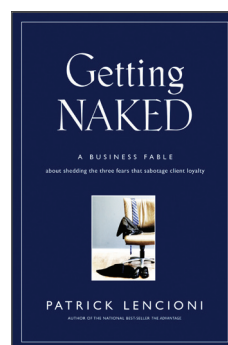
Death by Meeting

A Leadership Fable... About Solving the Most Painful Problem in Business

Patrick Lencioni

ISBN: 978-0-7879-6805-2
Mar 2004 • 270pp • Jossey-Bass

Licensed in Arabic, Dutch, German, Italian, Japanese, Polish, Serbian, Simplified Chinese, Russian, Slovakian, Swedish, Thai



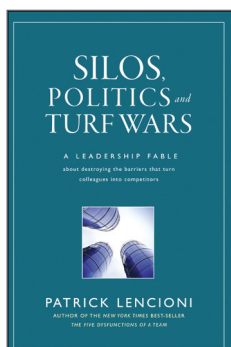
Getting Naked

A Business Fable About Shedding the Three Fears That Sabotage Client Loyalty

Patrick Lencioni

ISBN: 978-0-7879-7639-2
Feb 2010 • 240pp • Jossey-Bass

Licensed in Finnish, Polish, Portuguese, Simplified Chinese, Thai



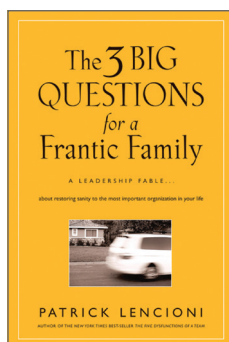
Silos, Politics and Turf Wars

A Leadership Fable About Destroying the Barriers That Turn Colleagues Into Competitors

Patrick Lencioni

ISBN: 978-0-7879-7638-5
Mar 2006 • 224pp • Jossey-Bass

Licensed in Arabic, German, Korean, Polish, Russian, Simplified Chinese, Spanish, Turkish



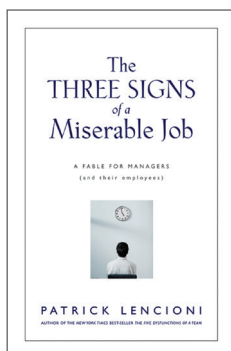
The 3 Big Questions for a Frantic Family

A Leadership Fable... About Restoring Sanity To The Most Important Organization In Your Life

Patrick Lencioni

ISBN: 978-0-7879-9532-4
Sep 2008 • 240pp • Jossey-Bass

Licensed in German, Polish



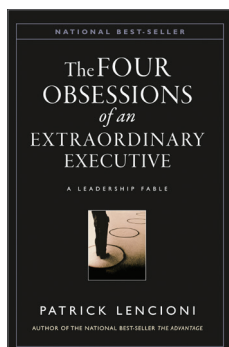
The Three Signs of a Miserable Job

A Fable for Managers (And Their Employees)

Patrick Lencioni

ISBN: 978-0-7879-9531-7
Aug 2007 • 272pp • Jossey-Bass

Licensed in Bahasa Indonesian, German, Korean, Orthodox Chinese, Polish, Romanian, Russian, Simplified Chinese, Spanish, Turkish



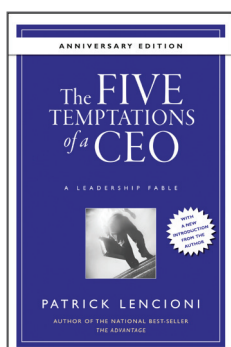
The Four Obsessions of an Extraordinary Executive

A Leadership Fable

Patrick Lencioni

ISBN: 978-0-7879-5403-1
Sep 2000 • 208pp • Jossey-Bass

Licensed in Korean, Polish, Russian, Simplified Chinese



The Five Temptations of a CEO

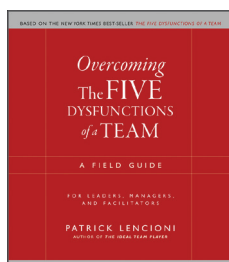
A Leadership Fable, 10th Anniversary Edition

Patrick Lencioni

ISBN: 978-0-470-26758-5
Jul 2008 • 160pp • Jossey-Bass

Licensed in Arabic, German, Simplified Chinese

Previous Editions Licensed in Arabic, Bahasa Indonesian, Bengali, Dutch, German, Japanese, Korean, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese, Slovenian, Spanish, Swedish, Thai, Vietnamese



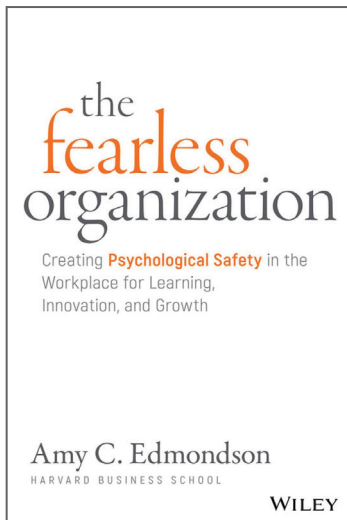
Overcoming the Five Dysfunctions of a Team

A Field Guide for Leaders, Managers, and Facilitators

Patrick Lencioni

ISBN: 978-0-7879-7637-8
Apr 2005 • 176pp • Jossey-Bass

Licensed in Bulgarian, German, Indonesian, Italian, Orthodox Chinese, Polish, Simplified Chinese



ISBN: 978-1-119-47724-2

Nov 2018 • 256pp

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

75,000
sold!

Conquer the most essential adaptation to the knowledge economy

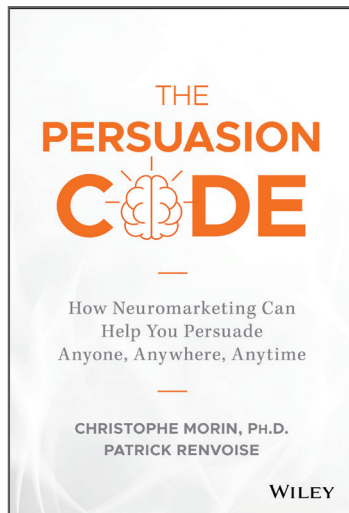
The Fearless Organization offers practical guidance for teams and organizations who are serious about success in the modern economy. With so much riding on innovation, creativity, and spark, it is essential to attract and retain quality talent — but what good does this talent do if no one is able to 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*.



ISBN: 978-1-119-44070-3

Nov 2018 • 352pp

The Persuasion Code

How Neuromarketing Can Help You Persuade Anyone, Anywhere, Anytime

Christophe Morin & Patrick Renvoise

Licensed in Arabic, French, Italian, Japanese, Korean, Mongolian, Russian, Simplified Chinese, Thai, Turkish

Capture, convince, and close—scientifically

Most of your attempts to persuade are doomed to fail because the brains of your audience automatically reject messages that disrupt their attention. This book makes the complex science of persuasion simple. Learn to develop better marketing and sales messages based on a scientific model; NeuroMap. Regardless of your level of expertise in marketing, neuromarketing, neuroscience or psychology: The Persuasion Code: How Neuromarketing Can Help You Persuade Anyone, Anywhere, Anytime will make your personal and business lives more successful by unveiling a credible and practical approach towards creating a breakthrough persuasion strategy. This book will satisfy your interest in neuromarketing, scientific persuasion, sales, advertising effectiveness, website conversion, marketing strategy and sales presentations. It'll teach you the value of the award-winning persuasion model NeuroMap™: the only model based on the science of how your customers use their brain to make any decision including a buying decision. You will appreciate why this scientific approach has helped hundreds of companies and thousands of executives achieve remarkable results.

- Written by the founders of SalesBrain who pioneered the field of neuromarketing
- SalesBrain has trained more than 100,000 executives worldwide including over 15,000 CEO
- Includes guidance for creating your own neuromarketing plan
- 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.

Related Title



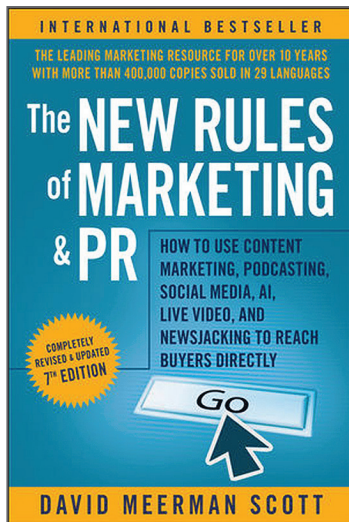
AI for Marketing and Product Innovation

Powerful New Tools for Predicting Trends, Connecting with Customers, and Closing Sales

A. K. Pradeep, Andrew Appel & Stan Sthanunathan

ISBN: 978-1-119-48406-6 • Jan 2019 • 272pp

Licensed in Simplified Chinese, Turkish, Vietnamese



ISBN: 978-1-119-65154-3

May 2020 • 448pp

The New Rules of Marketing and PR, 7th Edition

How to Use Content Marketing, Podcasting, Social Media, AI, LiveVideo, and Newsjacking to Reach Buyers Directly

400,000
sold!

David Meerman Scott

Licensed in Polish, Slovenian

Previous Editions Licensed in Arabic, Bahasa Indonesian, Bulgarian, Croatian, Czech, Dutch, Finnish, German, Greek, Italian, Japanese, Korean, Latvian, Lithuanian, Mongolian, Orthodox Chinese, Portuguese, Romanian, Russian, Simplified Chinese, Slovakian, Slovenian, Spanish, Turkish, Vietnamese

The definitive guide on the future of marketing

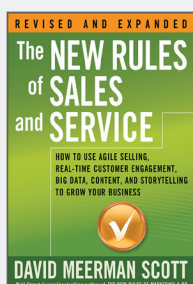
An international bestseller with more than 400,000 copies sold in twenty-nine languages, this revolutionary guide gives you a proven, step-by-step plan for leveraging the power of technology to get your message seen and heard by the right people at the right time. You will learn the latest approaches for highly effective public relations, marketing, and customer communications—all at a fraction of the cost of traditional advertising!

The latest edition of *The New Rules of Marketing & PR* has been completely revised and updated to present more innovative methods and cutting-edge strategies than ever. The new content shows you how to harness AI and machine learning to automate routine tasks so you can focus on marketing and PR strategy. Your life is already AI-assisted. Your marketing should be too! This must-have resource will help you:

- Incorporate the new rules that will keep you ahead of the digital marketing curve
- Make your marketing and PR real-time by incorporating techniques like newsjacking to generate instant attention when your audience is eager to hear from you
- Use web-based communication technologies to their fullest potential
- Gain valuable insights through compelling case studies and real-world examples
- Take advantage of marketing opportunities on platforms like Facebook Live and Snapchat

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.

Also by David Meerman Scott



The New Rules of Sales and Service, 2nd Edition

How to Use Agile Selling, Real-Time Customer Engagement, Big Data, Content, and Storytelling to Grow Your Business

David Meerman Scott

ISBN: 978-1-119-27242-7 • Aug 2016 • 304pp

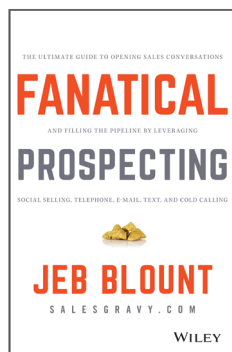
Licensed in Dutch, Italian, Polish, Simplified Chinese, Slovakian, Turkish, Vietnamese



Jeb Blount

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.**

Titles by Jeb Blount



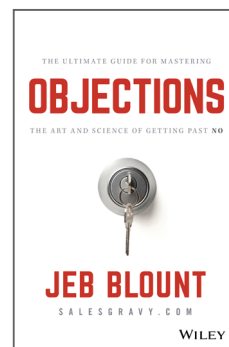
Fanatical Prospecting
The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling

195,000 sold!

Jeb Blount

ISBN: 978-1-119-14475-5
Nov 2015 • 304 pages

Licensed in Bulgarian, Italian, Polish, Portuguese, Russian, Simplified Chinese, Turkish, Vietnamese



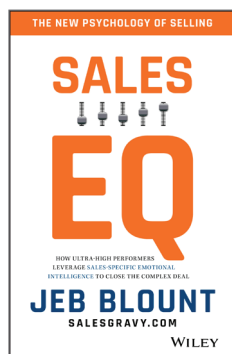
Objections

The Ultimate Guide for Mastering The Art and Science of Getting Past No

Jeb Blount & Mark Hunter

ISBN: 978-1-119-47738-9
Jul 2018 • 240pp

Licensed in Arabic, German, Italian, Portuguese, Russian, Simplified Chinese, Vietnamese



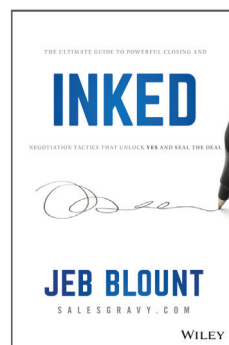
Sales EQ

How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal

Jeb Blount & Anthony Iannarino
(Foreword by)

ISBN: 978-1-119-31257-4
May 2017 • 320pp

Licensed in Bahasa Indonesian, Italian, Portuguese, Simplified Chinese, Turkish, Vietnamese



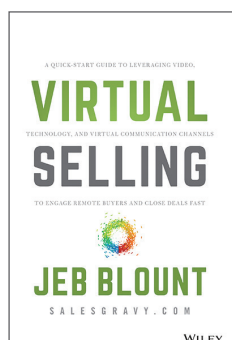
INKED

The Ultimate Guide to Powerful Closing and Negotiation Tactics that Unlock YES and Seal the Deal

Jeb Blount

ISBN: 978-1-119-54051-9
Mar 2020 • 256pp

Licensed in Arabic, Estonian, German, Polish, Portuguese, Russian, Simplified Chinese, Ukrainian



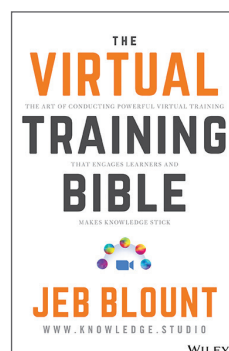
Virtual Selling

A Quick-Start Guide to Leveraging Video, Technology, and Virtual Communication Channels to Engage Remote Buyers and Close Deals Fast

Jeb Blount

ISBN: 978-1-119-74271-5
July 2020 • 400pp

Licensed in German, Italian, Polish, Portuguese, Russian, Vietnamese



The Virtual Training Bible

The Art of Conducting Powerful Virtual Training that Engages Learners and Makes Knowledge Stick

Jeb Blount

ISBN: 978-1-119-75583-8
Dec 2020



ISBN: 978-1-119-66851-0

Feb 2021

Marketing 5.0 Technology for Humanity

Philip Kotler, Hermawan Kartajaya, Iwan Setiawan

100,000
sold!

