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perfect publication, our experienced staff is right here to give tailored recommendations.

Where Good Ideas Come From

The Natural History of Innovation *Penguin*

A fascinating deep dive on innovation from the New York Times bestselling author of *How We Got To Now* and *Unexpected Life*. The printing press, the pencil, the flush toilet, the battery--these are all great ideas. But where do they come from? What kind of environment breeds them? What sparks the flash of brilliance? How do we generate the breakthrough technologies that push forward our lives, our society, our culture? Steven Johnson's answers are revelatory as he identifies the seven key patterns behind genuine innovation, and traces them across time and disciplines. From Darwin and Freud to the halls of Google and Apple, Johnson investigates the innovation hubs throughout modern time and pulls out the approaches and commonalities that seem to appear at moments of originality.

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Where Good Ideas Come from

The Seven Patterns of Innovation *Penguin UK*

Identifies key principles that are driving force of creativity. This book helps to learn how: a slow hunch can be more valuable than a Eureka moment; the connected 'hive mind' is smarter than the lone thinker; where you think matters just as much as what you're thinking; and, the best ideas come from building on the ideas and inventions of others.

Where Good Ideas Come From

The Natural History of Innovation *Penguin UK*

Where do good ideas come from? And what do we need to know and do to have more of them? In *Where Good Ideas Come From*, Steven Johnson, one of our most innovative popular thinkers, explores the secrets of inspiration. Steven Johnson has spent twenty years immersed in creative industries, was active at the dawn of the internet and has a unique perspective that draws on his fluency in fields ranging from neurobiology to new media. Why have cities historically been such hubs of innovation? What

do the printing press and Apple have in common? And what does this have to do with the creation and evolution of life itself? Johnson presents the answers to these questions and more in his infectious, culturally omnivorous style, using examples from thinkers in a range of disciplines - from Charles Darwin to Tim Berners-Lee - to provide the complete, exciting, and encouraging story of inspiration. He identifies the five key principles to the genesis of great ideas, from the cultivation of hunches to the importance of connectivity and how best to make use of new technologies. Most exhilarating is his conclusion: with today's tools and environment, radical innovation is extraordinarily accessible to those who know how to cultivate it. By recognizing where and how patterns of creativity occur - whether within a school, a software platform or a social movement - he shows how we can make more of our ideas good ones.

Everything Bad is Good for You

How Today's Popular Culture Is Actually Making Us Smarter *Penguin*

From the New York Times bestselling author of *How We Got to Now* and *Farsighted* Forget everything you've ever read about the age of dumbed-down, instant-gratification culture. In this provocative, unfailingly intelligent, thoroughly researched, and surprisingly convincing big idea book, Steven Johnson draws from fields as diverse as neuroscience, economics, and media theory to argue that the pop culture we soak in every day—from *Lord of the Rings* to *Grand Theft Auto* to *The Simpsons*—has been growing more sophisticated with each passing year, and, far from

rotting our brains, is actually posing new cognitive challenges that are actually making our minds measurably sharper. After reading *Everything Bad is Good for You*, you will never regard the glow of the video game or television screen the same way again. With a new afterword by the author.

How We Got to Now

Six Innovations That Made the Modern World *Penguin*

From the New York Times–bestselling author of *Where Good Ideas Come From* and *Extra Life*, a new look at the power and legacy of great ideas. In this illustrated history, Steven Johnson explores the history of innovation over centuries, tracing facets of modern life (refrigeration, clocks, and eyeglass lenses, to name a few) from their creation by hobbyists, amateurs, and entrepreneurs to their unintended historical consequences. Filled with surprising stories of accidental genius and brilliant mistakes—from the French publisher who invented the phonograph before Edison but forgot to include playback, to the Hollywood movie star who helped invent the technology behind Wi-Fi and Bluetooth—*How We Got to Now* investigates the secret history behind the everyday objects of contemporary life. In his trademark style, Johnson examines unexpected connections between seemingly unrelated fields: how the invention of air-conditioning enabled the largest migration of human beings in the history of the species—to cities such as Dubai or Phoenix, which would otherwise be virtually uninhabitable; how pendulum clocks helped trigger the industrial revolution; and how clean water made it possible to manufacture computer chips. Accompanied

by a major six-part television series on PBS, *How We Got to Now* is the story of collaborative networks building the modern world, written in the provocative, informative, and engaging style that has earned Johnson fans around the globe.