Licensed in Arabic, Bulgarian, Orthodox Chinese, French, German, Bahasa Indonesian, Italian, Japanese, Korean, Polish, Portuguese, Russian, Simplified Chinese, Spanish, Thai, Turkish, Ukrainian, Vietnamese

Previous Editions Licensed in Arabic, Bulgarian, Dutch, French, Greek, German, Indonesian, Italian, Japanese, Korean, Orthodox Chinese, Persian, Polish, Portuguese, Russian, Simplified Chinese, Spanish, Thai, Turkish, Ukrainian, Vietnamese

Rediscover the fundamentals of marketing from the best in the business

In *Marketing 5.0*, the celebrated promoter of the “Four P’s of Marketing,” Philip Kotler, explains how marketers can use technology to address customers’ needs and make a difference in the world.

In a new age when marketers are struggling with the digital transformation of business and the changing behavior of customers, this book provides marketers with a way to integrate technological and business model evolution with the dramatic shifts in consumer behavior that have happened in the last decade.

Following the pattern presented in his bestselling Marketing X.0 series, Philip Kotler covers the crucial topics necessary to understand modern marketing, including:

- Artificial Intelligence for marketing automation
- Agile marketing
- “Segments of one” marketing
- Contextual technology
- Facial recognition and voice tech for marketing
- The future of Customer Experience (CX)
- Transmedia storytelling
- The “Whatever-Whenever-Wherever” service delivery
- “Everything-As-A-Service” business model
- Internet of Things and blockchain for marketing
- Virtual and augmented reality marketing
- Corporate activism

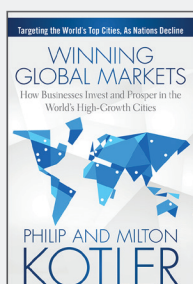
Perfect for traditional and digital marketers, as well as students and teachers of marketing and business, *Marketing 5.0* reinvigorates the field of marketing with actionable recommendations and unique insights.

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



Winning Global Markets

How Businesses Invest and Prosper in the World’s High-Growth Cities

Philip Kotler & Milton Kotler

ISBN: 978-1-118-89381-4

Jul 2014 • 288pp

Licensed in Bahasa Indonesian, Italian, Japanese, Korean, Portuguese, Russian, Simplified Chinese, Spanish, Thai



Market Your Way to Growth

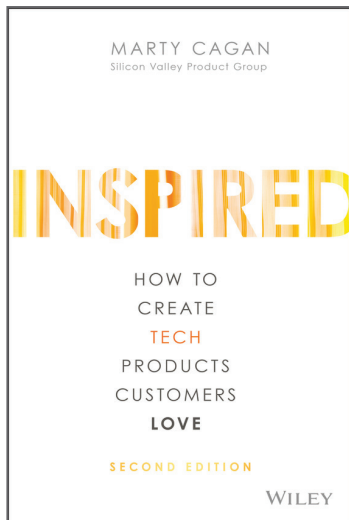
8 Ways to Win

Philip Kotler & Milton Kotler

ISBN: 978-1-118-49640-4

Mar 2013 • 240pp

Licensed in Bahasa Indonesian, Italian, Japanese, Portuguese, Simplified Chinese, Spanish, Thai, Turkish, Vietnamese



ISBN: 978-1-119-38756-5

Dec 2017 • 368pp

Inspired, 2nd Edition

How to Create Tech Products Customers Love

Marty Cagan

Licensed in Bahasa Indonesian, German, Japanese, Korean, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese, Slovenian, Thai, Turkish

170,000
sold!

The primary reference for technology product managers

How do today's most successful tech companies—Amazon, Google, Facebook, Netflix, Tesla—design, develop, and deploy the products that have earned the love of literally billions of people around the world? Perhaps surprisingly, they do it very differently than the vast majority of tech companies. In *INSPIRED*, technology product management thought leader Marty Cagan provides readers with a master class in how to structure and staff a vibrant and successful product organization, and how to discover and deliver technology products that your customers will love—and that will work for your business.

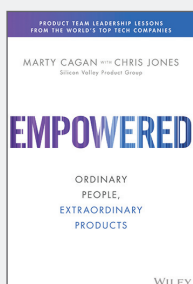
With sections on assembling the right people and skillsets, discovering the right product, embracing an effective yet lightweight process, and creating a strong product culture, readers can take the information they learn and immediately leverage it within their own organizations—dramatically improving their own product efforts.

Whether you're an early stage startup working to get to product/market fit, or a growth-stage company working to scale your product organization, or a large, long-established company trying to regain your ability to consistently deliver new value for your customers, *INSPIRED* will take you and your product organization to a new level of customer engagement, consistent innovation, and business success.

Filled with the author's own personal stories—and profiles of some of today's most-successful product managers and technology-powered product companies, including Adobe, Apple, BBC, Google, Microsoft, and Netflix—*INSPIRED* will show you how to turn up the dial of your own product efforts, creating technology products your customers love.

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.

Also by Marty Cagan



Empowered

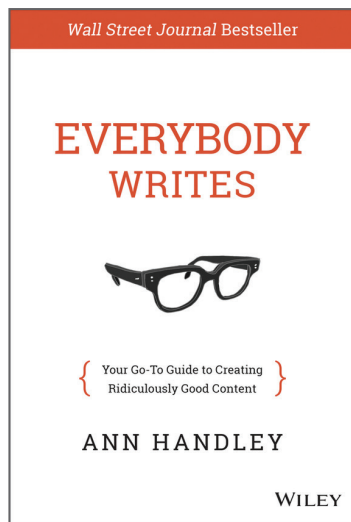
Ordinary People, Extraordinary Products

Marty Cagan, Chris Jones

ISBN: 978-1-119-69129-7

December 2020 • 368pp

Licensed in German, Japanese, Korean, Portuguese, Simplified Chinese



ISBN: 978-1-118-90561-6

Sep 2014 • 320pp

Everybody Writes

Your Go-To Guide to Creating Ridiculously Good Content

Ann Handley

Licensed in Bulgarian, French, Italian, Japanese, Korean, Russian, Simplified Chinese, Turkish, Vietnamese

115,000
sold!

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

Everybody Writes is a go-to guide to attracting and retaining customers through stellar online communication, because in our content-driven world, every one of us is, in fact, a writer.

If you have a web site, you are a publisher. If you are on social media, you are in marketing. And that means that we are all relying on our words to carry our marketing messages. We are all writers and writing matters more now, not less. Our online words are our currency; they tell our customers who we are.

In *Everybody Writes*, top marketing veteran Ann Handley gives expert guidance and insight into the process and strategy of content creation, production and publishing, with actionable how-to advice designed to get results.

Sections include:

- How to write better.
- Easy grammar and usage rules tailored for business in a fun, memorable way.
- Giving your audience the gift of your true story, told well. Empathy and humanity and inspiration are key here, so the book covers that, too.
- Best practices for creating credible, trustworthy content steeped in some time-honored rules of solid journalism.
- Things Marketers Write: The fundamentals of 17 specific kinds of content that marketers are often tasked with crafting.
- Content Tools: The sharpest tools you need to get the job done.

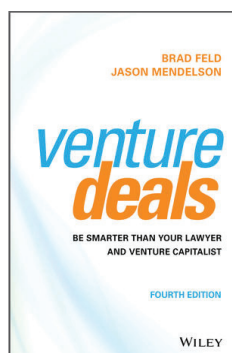
Ann Handley is a veteran of creating and managing content. She is the Chief Content Officer of MarketingProfs, a training and education company with the largest community of marketers in its category. Ann is a monthly columnist for *Entrepreneur* magazine, a member of the LinkedIn Influencer program, 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

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.

Titles by Brad Feld



Venture Deals

Be Smarter Than Your Lawyer and Venture Capitalist, 4th Edition

Brad Feld & Jason Mendelson

ISBN: 978-1-119-59484-0
Sep 2019 • 368pp

Licensed in Georgian, German, Japanese, Orthodox Chinese, Simplified Chinese, Vietnamese
Previous Editions Licensed in Italian, Japanese, Korean, Orthodox Chinese, Simplified Chinese, Spanish, Vietnamese

155,000
sold!



Do More Faster

Techstars Lessons to Accelerate Your Startup, 2nd Edition

Brad Feld & David G. Cohen

ISBN: 978-1-119-58328-8
July 2019 • 400pp

Licensed in Simplified Chinese
Previous Editions Licensed in German, Polish, Portuguese, Russian, Simplified Chinese



Startup Communities

Building an Entrepreneurial Ecosystem in Your City, 2nd Edition

Brad Feld

ISBN: 978-1-119-61765-5
July 2020 • 224pp

Licensed in Simplified Chinese
Previous Edition Licensed in Polish, Simplified Chinese, Vietnamese



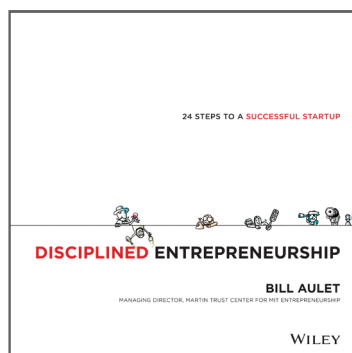
The Startup Community Way

How to Build an Entrepreneurial Ecosystem That Thrives

Brad Feld & Ian Hathaway

ISBN: 978-1-119-61360-2
Aug 2020 • 224pp

Licensed in Simplified Chinese



ISBN: 978-1-118-69228-8

Aug 2013 • 288pp

Disciplined Entrepreneurship

24 Steps to a Successful Startup

Bill Aulet

Licensed in Arabic, Bahasa Indonesian, Croatian, French, Georgian, German, Greek, Italian, Japanese, Korean, Mongolian, Orthodox Chinese, Persian, Polish, Portuguese, Simplified Chinese, Spanish, Swedish, Thai, Turkish, Ukrainian, Vietnamese

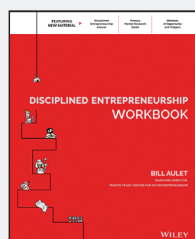
100,000
sold!

24 Steps to Success!

Disciplined Entrepreneurship will change the way people think about starting a company. Many believe that entrepreneurship cannot be taught, but great entrepreneurs aren't born with something special – they simply make great products. This book shows how to create a successful startup through developing an innovative product. It breaks down the necessary processes into an integrated, comprehensive, and proven 24-step framework that any industrious person can learn and apply. It teaches: why the “F” word – focus – is crucial to a startup's success; common obstacles that entrepreneurs face – and how to overcome them; and how to use innovation to stand out in the crowd – it's not just about technology. For both first-time and repeat entrepreneurs, *Disciplined Entrepreneurship* has all the tools they need to improve their odds of making a product people want.

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.

Also by Bill Aulet

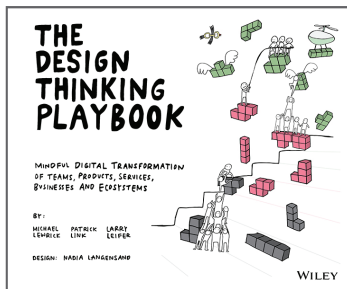


Disciplined Entrepreneurship Workbook

Bill Aulet

ISBN: 978-1-119-36579-2 • Jun 2017 • 288pp • Wiley

Licensed in French, Italian, Orthodox Chinese, Simplified Chinese, Spanish, Thai



ISBN: 978-1-119-46747-2

Jun 2018 • 352pp

The Design Thinking Playbook

Mindful Digital Transformation of Teams, Products, Services, Businesses and Ecosystems

50,000+ sold!

Michael Lewrick, Patrick Link & Larry Leifer

Licensed in Bahasa Indonesian, French, Italian, Japanese, Korean, Orthodox Chinese, Portuguese, Russian, Simplified Chinese, Thai, Vietnamese

A radical shift in perspective to transform your organization to become more innovative

The Design Thinking Playbook explains new approaches and tools for digital innovation using the design thinking mindset. This book utilizes applications of design thinking across industries, improving common challenges like digital transformation, and how design thinking connects to agile methods within the management, innovation and start-ups. *The Design Thinking Playbook* helps the reader:

- to apply different design thinking tools in the right context
- to explore the digitized future, and to use new design criteria and approaches
- to set an inspiring framework to foster radical innovations
- to question the existing mindset and to transform organizations
- to build up highly-motivated people in teams, squads and tribes
- to apply Design Thinking, Systems Thinking, and Big Data Analytics

Michael Lewrick (Zurich, Switzerland) holds an MBA and PhD from Stanford, and is Chief Innovation Officer of Swisscomm, 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, though 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



The Design Thinking Toolbox

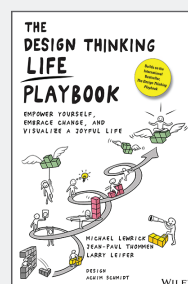
A Guide to Mastering the Most Popular and Valuable Innovation Methods

Michael Lewrick, Patrick Link & Larry Leifer

ISBN: 978-1-119-62919-1

April 2020 • 352pp

Licensed in French, Korean, Orthodox Chinese, Russian, Simplified Chinese



The Design Thinking Life Playbook

Empower Yourself, Embrace Change, and Visualize a Joyful Life

Michael Lewrick, Jean-Paul Thommen & Larry Leifer

ISBN: 978-1-119-68224-0

May 2020 • 352pp

Licensed in Simplified Chinese



Alex Osterwalder

10 years ago Alexander Osterwalder and his co-authors published *Business Model Generation*. The book was a gamechanger in the Business book world. By using high graphic images, visual tools and flowing diagrams, as well as changing the format to landscape, *Business Model Generation* started a new era in business book publishing. The book soon became a global bestseller and has now sold over 750,000 copies and translated into 30 languages. The book went on to influence a host of other visual business books at Wiley covering everything from marketing to meetings, from ideas to innovation and strategy to sales. Osterwalder's 4th book, *Testing Business Ideas*, came out in late 2019 and has already become a bestseller. *The Invincible Company*,

his 5th book and the biggest release since *Business Model Generation*, released in April 2020.

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.

Titles by Alex Osterwalder



Business Model Generation
A Handbook for
Visionaries,
Game Changers, and Challengers

810,000
sold!

Alexander Osterwalder & Yves Pigneur

ISBN: 978-0-471-65022-5 • Apr 2004 • 288pp

Licensed in Arabic, Azerbaijani, Bahasa Indonesian, Bulgarian, Croatian, Czech, Danish, Estonian, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Mongolian, Norwegian, Orthodox Chinese, Persian, Polish, Portuguese, Romanian, Russian, Serbian, Simplified Chinese, Slovenian, Spanish, Swedish, Thai, Turkish, Ukrainian, Vietnamese



Value Proposition Design
How to Create
Products and
Services Customers Want

270,000
sold!

Alexander Osterwalder, Yves Pigneur, Greg Bernarda, Alan Smith & Trish Papadacos

ISBN: 978-1-118-96805-5 • Nov 2014 • 320pp

Licensed in Arabic, Bahasa Indonesian, Czech, Danish, Dutch, Estonian, French, Georgian, German, Greek, Hungarian, Italian, Japanese, Korean, Mongolian, Norwegian, Orthodox Chinese, Persian, Polish, Portuguese, Russian, Simplified Chinese, Spanish, Thai, Turkish, Ukrainian, Vietnamese



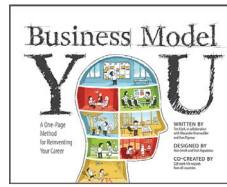
The Invincible Company

Business Model Strategies From the World's Best Products, Services, and Organizations

Alexander Osterwalder,
Yves Pigneur & Alan Smith

ISBN: 978-1-119-52396-3 • Mar 2020 • 432pp

Licensed in Arabic, Bahasa Indonesian, Danish, Dutch, French, German, Greek, Italian, Japanese, Korean, Mongolian, Polish, Portuguese, Russian, Spanish, Simplified Chinese, Thai, Ukrainian, Vietnamese



Business Model You

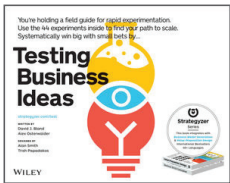
A One-Page Method For Reinventing Your Career

Tim Clark, Alexander
Osterwalder & Yves Pigneur

110,000
sold!

ISBN: 978-1-118-15631-5 • Mar 2012 • 264pp

Licensed in Arabic, German, Italian, Polish, Portuguese, Russian, Simplified Chinese, Spanish, Turkish, Vietnamese



Testing Business Ideas

A Field Guide for Rapid Experimentation

Alexander Osterwalder
& David Bland

45,000
sold!

ISBN: 978-1-119-55144-7 • Nov 2019 • 304pp

Licensed in Arabic, Bahasa Indonesian, Danish, Dutch, Estonian, French, German, Greek, Hungarian, Italian, Japanese, Korean, Mongolian, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese, Thai, Ukrainian, Vietnamese



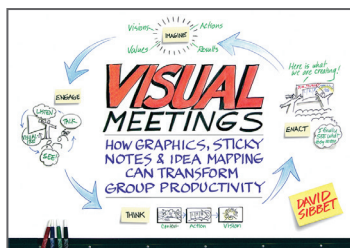
High-Impact Tools for Teams

5 Tools to Align Team Members, Build Trust, and Get Results Fast

Stefano Mastrogiovanni
& Alex Osterwalder

ISBN: 978-1-119-60238-5 • Jan 2021 • 304pp

Licensed in Dutch, French, German, Greek, Italian, Japanese, Polish, Russian, Simplified Chinese, Ukrainian



ISBN: 978-0-470-60178-5

Sep 2010 • 288pp • Wiley

Visual Meetings

How Graphics, Sticky Notes and Idea Mapping Can Transform Group Productivity

70,000 sold!

David Sibbet

Licensed in Bahasa Indonesian, German, Italian, Korean, Orthodox Chinese, Portuguese, Russian, Simplified Chinese, Spanish, Thai, Vietnamese

Use eye-popping visual tools to energize your people!

Just as social networking has reclaimed the Internet for human interactivity and co-creation, the visual meetings movement is reclaiming creativity, productivity, and playful exchange for serious work in groups.

Visual Meetings explains how anyone can implement powerful visual tools, and how these tools are being used in Silicon Valley and elsewhere to facilitate both face-to-face and virtual group work. This dynamic and richly illustrated resource gives meeting leaders, presenters, and consultants a slew of exciting tricks and tools, including

- Graphic recording, visual planning, story boarding, graphic templates, idea mapping, etc.
- Creative ways to energize team building, sales presentations, staff meetings, strategy sessions, brainstorming, and more
- Getting beyond paper and whiteboards to engage new media platforms
- Understanding emerging visual language for leading groups

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



Visual Leaders

New Tools for Visioning, Management, and Organization Change

David Sibbet

ISBN: 978-1-118-47165-4
Jan 2013 • 256pp

Licensed in Bahasa Indonesian, Korean, Simplified Chinese, Spanish, Vietnamese



Visual Teams

Graphic Tools for Commitment, Innovation, and High Performance

David Sibbet

ISBN: 978-1-118-07743-6
Nov 2011 • 320pp

Licensed in Bahasa Indonesian, Korean, Simplified Chinese, Vietnamese

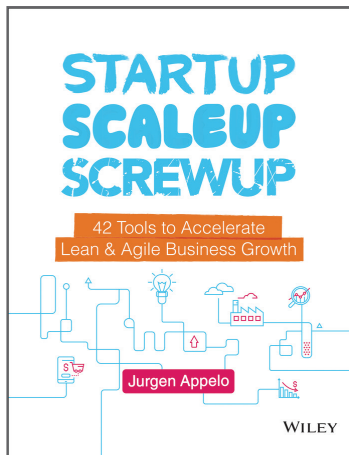


Visual Consulting

Designing and Leading Change

David Sibbet

ISBN: 978-1-119-37534-0
Oct 2018 • 288pp



ISBN: 978-1-119-52685-8

Apr 2019 • 240pp

Startup, Scaleup, Screwup

42 Tools to Accelerate Lean & Agile Business Growth

Jurgen Appelo

Licensed in German, Italian, Polish, Simplified Chinese, Ukrainian, Vietnamese

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.

Equal parts motivation and practical application, this book answers the questions every business leader asks from the startup ventures to established companies. This book enables readers to:

- Apply 42 effective tools to sustain and accelerate your business growth
- Avoid the mistakes and pitfalls associated with rapid business growth or organizational change
- Develop a clear growth plan to integrate into your overall business model
- Structure your business for rapid scaling and efficient management

Startup, Scaleup, Screwup: 42 Tools to Accelerate Lean & Agile Business Growth is a must-read for entrepreneurs, founders, managers, and senior executives. Author Jurgen Appelo provides a comprehensive guide to business growth. Practical methods and expert advice make this book an essential addition to any business professional's library.

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



Managing for Happiness

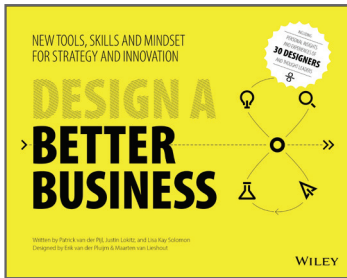
Games, Tools, and Practices to Motivate Any Team

Jurgen Appelo

ISBN: 978-1-119-26868-0

Jul 2016 • 304pp • Wiley

Licensed in Arabic, German, Japanese, Korean,
Simplified Chinese, Thai, Vietnamese



ISBN: 978-1-119-27211-3

Sep 2016 • 272pp

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)

40,000
sold!

Licensed in Danish, French, German, Italian, Japanese, Korean, Mongolian, Orthodox Chinese, Persian, Polish, Portuguese, Simplified Chinese, Spanish, Thai, Turkish, Vietnamese

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.

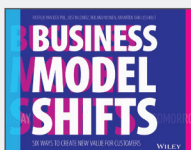
Patrick van der Pijl is CEO of Business Models Inc. and producer of the worldwide bestseller *Business Model Generation*.

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



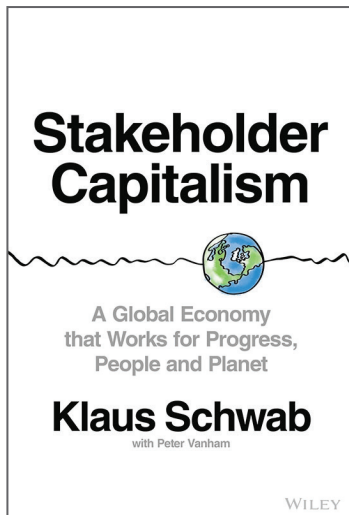
Business Model Shift

Design the Future of Your Business Around the Ways the World is Changing

Patrick Van Der Pijl, Justin Lokitz & Roland Winjen

ISBN: 978-1-119-52534-9
Jan 2021 • 288pp

Licensed in: Orthodox Chinese, Simplified Chinese



ISBN: 978-1-119-75613-2

Jan 2021 • 304pp

Stakeholder Capitalism

A Global Economy that Works for Progress, People and Planet

Klaus Schwab

Licensed in Bulgarian, Simplified Chinese, Croatian, Czech, German, Greek, Korean, Polish, Portuguese, Russian, Slovenian, Thai, Vietnamese

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.

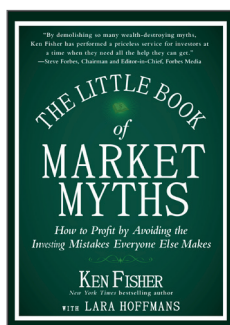
WILEY



Finance & Investing

Wiley.com

In the Little Book Big Profits series, the brightest icons in the financial world write on topics that range from tried-and-true investment strategies to tomorrow's new trends. Each book offers a unique perspective on investing, allowing the reader to pick and choose from the very best in investment advice today.



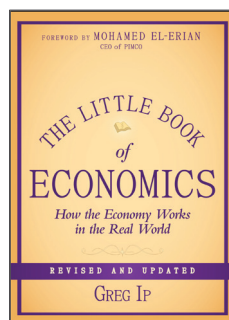
The Little Book of Market Myths

How to Profit by Avoiding the Investing Mistakes Everyone Else Makes

Ken Fisher & Lara Hoffmans

ISBN: 978-1-118-44501-3
Mar 2013 • 224pp

Licensed in Arabic, German, Japanese, Korean, Orthodox Chinese, Simplified Chinese, Spanish



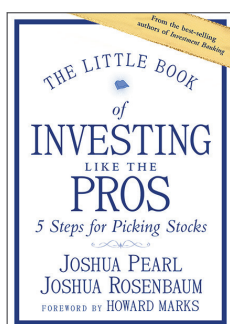
The Little Book of Economics

How the Economy Works in the Real World

Greg Ip

ISBN: 978-1-118-39157-0
Feb 2013 • 288pp

Licensed in Arabic, Orthodox Chinese, Thai
Previous Edition Licensed in Lithuanian, Portuguese, Simplified Chinese



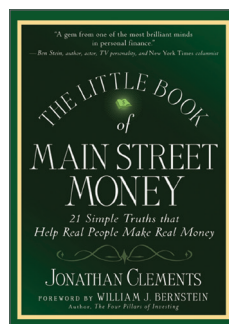
The Little Book of Investing Like the Pros

Five Steps for Picking Stocks

Joshua Rosenbaum

ISBN: 978-1-118-28140-6
Sep 2020 • 320pp

Licensed in Arabic, German, Italian, Japanese, Korean, Orthodox Chinese, Simplified Chinese, Spanish, Thai, Vietnamese



The Little Book of Main Street Money

Jonathan Clements & William J. Bernstein

ISBN: 978-0-470-47323-8
June 2009 • 224pp

Licensed in German, Orthodox Chinese



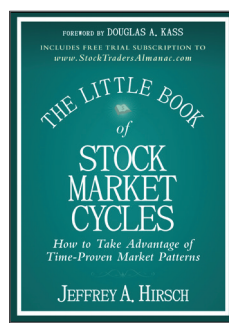
The Little Book of Market Wizards

Lessons from the Greatest Traders

Jack D. Schwager

ISBN: 978-1-118-85869-1
Apr 2014 • 208pp

Licensed in Arabic, Estonian, German, Japanese, Korean, Orthodox Chinese, Portuguese, Romanian, Simplified Chinese, Thai, Turkish, Vietnamese



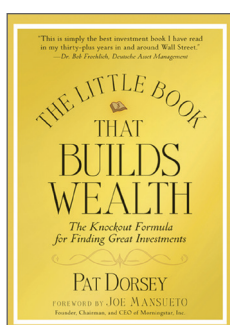
The Little Book of Stock Market Cycles

How to Take Advantage of Time-Proven Market Patterns

Jeffrey A. Hirsch & Douglas A. Kass
(Foreword by)

ISBN: 978-1-118-27011-0
Sep 2012 • 240pp

Licensed in German, Japanese, Korean, Simplified Chinese



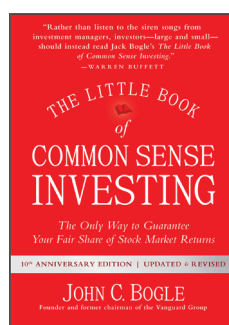
The Little Book That Builds Wealth

The Knockout Formula for Finding Great Investments

Pat Dorsey

ISBN: 978-0-470-22651-3
Feb 2008 • 176pp

Licensed in Bahasa Indonesian, French, Italian, Japanese, Korean, Norwegian, Orthodox Chinese, Russian, Simplified Chinese, Spanish, Thai



The Little Book of Common Sense Investing, Updated and Revised

The Only Way to Guarantee Your Fair Share of Stock Market Returns

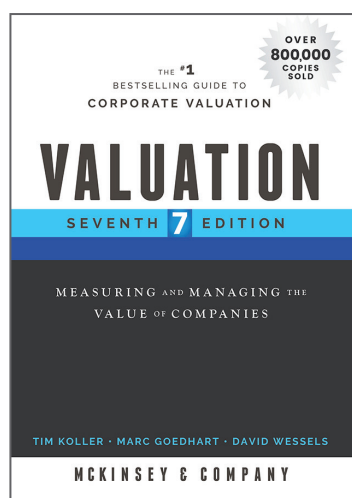
John C. Bogle

ISBN: 978-1-119-40450-7
Nov 2017 • 272pp

Licensed in Arabic, Bahasa Indonesian, Estonian, German, Italian, Japanese, Korean, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese, Thai, Turkish, Vietnamese

Previous Edition Licensed in French, German, Korean, Lithuanian, Orthodox Chinese, Portuguese, Romanian, Russian, Simplified Chinese, Spanish

500,000 Sold!



ISBN: 978-1-119-61088-5

Jun 2020 • 896pp

Valuation

Measuring and Managing the Value of Companies, 7th Edition

McKinsey & Company Inc., Tim Koller, Marc Goedhart, David Wessels

Licensed in Japanese, Korean, Portuguese

Previous Editions Licensed in Dutch, French, Hungarian, Japanese, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese

McKinsey & Company's #1 best-selling guide to corporate valuation—the fully updated seventh edition

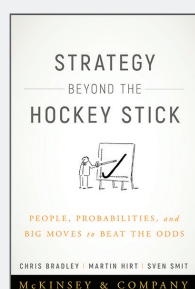
Valuation has been the foremost resource for measuring company value for nearly three decades. Now in its seventh edition, this acclaimed volume has been carefully revised and updated throughout, and includes new insights on topics such as digital, ESG (environmental, social and governance), and long-term investing, as well as fresh case studies.

The *Financial Times* calls the book “one of the practitioners’ best guides to valuation.”

This book:

- Provides complete, detailed guidance on every crucial aspect of corporate valuation
- Explains the strategies, techniques, and nuances of valuation every manager needs to know
- Covers both core and advanced valuation techniques and management strategies
- Features/Includes a companion website that covers key issues in valuation, including videos, discussions of trending topics, and real-world valuation examples from the capital markets

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



Also by McKinsey & Company Inc.