Farsighted

How We Make the Decisions That Matter the Most *Penguin*

The hardest choices are also the most consequential. So why do we know so little about how to get them right? Big, life-altering decisions matter so much more than the decisions we make every day, and they're also the most difficult: where to live, whom to marry, what to believe, whether to start a company, how to end a war. There's no one-size-fits-all approach for addressing these kinds of conundrums. Steven Johnson's classic *Where Good Ideas Come From* inspired creative people all over the world with new ways of thinking about innovation. In *Farsighted*, he uncovers powerful tools for honing the important skill of complex decision-making. While you can't model a once-in-a-lifetime choice, you can model the deliberative tactics of expert decision-makers. These experts aren't just the master strategists running major companies or negotiating high-level diplomacy. They're the novelists who draw out the complexity of their characters' inner lives, the city officials who secure long-term water supplies, and the scientists who reckon with future challenges most of us haven't even imagined. The smartest decision-makers don't go with their guts. Their success relies on having a future-oriented approach and the ability to consider all their options in a creative, productive way. Through compelling

stories that reveal surprising insights, Johnson explains how we can most effectively approach the choices that can chart the course of a life, an organization, or a civilization. *Farsighted* will help you imagine your possible futures and appreciate the subtle intelligence of the choices that shaped our broader social history.

Extra Life

A Short History of Living Longer *Penguin*

"Offers a useful reminder of the role of modern science in fundamentally transforming all of our lives." —President Barack Obama (on Twitter) "An important book." —Steven Pinker, *The New York Times Book Review* Now also a PBS documentary series: the surprising story of how humans gained what amounts to an extra life, from the bestselling author of *How We Got to Now* and *Where Good Ideas Come From* As a species we have doubled our life expectancy in just one hundred years. All the advances of modern life—the medical breakthroughs, the public health institutions, the rising standards of living—have given us each about twenty thousand extra days on average. There are few measures of human progress more astonishing than our increased longevity. This book is Steven Johnson's attempt to understand where that progress came from. How many of those extra twenty thousand days came from vaccines, or the decrease in famines, or seatbelts? What are the forces that now keep us alive longer? Behind each breakthrough lies an inspiring story of cooperative innovation, of brilliant thinkers bolstered by strong systems of public support and collaborative networks. But it is not enough simply to remind ourselves that progress is possible. How

do we avoid decreases in life expectancy as our public health systems face unprecedented challenges? What current technologies or interventions that could reduce the impact of future crises are we somehow ignoring? A study in how meaningful change happens in society, *Extra Life* is an ode to the enduring power of common goals and public resources. The most fundamental progress we have experienced over the past few centuries has not come from big corporations or start-ups. It has come, instead, from activists struggling for reform; from university-based and publicly funded scientists sharing their findings open-source-style; and from nonprofit agencies spreading new innovations around the world.

Future Perfect

The Case For Progress In A Networked Age *Penguin*

From the New York Times bestselling author of *How We Got To Now*, *Farsighted*, and *Extra Life* Combining the deft social analysis of *Where Good Ideas Come From* with the optimistic arguments of *Everything Bad Is Good For You*, New York Times bestselling author Steven Johnson's *Future Perfect* makes the case that a new model of political change is on the rise, transforming everything from local governments to classrooms, from protest movements to health care. Johnson paints a compelling portrait of this new political worldview -- influenced by the success and interconnectedness of the Internet, by peer networks, but not dependent on high-tech solutions -- that breaks with the conventional categories of liberal or conservative, public vs. private thinking. With his acclaimed gift for multi-disciplinary

storytelling and big idea books, Johnson explores this new vision of progress through a series of fascinating narratives: from the "miracle on the Hudson" to the planning of the French railway system; from the battle against malnutrition in Vietnam to a mysterious outbreak of strange smells in downtown Manhattan; from underground music video artists to the invention of the Internet itself. At a time when the conventional wisdom holds that the political system is hopelessly gridlocked with old ideas, *Future Perfect* makes the timely and inspiring case that progress is still possible, and that innovative strategies are on the rise. This is a hopeful, affirmative outlook for the future, from one of the most brilliant and inspiring visionaries of contemporary culture.