Strategy Beyond the Hockey Stick

People, Probabilities and Big Moves to Beat the Odds

McKinsey & Company Inc., Chris Bradley, Martin Hirt & Sven Smit

ISBN: 978-1-119-48762-3 • Mar 2018 • 256pp

Licensed in German, Japanese, Orthodox Chinese, Portuguese, Russian, Simplified Chinese, Spanish, Ukrainian



ISBN: 978-1-119-36655-3

Jul 2018 • 192pp

Big Mistakes

The Best Investors and Their Worst Investments

Michael Batnick

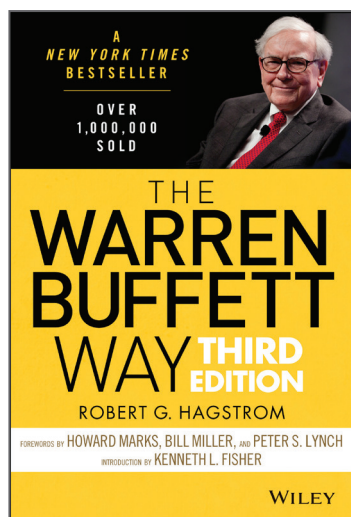
Licensed in German, Hungarian, Japanese, Korean, Norwegian, Orthodox Chinese, Polish, Simplified Chinese, Thai, Vietnamese

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.



ISBN: 978-1-118-50325-6

Nov 2013 • 320pp • Wiley

The Warren Buffett Way, 3rd Edition

Robert G. Hagstrom

1M
sold!

Licensed in Arabic, French, German, Italian, Japanese, Orthodox Chinese, Portuguese, Russian, Simplified Chinese, Slovenian, Thai, Vietnamese

Previous Editions Licensed in Icelandic, Lithuanian, Orthodox Chinese, Polish, Portuguese, Romanian, Russian, Spanish, Vietnamese

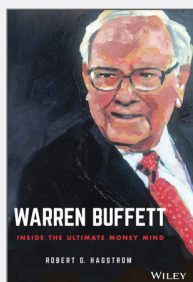
Warren Buffett has long been one of the most sought-after and watched figures in business.

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.

Also by Robert Hagstrom

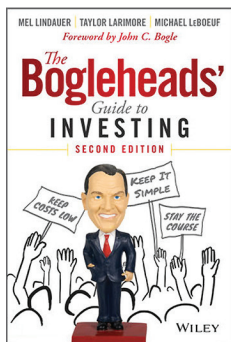


Warren Buffett: Inside the Ultimate Money Mind

Robert G. Hagstrom

ISBN: 978-1-119-71459-0 • Mar 2021

Licensed in Czech, Estonian, German, Italian, Korean, Portuguese, Simplified Chinese, Turkish, Vietnamese

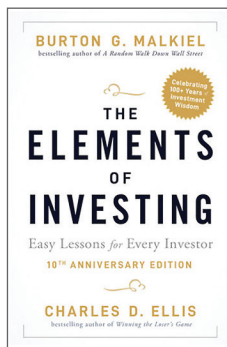


The Bogleheads' Guide to Investing, Second Edition

Taylor Larimore

ISBN: 978-1-118-92128-9 • Aug 2014

Licensed in Simplified Chinese, Spanish, Vietnamese



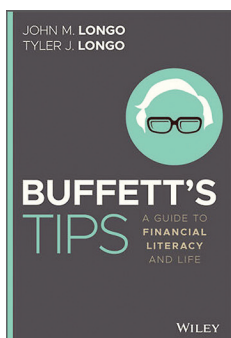
The Elements of Investing, 10th Anniversary Edition

Easy Lessons for Every Investor

Burton Malkiel & Charles Ellis

ISBN: 978-1-119-77373-3 • Sep 2020

Licensed in Orthodox Chinese, Simplified Chinese, Korean, Russian



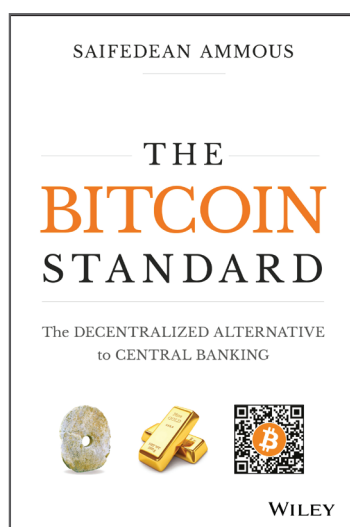
Buffett's Tips

A Guide to Financial Literacy and Life

JM Longo

ISBN: 978-1-119-76391-8 • Dec 2020

Licensed in Estonian, Italian, Korean



ISBN: 978-1-119-47386-2

Jun 2018 • 304pp

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

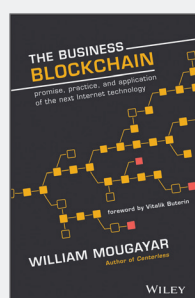
A guide to using and understanding the economics of Bitcoin

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.

Related Title



The Business Blockchain

Promise, Practice, and Application of the Next Internet Technology

Vitalik Buterin & William Mougayar

ISBN: 978-1-119-30031-1 • Jun 2016 • 208pp

Licensed in French, Japanese, Korean, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese, Spanish, Vietnamese

WILEY

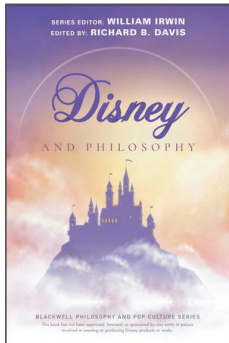


Humanities, Social Sciences & Teacher Education

Wiley.com

Blackwell Philosophy and Popular Culture continues to be hugely successful, **with over 500,000 copies sold**, and the series now features more than 45 titles. It shows readers how very relevant philosophy is to their everyday life, and not just for answering the big questions like “To be or not to be?” but also for answering the little questions, “To watch or not to watch South Park?”

Thinking deeply about TV, movies, and music doesn’t make you an idiot, in fact it might make you a philosopher, someone who believes the unexamined life is not worth living and the unexamined cartoon is not worth watching.



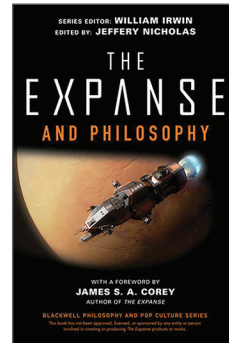
Disney and Philosophy Truth, Trust, and a Little Bit of Pixie Dust

Richard Brian Davis & William Irwin

ISBN: 978-1-119-53831-8

Oct 2019 • 304pp

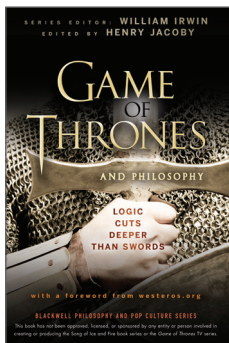
Licensed in Korean



The Expanse and Philosophy

Jeff Nicholas (Editor),
William Irwin (Series Editor)

ISBN: 978-1-119-75560-9 • Nov 2021



Game of Thrones and Philosophy

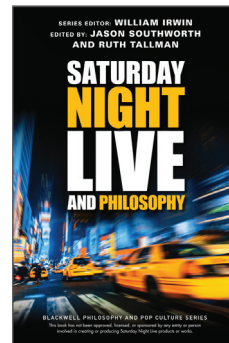
Logic Cuts Deeper Than Swords

William Irwin & Henry Jacoby

ISBN: 978-1-118-16199-9

Mar 2012 • 320pp

Licensed in German, Hungarian,
Italian, Polish, Portuguese, Simplified
Chinese, Spanish, Turkish

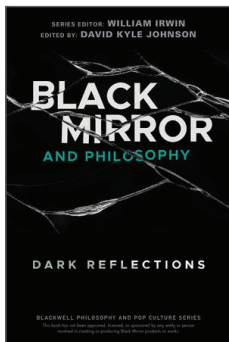


Saturday Night Live and Philosophy

William Irwin

ISBN: 978-1-119-53855-4

Feb 2020 • 256pp

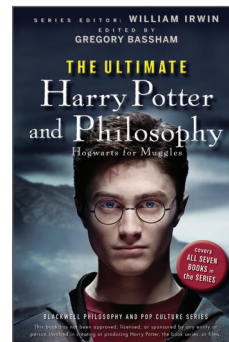


Black Mirror and Philosophy

William Irwin & David Kyle Johnson

ISBN: 978-1-119-57826-0

Dec 2019 • 330pp



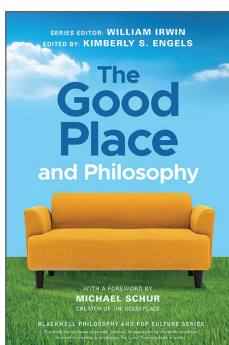
The Ultimate Harry Potter and Philosophy Hogwarts for Muggles

William Irwin & Gregory Bassham

ISBN: 978-0-470-39825-8

Sep 2010 • 304pp

Licensed in Danish, Hungarian,
Polish, Portuguese, Orthodox
Chinese, Russian, Simplified Chinese,
Spanish, Vietnamese

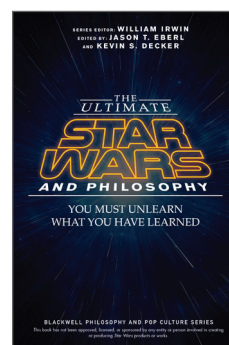


The Good Place and Philosophy

RB Irwin

ISBN: 978-1-119-63328-0

July 2020 • 300pp



The Ultimate Star Wars and Philosophy

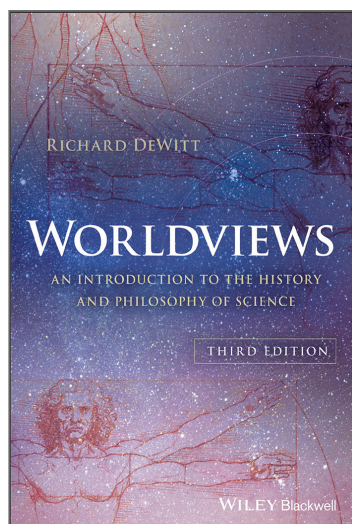
You Must Unlearn What You Have
Learned

William Irwin (Series Editor),
Jason T. Eberl (Editor) &
Kevin S. Decker (Editor)

ISBN: 978-1-119-03806-1

Oct 2015 • 336pp

Licensed in Portuguese, Spanish



ISBN: 978-1-119-11889-3

June 2018 • 384 Pages

Wiley-Blackwell

Worldviews

An Introduction to the History and Philosophy of Science, 3rd Edition

Richard DeWitt

Licensed in Korean, Simplified Chinese

Previous editions licensed in Orthodox Chinese, Persian, Simplified Chinese, Spanish

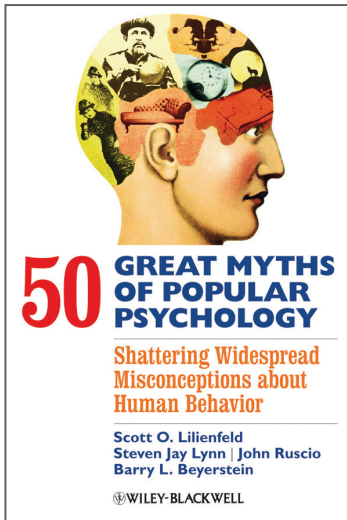
Winner of the 2018 Choice Award for Outstanding Academic Title!

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*.



ISBN: 978-1-4051-3111-7

Sep 2009 • 354pp

50 Great Myths of Popular Psychology Shattering Widespread Misconceptions about Human Behavior

Scott O. Lilienfeld, Steven Jay Lynn, John Ruscio &
Barry L. Beyerstein

Licensed in Bahasa Indonesian, Croatian, Dutch, German, Greek, Hungarian, Italian, Polish, Portuguese, Russian, Spanish, Turkish

Written in an accessible and entertaining style, *50 Great Myths of Popular Psychology* examines a wide range of myths from all areas of psychology.

- Uses common myths as a vehicle for exploring how to distinguish factual from fictional claims in popular psychology.
- Explores topics that readers will relate to, but often misunderstand, such as 'opposites attract', 'people use only 10% of their brains', and 'handwriting reveals your personality'.
- Provides a 'mythbusting kit' for evaluating folk psychology claims in everyday life.
- Teaches essential critical thinking skills through detailed discussions of each myth.
- 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.

Other Great Myth Titles

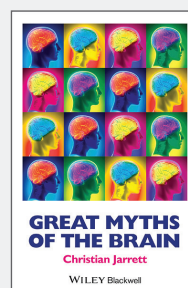


30 Great Myths about Jane Austen

Claudia L. Johnson, Clara Tuite

ISBN: 978-1-119-14686-5

Aug 2020 • 224pp • Wiley-Blackwell



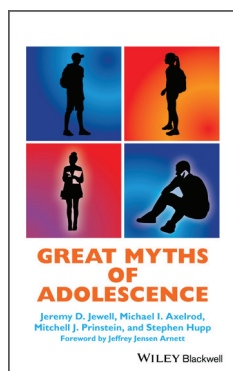
Great Myths of the Brain

Christian Jarrett

ISBN: 978-1-118-31271-1

Nov 2014 • 352pp • Wiley-Blackwell

Licensed in Arabic, Korean, Polish, Simplified Chinese, Spanish, Turkish

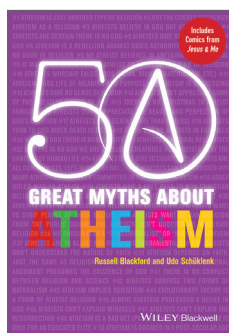


Great Myths of Adolescence

Jeremy D. Jewell, Michael I. Axelrod,
Mitchell J. Prinstein & Stephen Hupp

ISBN: 978-1-119-24876-7
Dec 2018 • 208pp

Licensed in Simplified Chinese

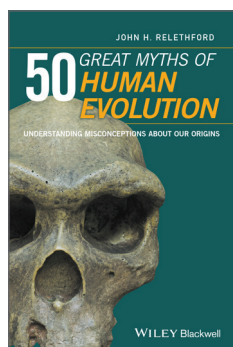


50 Great Myths About Atheism

Russell Blackford & Udo Schuklenk

ISBN: 978-0-470-67405-5
Oct 2013 • 288pp

Licensed in Polish



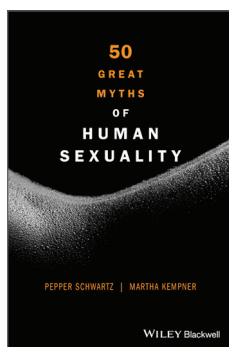
50 Great Myths of Human Evolution

Understanding Misconceptions
about Our Origins

John H. Relethford

ISBN: 978-0-470-67392-8
Jan 2017 • 304pp

Licensed in Arabic

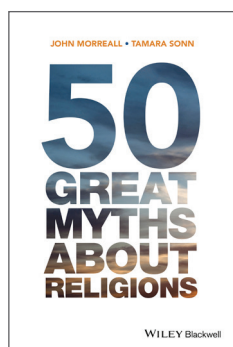


50 Great Myths of Human Sexuality

Pepper Schwartz & Martha Kempner

ISBN: 978-0-470-67433-8
Mar 2015 • 320pp

Licensed in Korean, Romanian,
Simplified Chinese

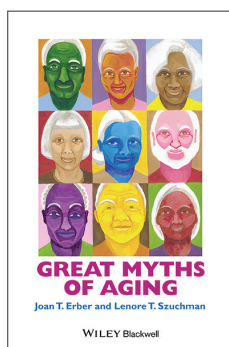


50 Great Myths About Religions

John Morreall & Tamara Sonn

ISBN: 978-0-470-67351-5
May 2014 • 256pp

Licensed in Arabic, Korean, Polish,
Russian

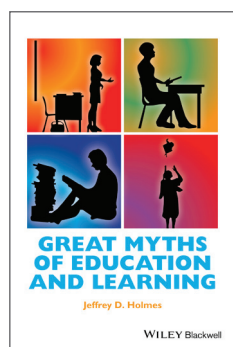


Great Myths of Aging

Joan T. Erber, Lenore T. Szuchman

ISBN: 978-1-118-52147-2
Oct 2014 • 184pp • Wiley-Blackwell

Licensed in Simplified Chinese

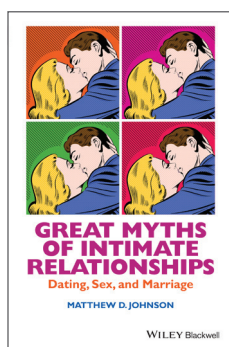


Great Myths of Education and Learning

Jeffrey D. Holmes

ISBN: 978-1-118-70939-9
May 2016 • 224pp

Licensed in Simplified Chinese



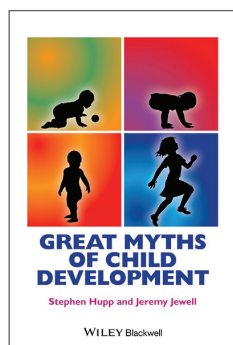
Great Myths of Intimate Relationships

Dating, Sex, and Marriage

Matthew D. Johnson

ISBN: 978-1-118-52127-4
May 2016 • 264pp

Licensed in Bulgarian, Polish,
Romanian, Simplified Chinese



Great Myths of Child Development

Stephen Hupp, Jeremy D. Jewell

ISBN: 978-1-118-52123-6
Feb 2015 • 208pp • Wiley-Blackwell

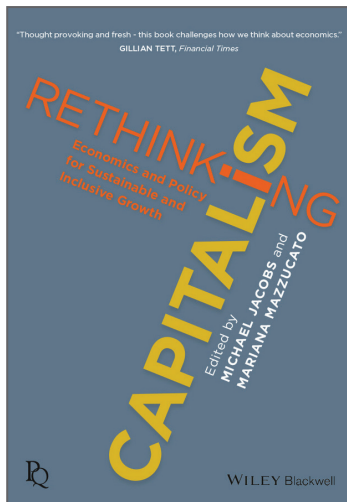
Licensed in Japanese, Korean, Polish,
Romanian, Simplified Chinese



Great Myths of Personality

B. Donnellan

ISBN: 978-1-118-52135-9
Dec 2020 • Wiley-Blackwell



ISBN: 978-1-119-12095-7

Aug 2016 • 224pp

Rethinking Capitalism

Economics and Policy for Sustainable and Inclusive Growth

Michael Jacobs (Editor) & Mariana Mazzucato (Editor)

Licensed in Hungarian, Italian, Korean, Simplified Chinese, Spanish

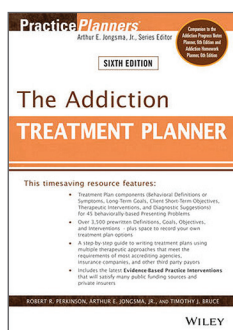
“Thought provoking and fresh — this book challenges how we think about economics.”
—Gillian Tett, *Financial Times*

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.



The Addiction Treatment Planner, 6th Edition

Robert R. Perkinson, David J. Berghuis, Timothy J. Bruce

ISBN: 978-1-119-70785-1
Feb 2022 • 800pp

Previous Editions licensed in:
Turkish, Spanish

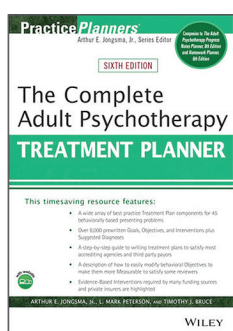


The Adolescent Psychotherapy Treatment Planner, 5th Edition

Arthur E. Jongsma, Jr.,
L. Mark Peterson, William P. McInnis
& Timothy J. Bruce

ISBN: 978-1-119-62276-5
July 2019 • 544pp

Previous Editions Licensed in
Japanese, Korean, Spanish, Turkish

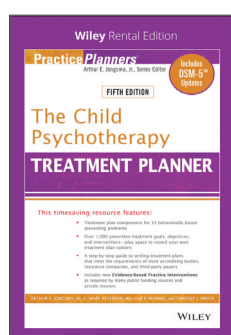


The Complete Adult Psychotherapy Treatment Planner, 6th Edition

Arthur E. Jongsma Jr.,
L. Mark Peterson, Timothy J. Bruce

ISBN: 978-1-119-62993-1
Dec 2020 • 592pp

Previous Editions Licensed in Korean,
Simplified Chinese, Spanish

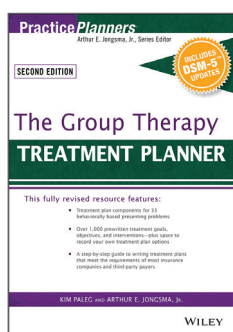


The Child Psychotherapy Treatment Planner, 5th Edition

Arthur E. Jongsma, Jr.,
L. Mark Peterson, William P. McInnis
& Timothy J. Bruce

ISBN: 978-1-119-62267-3
July 2019 • 528pp

Previous Editions Licensed in
Arabic, Hebrew, Korean, Japanese,
Simplified Chinese, Spanish, Turkish



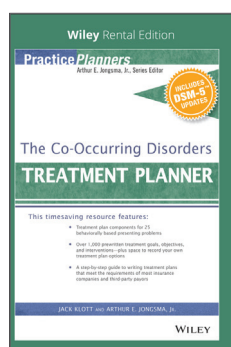
The Group Therapy Treatment Planner, with DSM-5 Updates

Arthur E. Jongsma Jr. & Kim Paleg

ISBN: 978-1-119-07318-5
Apr 2015 • 336pp

Licensed in Korean

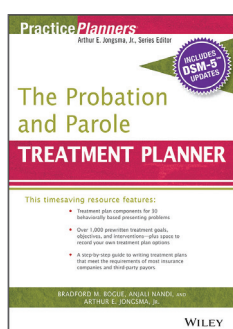
Previous Editions Licensed in
Simplified Chinese



The Co-Occurring Disorders Treatment Planner, with DSM-5 Updates

Arthur E. Jongsma Jr. & Jack Klott

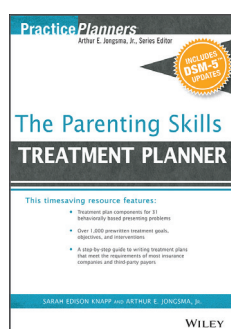
ISBN: 978-1-119-62322-9
July 2019 • 336pp



The Probation and Parole Treatment Planner, with DSM-5 Updates

Arthur E. Jongsma Jr.,
Bradford Bogue & Anjali Nandi

ISBN: 978-1-119-07329-1
Jul 2015 • 320pp

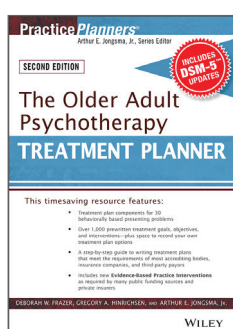


The Parenting Skills Treatment Planner, with DSM-5 Updates

Arthur E. Jongsma Jr. &
Sarah Edison Knapp

ISBN: 978-1-119-07312-3
Apr 2015 • 336pp

Licensed in Korean, Turkish

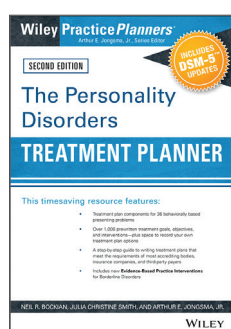


The Older Adult Psychotherapy Treatment Planner, with DSM-5 Updates, 2nd Edition

Deborah W. Frazer,
Gregory A. Hinrichsen &
Arthur E. Jongsma Jr.

ISBN: 978-1-119-06311-7
Jan 2015 • 288pp

Licensed in Arabic, Turkish

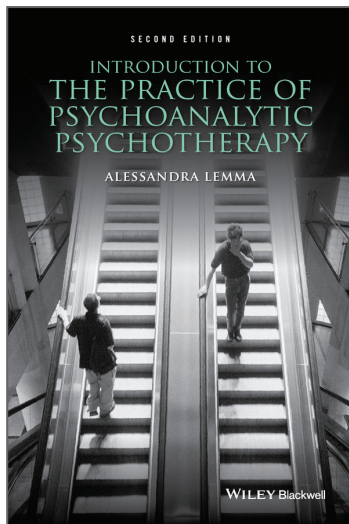


The Personality Disorders Treatment Planner Includes DSM-5 Updates

Neil R. Bockian, Julia Christine Smith &
Arthur E. Jongsma Jr.

ISBN: 978-0-470-90868-6
Apr 2016 • 376pp

Licensed in Arabic
Previous Editions Licensed in
Simplified Chinese



ISBN: 978-1-118-78883-7

Oct 2015 • 344pp

Introduction to the Practice of Psychoanalytic Psychotherapy, 2nd Edition

Alessandra Lemma

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

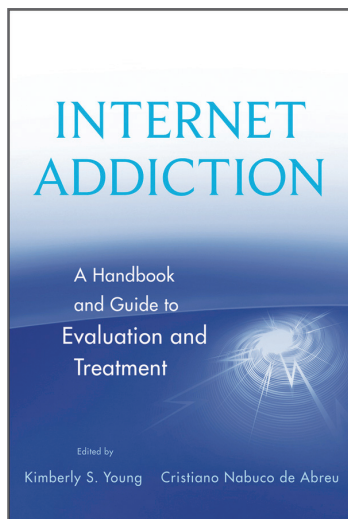
A practice-oriented textbook that demystifies psychoanalytic psychotherapy

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.



ISBN: 978-0-470-55116-5

Nov 2010 • 312pp

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, Ph.D.

ISBN: 978-0-470-48729-7

Mar 2010 • 256pp

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.

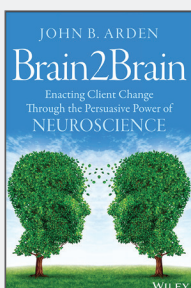
This book shows you how you can rewire parts of the brain to feel more positive about your life, remain calm during stressful times, and improve your social relationships. Written by a leader in the field of Brain-Based Therapy, it teaches you how to activate the parts of your brain that have been underactivated 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



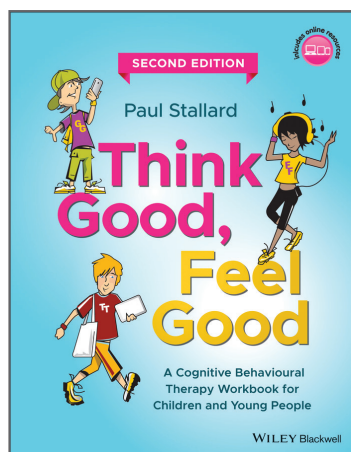
Brain2Brain

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



ISBN: 978-1-119-39528-7

Dec 2018 • 240pp

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

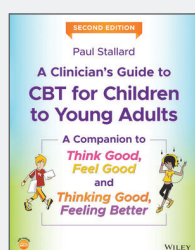
The previous edition of *Think Good, Feel Good* was an exciting, practical resource that pioneered the way mental health professionals approached Cognitive Behaviour Therapy with children and young people. This new edition continues the work started by clinical psychologist Paul Stallard, and provides 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



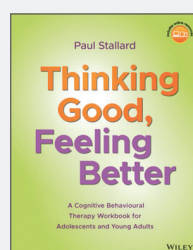
A Clinician's Guide to CBT for Children to Young Adults

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

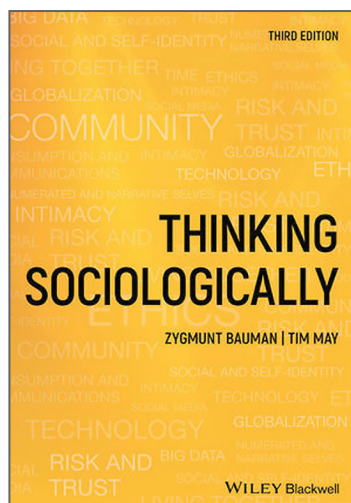


Thinking Good, Feeling Better

A Cognitive Behavioural Therapy Workbook for Adolescents and Young Adults

Paul Stallard

ISBN: 978-1-119-39629-1 • Jan 2019 • 240pp
Licensed in Dutch, Japanese, Portuguese



ISBN: 978-1-118-95998-5

Feb 2019 • 216pp •
Wiley-Blackwell

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

Postmodern Ethics

Zygmunt Bauman

ISBN: 978-0-631-18692-2
Dec 1993

Licensed in Bulgarian, Croatian, French, German, Italian, Macedonian, Polish, Portuguese, Romanian, Simplified Chinese, Spanish, Turkish

Life in Fragments

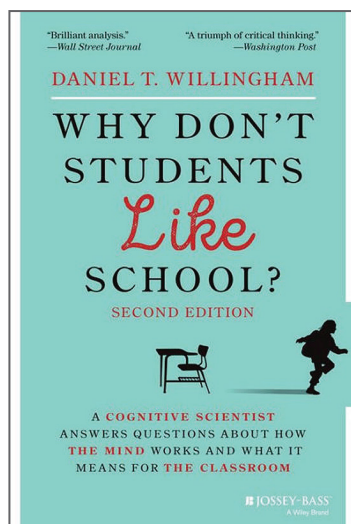
Life in Fragments

Essays in Postmodern Morality

Zygmunt Bauman

ISBN: 978-0-631-19266-4
May 1995

Licensed in Bulgarian, French, Italian, Portuguese, Simplified Chinese, Turkish



ISBN: 978-1-119-71566-5

Apr 2021 • 320pp • Jossey-Bass

Why Don't Students Like School?

A Cognitive Scientist Answers Questions About How the Mind Works and What It Means for the Classroom, 2nd Edition

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.

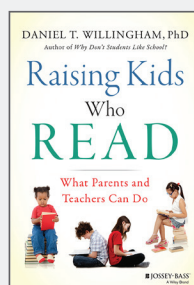
With a treasure trove of updated material, this edition draws its themes from the most frequently asked questions in Willingham's "Ask the Cognitive Scientist" column in the *American Educator*. How can you teach students the skills they need when standardized testing just requires facts? Why do students 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



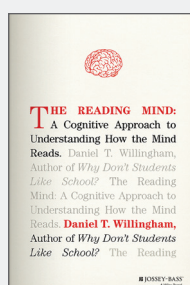
Raising Kids Who Read
What Parents and Teachers Can Do

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

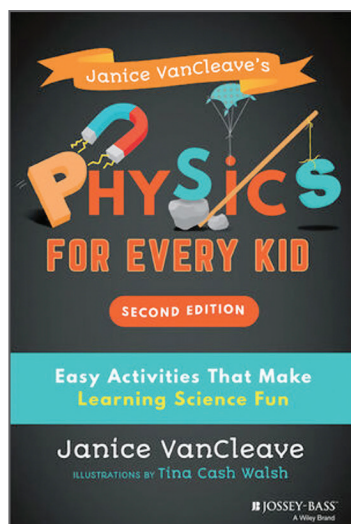
A Cognitive Approach to Understanding How the Mind Reads

Daniel T. Willingham

ISBN: 978-1-119-30137-0

Jun 2017 • 256pp • Jossey-Bass

Licensed in Arabic, Korean, Simplified Chinese, Spanish, Swedish



ISBN: 978-1-119-65428-5

Jun 2021 • 336pp • Jossey-Bass

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.

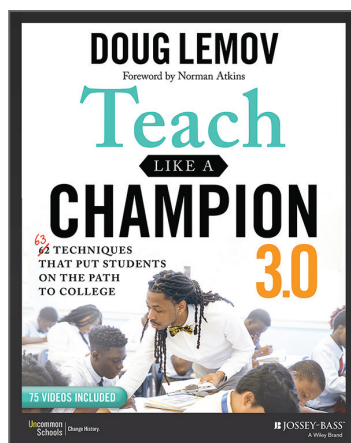
Physics for Every Kid is sure to engage the natural curiosity of children with experiments that stimulate the mind and encourage a foundation in the principles of physics. With common household items, you'll be able to create:

- 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.



ISBN: 978-1-119-71261-9

Sep 2021 • 560pp • Jossey-Bass

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

1.4M
sold!

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

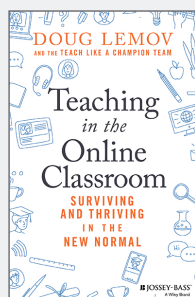
Teach Like a Champion 3.0 is the long-awaited update to Doug Lemov's highly regarded guide to the craft of teaching. This book teaches you how to create a positive and productive classroom that encourages student engagement, trust, respect, accountability, and excellence. In this edition, you'll find 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

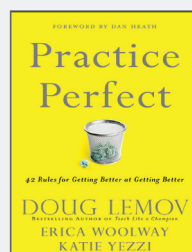
Surviving and Thriving in the New Normal

Doug Lemov

ISBN: 978-1-119-76293-5

Oct 2020 • 192pp • Jossey-Bass

Licensed in German, Korean, Portuguese, Simplified Chinese, Spanish



Practice Perfect

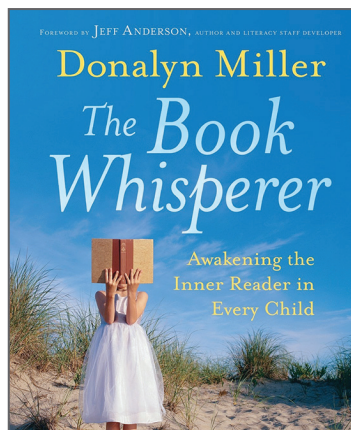
42 Rules for Getting Better at Getting Better

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



ISBN: 978-0-470-37227-2

Mar 2009 • 240pp • Jossey-Bass

The Book Whisperer

Awakening the Inner Reader in Every Child

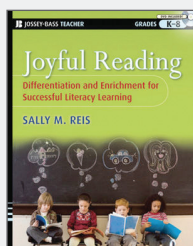
Donalyn Miller, Jeff Anderson (Foreword by)

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.

Donalyn Millern teaches 6th grade language arts and social studies at Trinity Meadows Intermediate School in Keller, Texas. She also writes an ongoing blog for teachermagazine.org. The book is published in partnership with Education Week Press (www.edweek.org).

Also by Sally M. Reis

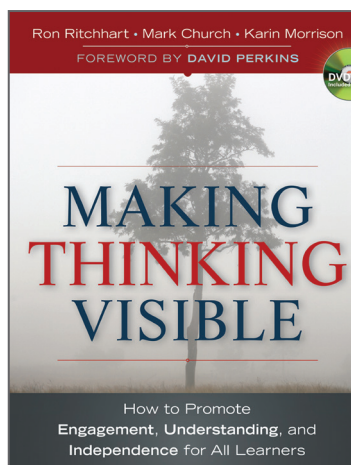


Joyful Reading

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

Sally M. Reis

ISBN: 978-0-470-22881-4 • Apr 2009 • 272pp • Jossey-Bass



ISBN: 978-0-470-91551-6

Sep 2011 • 320pp

Making Thinking Visible

How to Promote Engagement, Understanding, and Independence for All Learners

Over
250,000
sold!

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.

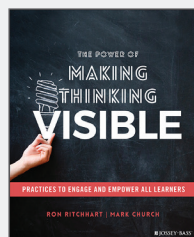
- Helps direct student thinking and structure classroom discussion
- Can be applied with students at all grade levels and in all content areas
- Includes easy-to-implement classroom strategies
- The book also comes with a DVD of video clips featuring *Making Thinking Visible* in practice in different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



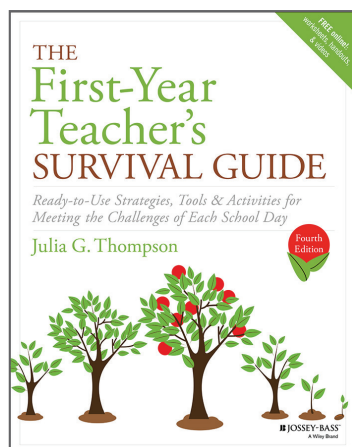
The Power of Making Thinking Visible

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



ISBN: 978-1-119-47041-0

Mar 2018 • 544pp • Jossey-Bass

The First-Year Teacher's Survival Guide

Ready-to-Use Strategies, Tools & Activities for Meeting the Challenges of Each School Day, 4th Edition

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 in 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.

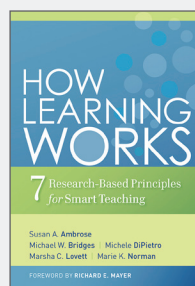
The fourth edition also offers downloadable forms and worksheets, and video instruction on key topics. In addition, this must-have guide:

- 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

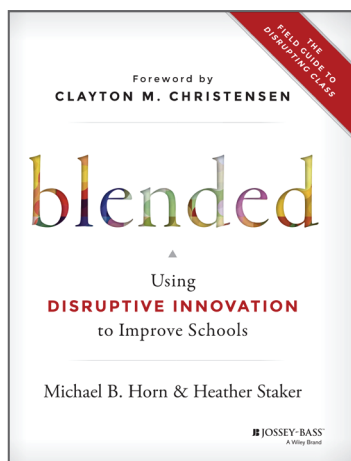
7 Research-Based Principles for Smart Teaching

Susan A. Ambrose, Michael W. Bridges, Michele DiPietro, Marsha C. Lovett, Marie K. Norman & Richard E. Mayer (Foreword by)

ISBN: 978-0-470-48410-4 • May 2010 • 336pp • Jossey-Bass

Licensed in Arabic, Italian, Japanese, Simplified Chinese, Spanish

Second Edition due in May 2023!



ISBN: 978-1-118-95515-4

Nov 2014 • 336pp

Blended Using Disruptive Innovation to Improve Schools

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

Licensed in Japanese, Korean, Portuguese, Russian, Simplified Chinese, Spanish

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.

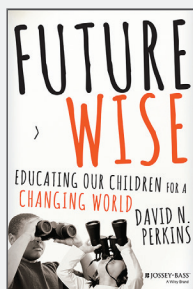
Readers will find a step-by-step framework upon which to build a more student-centered system, along with essential advice that provides the expertise necessary to build the next generation of K-12 learning environments. Leaders, teachers, and other stakeholders will gain valuable insight into the process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

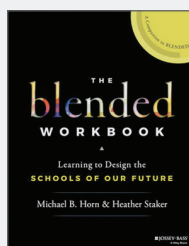
Educating Our Children for a Changing World

David Perkins

ISBN: 978-1-118-84407-6

June 2014 • 288pp • Jossey-Bass

Licensed in Arabic, Hebrew, Simplified Chinese, Spanish, Vietnamese



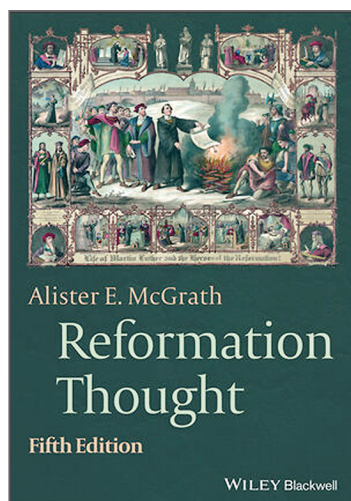
The Blended Workbook

Learning to Design the Schools of our Future

Michael B. Horn, Heather Staker

ISBN: 978-1-119-38807-4

Aug 2017 • 352pp • Jossey-Bass



ISBN: 978-1-119-75658-3

July 2021 • 352pp
Wiley-Blackwell

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

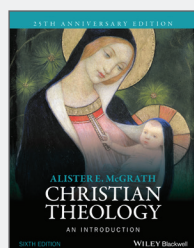
Reformation Thought: An Introduction is a clear, engaging, and accessible introduction to the European Reformation of the sixteenth century. Written for readers with little to no knowledge of Christian theology or history, this indispensable guide surveys the ideas of the prominent thought leaders of 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



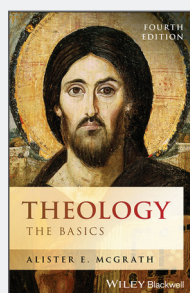
Christian Theology, 6th Edition
An Introduction

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



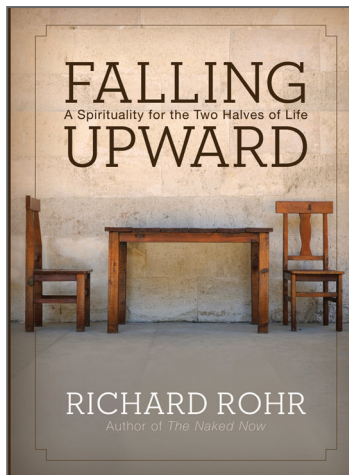
Theology, 4th Edition
The Basics

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



ISBN: 978-0-470-90775-7

Apr 2011 • 240pp • Jossey-Bass

Falling Upward

A Spirituality for the Two Halves of Life

Richard Rohr

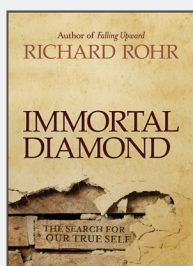
Licensed in Czech, Dutch, Japanese, Korean, Lithuanian, Norwegian, Orthodox Chinese, Polish, Portuguese, Romanian, Simplified Chinese, Spanish

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

ISBN: 978-1-118-30359-7 • Jan 2013 • 288pp
• Jossey-Bass

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

WILEY



Technology & Computing

Wiley.com



ISBN: 978-1-118-00818-8

Nov 2011 • 512pp

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

**477,000
sold!**

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

**257,000
sold!**

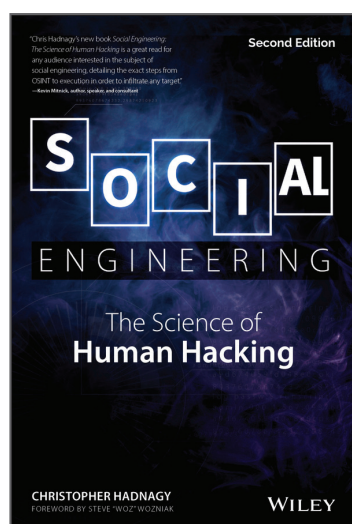


PHP & MySQL
Database-Driven Websites

Jon Duckett

ISBN: 978-1-119-14922-4
Dec 2020 • 672pp

Licensed in German, Italian, Korean, Orthodox Chinese, Portuguese, Russian



ISBN: 978-1-119-43338-5

Sep 2018 • 320pp

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

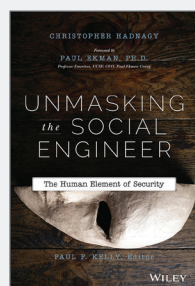
Harden the human firewall against the most current threats

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



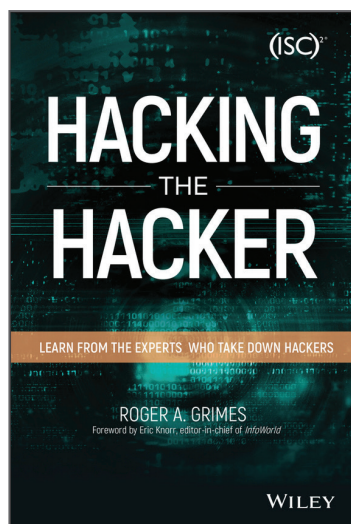
Unmasking the Social Engineer

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



ISBN: 978-1-119-39621-5

May 2017 • 320pp

Hacking the Hacker

Learn From the Experts Who Take Down Hackers

Roger A. Grimes

Licensed in French, Korean, Russian, Simplified Chinese, Spanish

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.

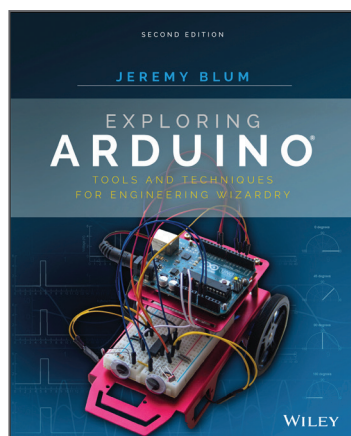
- Cybersecurity is becoming increasingly critical at all levels, from retail businesses all the way up to national security. This book drives to the heart of the field, introducing the people and practices that help keep our world secure.
- Go deep into the world of white hat hacking to grasp just how 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.



ISBN: 978-1-119-40537-5

Dec 2019 • 408pp

Exploring Arduino, 2nd Edition

Tools and Techniques for Engineering Wizardry

Jeremy Blum

Licensed in Korean, Polish, Russian, Spanish

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

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!

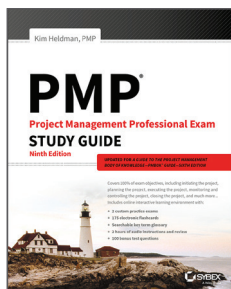
Jeremy Blum is the head of electrical engineering at Shaper, where he is using computer vision to reinvent the way people use handheld power tools. Jeremy was previously a lead electrical architect/engineer for multiple confidential products at Google [x], including Google Glass. Jeremy received his 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.

For over 30 years Sybex has published premium learning products and solutions for current and aspiring professionals working with cutting-edge technologies. Our customers come from every corner of the globe and work in a variety of industries, but they all have one thing in common: the drive to acquire the serious technical skills needed to excel in a competitive marketplace.

Sybex publishes titles on:

- Certification
- IT Administration
- Architecture and Design
- 3D Animation and CGI
- Internet Marketing

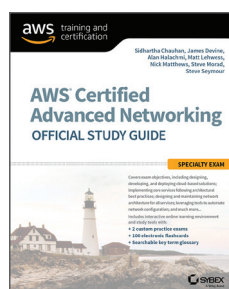


PMP Project Management Professional Exam Study Guide: 2019 Update, 10th Edition

Kim Heldman

ISBN: 978-1-119-65897-9
June 2020 • 696pp

Licensed in Portuguese
Previous Editions Licensed in
Japanese, Orthodox Chinese,
Portuguese, Russian, Simplified
Chinese



AWS® Certified Advanced Networking Official Study Guide Specialty Exam

Sidhartha Chauhan, James Devine,
Alan Halachmi, Matt Lehwess,
Nick Matthews, Steve Morad &
Steve Seymour

ISBN: 978-1-119-43983-7
Apr 2018 • 576pp

Licensed in Simplified Chinese



Mastering Autodesk Revit 2020

Robert Yori, Marcus Kim
& Lance Kirby

ISBN: 978-1-119-57012-7
Dec 2019 • 1104pp

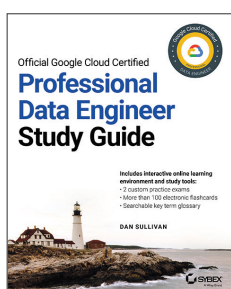


CCSP (ISC)² Certified Cloud Security Professional Official Study Guide

Ben Malisow

ISBN: 978-1-119-60337-5
Dec 2019 • 400pp

Licensed in Simplified Chinese



Official Google Cloud Certified Professional Data Engineer Study Guide

Dan Sullivan

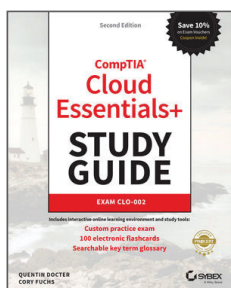
ISBN: 978-1-119-61843-0
June 2020 • 352pp



Security Fundamentals

Crystal Panek

ISBN: 978-1-119-65072-0
Nov 2019 • 304pp



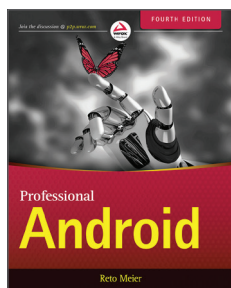
CompTIA Cloud Essentials+ Study Guide Exam CLO-002, 2nd Edition

Quentin Docter & Cory Fuchs

ISBN: 978-1-119-64222-0
Jan 2020 • 368pp

Wrox books are written by programmers for programmers, and the Wrox brand means authoritative solutions to real-world programming problems. Wrox's unique author-editorial process delivers the best and most useful information in the timeliest manner.

View a complete list of titles and participate in the P2P Programmer Forums on www.wrox.com.



Professional Android, 4th Edition

Reto Meier

ISBN: 978-1-118-94952-8
Dec 2018 • 928pp

Licensed in German, Korean, Simplified Chinese
Previous Editions Licensed in German, Korean, Russian, Turkish

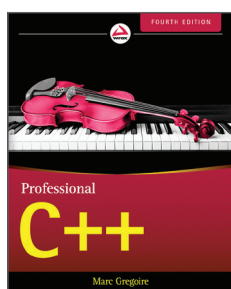


Professional JavaScript for Web Developers, 4th Edition

Matt Frisbie & Nicholas C. Zakas

ISBN: 978-1-119-36644-7
Dec 2019 • 900pp

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



Professional C++, 4th Edition

Marc Gregoire

ISBN: 978-1-119-42130-6
Jun 2018 • 1184pp

Licensed in Korean Simplified Chinese
Previous Editions Licensed in Korean, Polish, Simplified Chinese

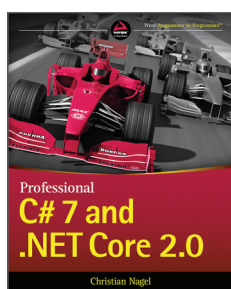


Beginning C# 7 Programming with Visual Studio 2017

Benjamin Perkins, Jacob Vibe Hammer & Jon D. Reid

ISBN: 978-1-119-45868-5
May 2018 • 912pp

Licensed in Simplified Chinese
Previous Editions licensed in Simplified Chinese

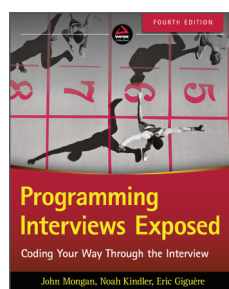


Professional C# 7 and .NET Core 2.0

Christian Nagel

ISBN: 978-1-119-44927-0
May 2018 • 1440pp

Licensed in Simplified Chinese
Previous Editions licensed in Simplified Chinese



Programming Interviews Exposed Fourth Edition

Coding Your Way Through the Interview

John Mongan, Noah Suojanen Kindler & Eric Giguere

ISBN: 978-1-119-41847-4
Jun 2018 • 384pp

Licensed in Korean, Simplified Chinese
Previous Editions licensed in Polish, Russian

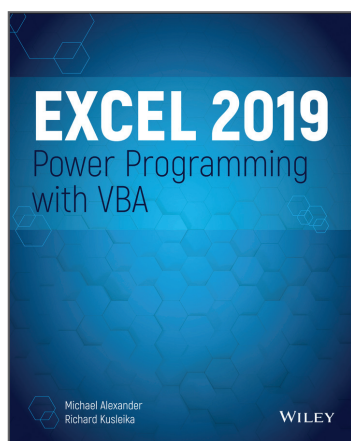


JavaScript The New Toys

T.J. Crowder

ISBN: 978-1-119-36795-6
June 2020 • 608pp

Licensed in French, Korean, Simplified Chinese



ISBN: 978-1-119-51492-3

Jun 2019 • 768pp

Excel 2019 Power Programming with VBA

Michael Alexander & Dick Kusleika

Licensed in Polish, Simplified Chinese

Previous Editions Licensed in German, Orthodox Chinese, Polish, Portuguese, Russian, Simplified Chinese, Spanish

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.

| | | | | | |
|---|--------|---|--------|--|--------|
| <i>Addiction Treatment Planner, 6th Edition, The</i> | 61 | Blount, Jeb | 35 | <i>Communication</i> | 11 |
| <i>Adolescent Psychotherapy Treatment Planner, 5th Edition, The</i> | 61 | Blum, Jeremy | 80 | <i>Complete Adult Psychotherapy Treatment Planner, 5th Edition, The</i> | 61 |
| <i>Advantage, The</i> | 30 | Bockian, Neil R. | 61 | <i>CompTIA Cloud Essentials+ Study Guide</i> | 81 |
| <i>AI for Marketing and Product Innovation</i> | 33 | Bogle, John C. | 49 | <i>Confidence Pocketbook</i> | 10 |
| Akhtar, Vanessa | 21 | Bogue, Bradford | 61 | <i>Co-Occurring Disorders Treatment Planner, with DSM-5 Updates, The</i> | 61 |
| Alexander, Michael | 83 | Bolman, Lee G. | 28 | Cope, Andy | 16, 17 |
| Ambrose, Susan A. | 72 | <i>Book Whisperer, The</i> | 70 | <i>Corporate Culture Survival Guide, 3rd Edition, The</i> | 24 |
| Ammous, Saifedean | 54 | Bradley, Amy | 17 | Crowder, T. J. | 82 |
| Appel, Andrew | 33 | Bradley, Chris | 50 | Davis, Richard Brian | 56 |
| Appelo, Jurgen | 45 | <i>Brain2Brain</i> | 64 | Deal, Terrence E. | 28 |
| <i>Architectural Graphics, 6th Edition</i> | 5 | Bridges, Michael W. | 72 | <i>Death by Meeting</i> | 30 |
| <i>Architecture, 4th Edition</i> | 4 | Bruce, Timothy J. | 61 | Decker, Daniel | 26 |
| Arden, John B. | 64 | <i>Buffett's Tips</i> | 53 | Decker, Kevin S. | 56 |
| <i>Artificial Intelligence in Practice</i> | 22 | <i>Building Codes Illustrated</i> | 4 | <i>De-Clutter Your Life</i> | 10 |
| <i>Attractor Factor, 2nd Edition, The</i> | 13 | <i>Building Construction Illustrated, 6th Edition</i> | 5 | <i>Design A Better Business</i> | 46 |
| <i>At Zero</i> | 12 | <i>Building Structures Illustrated, 2nd Edition</i> | 4 | <i>Design Drawing, 3rd Edition</i> | 5 |
| Aulet, Bill | 40 | <i>Business Blockchain, The</i> | 54 | <i>Designing Brand Identity, 5th Edition</i> | 3 |
| <i>Awakened Millionaire, The</i> | 12 | <i>Business Model Generation</i> | 42 | <i>Design Thinking Life Playbook, The</i> | 41 |
| <i>Awakening Course, The</i> | 13 | <i>Business Model Shift</i> | 46, 58 | <i>Design Thinking Playbook, The</i> | 41 |
| <i>AWS® Certified Advanced Networking Official Study Guide</i> | 81 | <i>Business Model You</i> | 43 | <i>Design Thinking Toolbox, The</i> | 41 |
| Axelrod, Michael I. | 59 | Buterin, Vitalik | 54 | Devine, James | 81 |
| Bassham, Gregory | 56 | Butler, Donna | 11 | DeWitt, Richard | 57 |
| Batnick, Michael | 51 | Cagan, Marty | 37 | <i>Diary of a Brilliant Kid</i> | 16 |
| Bauman, Zygmunt | 66 | Calvert, Deb | 25 | DiPietro, Michele | 72 |
| <i>Be Brilliant Every Day</i> | 17 | <i>Career Anchors, 4th Edition</i> | 24 | <i>Disciplined Entrepreneurship</i> | 40 |
| <i>Beginning C# 7 Programming with Visual Studio 2017</i> | 82 | Career Finder | 11 | <i>Disciplined Entrepreneurship Workbook</i> | 40 |
| Ben-Shahar, Tal | 29 | <i>Carpenter, The</i> | 26 | <i>Disney and Philosophy</i> | 56 |
| Berghuis, David J. | 61 | <i>CCSP (ISC)2 Certified Cloud Security Professional Official Study Guide</i> | 81 | Docter, Quentin | 81 |
| Bernarda, Greg | 42 | Chauhan, Sidhartha | 81 | <i>Do More Faster</i> | 39 |
| Bernstein, William J. | 49 | <i>Child Psychotherapy Treatment Planner, 5th Edition, The</i> | 61 | Donnellan, B. | 59 |
| Beyerstein, Barry L. | 58 | Ching, Francis D. K. | 4 | Dorsey, Pat | 49 |
| <i>Big Mistakes</i> | 51 | Christensen, Clayton M. | 73 | Drucker, Peter F. | 29 |
| <i>BIM Handbook, 3rd Edition</i> | 7 | <i>Christian Theology, 6th Edition</i> | 74 | Duckett, Jon | 77 |
| Binggeli, Corky | 4 | Church, Mark | 71 | Eastman, Chuck | 7 |
| <i>Bitcoin Standard, The</i> | 54 | Clark, Tim | 43 | Eberl, Jason T. | 56 |
| Blackford, Russell | 59 | Clements, Jonathan | 49 | Edmondson, Amy | 21, 32 |
| <i>Black Mirror and Philosophy</i> | 56 | <i>Clinician's Guide to CBT for Children to Young Adults, A</i> | 65 | Ekman, Paul | 78 |
| Blanchard, Ken | 26, 27 | <i>Clinician's Guide to Think Good-Feel Good, 2nd Edition, A</i> | 65 | <i>Elements of Investing, 10th Anniversary Edition, The</i> | 53 |
| Bland, David | 43 | <i>Coffee Bean, The</i> | 26 | Ellis, Charles | 53 |
| <i>Blended</i> | 73 | Cohen, David G. | 39 | | |
| <i>Blended Workbook, The</i> | 73 | | | | |

| | | | | | |
|---|--------|---|--------|--|----|
| <i>Emotional Intelligence Pocketbook</i> | 10 | Gordon, Jon | 26, 27 | <i>Immortal Diamond</i> | 75 |
| <i>Empowered</i> | 37 | Gordon, Kathryn | 27 | <i>INKED</i> | 35 |
| <i>Energy Bus, The</i> | 27 | <i>Great Myths of Adolescence</i> | 59 | <i>Inseminations</i> | 6 |
| <i>Engagement</i> | 28 | <i>Great Myths of Education and Learning</i> | 59 | <i>Inspired, 2nd Edition</i> | 37 |
| Erber, Joan T. | 59 | <i>Great Myths of Intimate Relationships</i> | 59 | <i>Interior Design Illustrated, 4th Edition</i> | 4 |
| <i>European Building Construction Illustrated</i> | 5 | <i>Green Building Illustrated</i> | 5 | <i>Internet Addiction</i> | 63 |
| Everybody Writes | 38 | Gregoire, Marc | 82 | <i>Introduction to Architecture</i> | 5 |
| <i>Excel 2019 Power Programming with VBA</i> | 83 | Grimes, Roger A. | 79 | <i>Introduction to the Practice of Psychoanalytic Psychotherapy, 2nd Edition</i> | 62 |
| <i>Expanse and Philosophy, The</i> | 56 | <i>Group Therapy Treatment Planner, with DSM-5 Updates, The</i> | 61 | <i>Invincible Company, The</i> | 43 |
| <i>Exploring Arduino, 2nd Edition</i> | 80 | Gupta, Gaurav | 21 | Ip, Greg | 49 |
| <i>Extended Reality in Practice</i> | 22 | <i>Hacking the Hacker</i> | 79 | Irwin, RB | 56 |
| <i>Eyes of the Skin, 3rd Edition, The</i> | 6 | Hadnagy, Christopher | 78 | Irwin, William | 56 |
| <i>Falling Upward</i> | 75 | Hagstrom, Robert G. | 52 | Jacobs, Michael | 60 |
| <i>Fanatical Prospecting</i> | 35 | Halachmi, Alan | 81 | Jacoby, Henry | 56 |
| <i>Fearless Organization, The</i> | 21, 32 | Hammer, Jacob Vibe | 82 | <i>Janice VanCleave's Physics for Every Kid</i> | 68 |
| Feld, Brad | 39 | Handley, Ann | 38 | Jarzombek, Mark | 5 |
| <i>50 Great Myths About Atheism</i> | 59 | <i>Happiness</i> | 10 | <i>JavaScript</i> | 82 |
| <i>50 Great Myths About Religions</i> | 59 | <i>Hard Hat, The</i> | 27 | <i>JavaScript and JQuery</i> | 77 |
| <i>50 Great Myths of Human Evolution</i> | 59 | Hasson, Gill | 10, 11 | Jewell, Jeremy D. | 59 |
| <i>50 Great Myths of Human Sexuality</i> | 59 | Hathaway, Ian | 39 | Johnson, Claudia L. | 58 |
| <i>50 Great Myths of Popular Psychology</i> | 58 | Heath, Dan | 69 | Johnson, David Kyle | 56 |
| <i>First-Year Teacher's Survival Guide, The</i> | 72 | Heldman, Kim | 81 | Johnson, Matthew D. | 59 |
| Fisher, Ken | 49 | Hesselbein, Frances | 29 | Jones, Chris | 37 |
| <i>Five Dysfunctions of a Team, The</i> | 30 | Hinrichsen, Gregory A. | 61 | Jongsma, Arthur E., Jr. | 61 |
| <i>Five Temptations of a CEO, The</i> | 31 | Hirsch, Jeffrey A. | 49 | <i>Joyful Reading</i> | 70 |
| Fleck, P.J. | 27 | Hirt, Martin | 50 | <i>Joy of Leadership, The</i> | 29 |
| <i>Four Obsessions of an Extraordinary Executive, The</i> | 31 | Hoffmans, Lara | 49 | Juroszek, Steven P. | 5 |
| Frazer, Deborah W. | 61 | Holmes, Jeffrey D. | 59 | Kartajaya, Hermawan | 36 |
| Frisbie, Matt | 82 | Horn, Michael | 73 | Kass, Douglas A. | 49 |
| Fuchs, Cory | 81 | Horn, Michael B. | 73 | Kelly, Paul F. | 78 |
| Future Wise | 73 | <i>How Great Leaders Think</i> | 28 | Kempner, Martha | 59 |
| Gallos, Joan V. | 28 | <i>How Learning Works</i> | 72 | <i>Key, The</i> | 12 |
| <i>Game of Thrones and Philosophy</i> | 56 | <i>How Not to Worry</i> | 14 | Kim, Marcus | 81 |
| <i>Get Sh*t Done</i> | 18 | <i>How To Deal With Difficult People</i> | 11 | Kindler, Noah Suojanen | 82 |
| <i>Getting Naked</i> | 30 | <i>How to Have a Great Life</i> | 15 | <i>Kindness</i> | 11 |
| Giguere, Eric | 82 | <i>How to Speak So People Really Listen</i> | 15 | Kirby, Lance | 81 |
| Gitomer, Jeffrey | 18 | <i>How to Succeed With People</i> | 15 | Klott, Jack | 61 |
| <i>Global History of Architecture, 3rd Edition, A</i> | 5 | <i>HTML and CSS</i> | 77 | Knaflic, Cole Nussbaumer | 20 |
| Goedhart, Marc | 50 | Hupp, Stephen | 59 | Knapp, Sarah Edison | 61 |
| <i>Good Place and Philosophy, The</i> | 56 | Hussey, Will | 16 | Koller, Tim | 50 |
| | | <i>Hypnotic Writing</i> | 13 | Kotler, Milton | 36 |
| | | Iannarino, Anthony | 35 | Kotler, Philip | 36 |
| | | <i>Ideal Team Player, The</i> | 30 | Kouzes, James M. | 25 |
| | | | | Kuhl, Joan Snyder | 29 |

| | | | | | |
|--|--------|--|--------|--|--------|
| Kusleika, Dick | 83 | Mayer, Richard E. | 72 | Panek, Crystal | 81 |
| Larimore, Taylor | 53 | May, Tim | 66 | Papadakos, Trish | 42 |
| <i>Leadership Challenge, 6th Edition, The</i> | 25 | Mazzucato, Mariana | 60 | <i>Parenting Skills Treatment Planner, with DSM-5 Updates, The</i> | 61 |
| <i>Leading with Soul, Revised 3rd Edition</i> | 28 | McGee, Paul | 14 | Perkins, Benjamin | 82 |
| <i>Learning Leadership</i> | 25 | McGrath, Alister E. | 74 | Perkins, David | 73 |
| Lee, Ghang | 7 | McInnis, William P. | 61 | Perkinson, Robert R. | 61 |
| Lehwess, Matt | 81 | McKinsey & Company Inc. | 50 | <i>Personality Disorders Treatment Planner, The</i> | 61 |
| Leifer, Larry | 41 | Meier, Reto | 82 | <i>Persuasion Code, The</i> | 33 |
| Lemma, Alessandra | 62 | Mendelson, Jason | 39 | <i>Peter Drucker's Five Most Important Questions</i> | 29 |
| Lemov, Doug | 69 | <i>Mental Health & Wellbeing in the Workplace</i> | 11 | Peterson, L. Mark | 61 |
| Lencioni, Patrick | 30 | Millman, Debbie | 3 | PHP & MySQL | 77 |
| Len, Ihaleakala Hew | 13 | <i>Mindfulness Pocketbook, 2nd Edition</i> | 10 | Pigneur, Yves | 42, 43 |
| Lennington, Michael | 23 | Mongan, John | 82 | <i>PMP Project Management Professional Exam Study Guide: 2019 Update, 10th Edition</i> | 81 |
| Lewrick, Michael | 41 | Morad, Steve | 81 | <i>Positive Dog, The</i> | 27 |
| <i>Life in Fragments</i> | 66 | Moran, Brian P. | 23 | <i>Positive Thinking Pocketbook</i> | 11 |
| <i>Life's Missing Instruction Manual</i> | 12 | Morin, Christophe | 33 | Posner, Barry Z. | 25 |
| Lilienfeld, Scott O. | 58 | Morreall, John | 59 | <i>Postmodern Ethics</i> | 66 |
| Link, Patrick | 41 | Morrison, Karin | 71 | <i>Power of a Positive Team, The</i> | 27 |
| <i>Little Book of Common Sense Investing, Updated and Revised, The</i> | 49 | <i>Motive, The</i> | 30 | <i>Power of Making Thinking Visible, The</i> | 70, 71 |
| <i>Little Book of Economics, The</i> | 49 | Mougayar, William | 54 | <i>Power of Positive Leadership, The</i> | 26 |
| <i>Little Book of Investing Like the Pros, The</i> | 49 | Mulville, Mark | 5 | <i>Practice Perfect</i> | 69 |
| <i>Little Book of Main Street Money, The</i> | 49 | Nabuco de Abreu, Cristiano | 63 | Pradeep, A. K. | 33 |
| <i>Little Book of Market Myths, The</i> | 49 | Nagel, Christian | 82 | Prakash, Vikramaditya | 5 |
| <i>Little Book of Market Wizards, The</i> | 49 | Nandi, Anjali | 61 | Prinstein, Mitchell J. | 59 |
| <i>Little Book of Stock Market Cycles, The</i> | 49 | <i>New Rules of Marketing and PR, 7th Edition, The</i> | 34 | <i>Probation and Parole Treatment Planner, with DSM-5 Updates, The</i> | 61 |
| <i>Little Book That Builds Wealth, The</i> | 49 | <i>New Rules of Sales and Service, 2nd Edition, The</i> | 34 | <i>Professional Android, 4th Edition</i> | 82 |
| Lokitz, Justin | 46 | Nicholas, Jeff | 56 | <i>Professional C++, 4th Edition</i> | 82 |
| <i>Lonely Less</i> | 10 | <i>No Complaining Rule, The</i> | 26 | <i>Professional C# 7 and .NET Core 2.0</i> | 82 |
| Longo, JM | 53 | Norman, Marie K. | 72 | <i>Professional JavaScript for Web Developers, 4th Edition</i> | 82 |
| Lovett, Marsha C. | 72 | Oattes, Gavin | 16, 17 | <i>Programming Interviews Exposed Fourth Edition</i> | 82 |
| Lynn, Steven Jay | 58 | <i>Objections</i> | 35 | Qvist-Sorensen, Ole | 47 |
| <i>Making Thinking Visible</i> | 70, 71 | <i>Official Google Cloud Certified Professional Data Engineer Study Guide</i> | 81 | <i>Raising Kids Who Read</i> | 67 |
| Malisow, Ben | 81 | <i>Older Adult Psychotherapy Treatment Planner, with DSM-5 Updates, 2nd Edition, The</i> | 61 | <i>Reading Mind, The</i> | 67 |
| Malkiel, Burton | 53 | <i>Organizational Culture and Leadership, 5th Edition</i> | 24 | <i>Reformation Thought</i> | 74 |
| <i>Managing for Happiness</i> | 45 | Osterwalder, Alex | 42, 43 | <i>Reframing Organizations</i> | 28 |
| <i>Market Your Way to Growth</i> | 36 | <i>Out of Our Minds, 3rd Edition</i> | 9 | <i>Reframing Organizations, 7th Edition</i> | 28 |
| Marr, Bernard | 22 | <i>Overcoming Anxiety</i> | 11 | Reid, Jon D. | 82 |
| <i>Mastering Autodesk Revit 2020</i> | 81 | <i>Overcoming the Five Dysfunctions of a Team</i> | 31 | | |
| Mastrogiacomio, Stefano | 43 | Paleg, Kim | 61 | | |
| Matthews, Nick | 81 | Pallasmaa, Juhani | 6 | | |

| | | | | | |
|---|--------|--|------------|--|--------|
| Reis, Sally M. | 70 | Staker, Heather | 73 | <i>Ultimate Harry Potter and Philosophy, The</i> | 56 |
| <i>Relationship Grit</i> | 27 | Stallard, Paul | 65 | <i>Ultimate Star Wars and Philosophy, The</i> | 56 |
| Relethford, John H. | 59 | <i>Startup Communities</i> | 39 | <i>Unmasking the Social Engineer</i> | 78 |
| Renvoise, Patrick | 33 | <i>Startup Community Way, The</i> | 39 | <i>Valuation, 6th Edition</i> | 50 |
| <i>Rethinking Capitalism</i> | 60 | <i>Startup, Scaleup, Screwup</i> | 45 | <i>Value Proposition Design</i> | 42 |
| <i>Rewire Your Brain</i> | 64 | <i>Stay Positive</i> | 26 | VanCleave, Janice | 68 |
| Ridgway, Angus | 29 | Sthanunathan, Stan | 33 | Van Der Pijl, Patrick | 46, 58 |
| Ritchhart, Ron | 70, 71 | <i>Stop Selling and Start Leading</i> | 25 | van der Pluijm, Erik | 46 |
| Robinson, Ken | 9 | <i>Storytelling with Data</i> | 20 | van Lieshout, Maarten | 46 |
| Rohr, Richard | 75 | <i>Storytelling with Data: Let's Practice!</i> | 20 | Van Maanen, John | 24 |
| Rosenbaum, Joshua | 49 | <i>Strategy Beyond the Hockey Stick</i> | 50 | <i>Venture Deals</i> | 39 |
| <i>Row the Boat</i> | 27 | Sullivan, Dan | 81 | <i>Virtual Selling</i> | 35 |
| Ruscio, John | 58 | <i>S.U.M.O</i> | | <i>Virtual Training Bible, The</i> | 35 |
| Sacks, Rafael | 7 | <i>(Shut Up, Move On)</i> | 14, 16, 17 | <i>Visual Consulting</i> | 44 |
| <i>Sales EQ</i> | 35 | <i>S.U.M.O. Your Relationships</i> | 14 | <i>Visual Dictionary of Architecture, 2nd Edition, A</i> | 5 |
| <i>Saturday Night Live and Philosophy</i> | 56 | Szuchman, Lenore T. | 59 | <i>Visual Leaders</i> | 44 |
| Schaap, Jeremy | 27 | <i>Teaching in the Online Classroom</i> | 69 | <i>Visual Meetings</i> | 44 |
| Schein, Edgar H. | 24 | <i>Teach Like a Champion 3.0</i> | 69 | <i>Visual Teams</i> | 44 |
| Schein, Peter | 24 | <i>Teach Like a Champion Field Guide 2.0</i> | 69 | Vitale, Joe | 12 |
| Schuklenk, Udo | 59 | <i>Team Alignment Map, The</i> | 43 | Walsh, Tina Cash | 68 |
| Schwab, Klaus | 47 | <i>Tech Trends in Practice</i> | 22 | Ward, Matt | 22 |
| Schwager, Jack D. | 49 | Teicholz, Paul | 7 | <i>Warren Buffett: Inside the Ultimate Money Mind</i> | 52 |
| Schwartz, Pepper | 59 | <i>Testing Business Ideas</i> | 43 | <i>Warren Buffett Way, 3rd Edition, The</i> | 52 |
| Scott, David Meerman | 34 | <i>Theology, 4th Edition</i> | 74 | Wessels, David | 50 |
| <i>Security Fundamentals</i> | 81 | <i>Think Good Feel Good, 2nd Edition</i> | 65 | Wheeler, Alina | 3 |
| <i>Seed, The</i> | 27 | <i>Thinking Good, Feeling Better</i> | 65 | Whittaker, Andy | 17 |
| <i>Self-Care Handbook, The</i> | 11 | <i>Thinking Hand, The</i> | 6 | <i>Why Don't Students Like School</i> | 67 |
| <i>Self-Confidence</i> | 14 | <i>Thinking Sociologically, 2nd Edition</i> | 66 | Willingham, Daniel T. | 67, 68 |
| Setiawan, Iwan | 36 | <i>Thinking Sociologically, 3rd Edition</i> | 66 | Winjen, Roland | 46 |
| <i>Seven Lost Secrets of Success, The</i> | 13 | <i>30 Great Myths about Jane Austen</i> | 58 | Winkel, Steven R. | 4 |
| Seymour, Steve | 81 | <i>30 Great Myths about Shakespeare</i> | 59 | <i>Winning Global Markets</i> | 36 |
| <i>Shark and the Goldfish, The</i> | 27 | Thommen, Jean-Paul | 41 | <i>Wizard and the Warrior, The</i> | 28 |
| <i>Shine</i> | 17 | Thompson, Julia G. | 72 | Woodman, Darrell | 17 |
| Sibbet, David | 44 | Thrall, A. Trevor | 23 | Woolway, Erica | 69 |
| <i>Silos, Politics and Turf Wars</i> | 31 | <i>3 Big Questions for a Frantic Family, The</i> | 31 | <i>Worldviews</i> | 57 |
| Smith, Alan | 42, 43 | <i>Three Signs of a Miserable Job, The</i> | 31 | <i>YESSS!</i> | 15 |
| Smith, Julia Christine | 61 | <i>Training Camp</i> | 27 | Yezzi, Katie | 69 |
| Smith, Mike | 27 | Tuite, Clara | 58 | Yori, Robert | 81 |
| Smit, Sven | 50 | <i>12 Week Year for Writers, The</i> | 23 | Young, Kimberly S. | 63 |
| <i>Social Engineering, 2nd Edition</i> | 78 | <i>12 Week Year, The</i> | 23 | <i>You Win in the Locker Room First</i> | 27 |
| Solis, Brian | 19 | | | Zambelli, Matteo | 6 |
| Solomon, Lisa Kay | 46 | | | Zakas, Nicholas C. | 82 |
| Sonn, Tamara | 59 | | | <i>Zero Limits</i> | 13 |
| <i>Soup</i> | 26 | | | | |
| <i>Stakeholder Capitalism</i> | 47 | | | | |

Visit Wiley's Rights & Licensing Team Page here:

**[https://www.wiley.com/en-us/
permissions/Book-Translation-Rights](https://www.wiley.com/en-us/permissions/Book-Translation-Rights)**