The Innovator's Cookbook

Essentials for Inventing What Is Next *Penguin*

From the New York Times bestselling author of *How We Got To Now* and *Farsighted* Steven Johnson, author of *Where Good Ideas Come From*, *Emergence*, *Everything Bad is Good for You*, *Mind Wide Open* and *Ghost Map*, and an acknowledged bestselling leader on the subject of innovation, gathers - for a foundational text on the subject of innovation - essays, interviews, and cutting-edge insights by such exciting field leaders as Peter Drucker, Richard Florida, Eric Von Hippel, Dean Keith Simonton, Arthur Koestler, John Seely Brown, and Marshall Berman. Johnson also provides new material from Marisa Mayer of Google, Twitter's Biz Stone and Jack Dorsey, and Ray Ozzie, Microsoft's former Chief Software Architect. With additional commentary by Johnson

himself, this book reveals the innovation found in a wide range of fields, including science, technology, energy, transportation, education, art, and sociology, making it vital, fresh, and fascinating reading for our time, and for the future.

Mind Wide Open

Your Brain and the Neuroscience of Everyday Life *Simon and Schuster*

BRILLIANTLY EXPLORING TODAY'S CUTTING-EDGE BRAIN RESEARCH, MIND WIDE OPEN IS AN UNPRECEDENTED JOURNEY INTO THE ESSENCE OF HUMAN PERSONALITY, ALLOWING READERS TO UNDERSTAND THEMSELVES AND THE PEOPLE IN THEIR LIVES AS NEVER BEFORE. Using a mix of experiential reportage, personal storytelling, and fresh scientific discovery, Steven Johnson describes how the brain works -- its chemicals, structures, and subroutines -- and how these systems connect to the day-to-day realities of individual lives. For a hundred years, he says, many of us have assumed that the most powerful route to self-knowledge took the form of lying on a couch, talking about our childhoods. The possibility entertained in this book is that you can follow another path, in which learning about the brain's mechanics can widen one's self-awareness as powerfully as any therapy or meditation or drug. In Mind Wide Open, Johnson embarks on this path as his own test subject, participating in a battery of attention tests, learning to control video games by altering his brain waves, scanning his own brain with a \$2 million fMRI machine, all in search of a modern answer to the oldest of questions: who am I? Along the way, Johnson explores how we

"read" other people, how the brain processes frightening events (and how we might rid ourselves of the scars those memories leave), what the neurochemistry is behind love and sex, what it means that our brains are teeming with powerful chemicals closely related to recreational drugs, why music moves us to tears, and where our breakthrough ideas come from. Johnson's clear, engaging explanation of the physical functions of the brain reveals not only the broad strokes of our aptitudes and fears, our skills and weaknesses and desires, but also the momentary brain phenomena that a whole human life comprises. Why, when hearing a tale of woe, do we sometimes smile inappropriately, even if we don't want to? Why are some of us so bad at remembering phone numbers but brilliant at recognizing faces? Why does depression make us feel stupid? To read Mind Wide Open is to rethink family histories, individual fates, and the very nature of the self, and to see that brain science is now personally transformative -- a valuable tool for better relationships and better living.

The Invention of Air

A Story Of Science, Faith, Revolution, And The Birth Of America *Penguin*

From the bestselling author of How We Got To Now, The Ghost Map and Farsighted, a new national bestseller: the "exhilarating" (Los Angeles Times) story of Joseph Priestley, "a founding father long forgotten" (Newsweek) and a brilliant man who embodied the relationship between science, religion, and politics for America's Founding Fathers. In The Invention of Air, national bestselling

author Steven Johnson tells the fascinating story of Joseph Priestley—scientist and theologian, protégé of Benjamin Franklin, friend of Thomas Jefferson—an eighteenth-century radical thinker who played pivotal roles in the invention of ecosystem science, the discovery of oxygen, the uses of oxygen, scientific experimentation, the founding of the Unitarian Church, and the intellectual development of the United States. As he did so masterfully in *The Ghost Map*, Steven Johnson uses a dramatic historical story to explore themes that have long engaged him: innovative strategies, intellectual models, and the way new ideas emerge and spread, and the environments that foster these breakthroughs.

The Myths of Innovation *"O'Reilly Media, Inc."*

In this new paperback edition of the classic bestseller, you'll be taken on a hilarious, fast-paced ride through the history of ideas. Author Scott Berkun will show you how to transcend the false stories that many business experts, scientists, and much of pop culture foolishly use to guide their thinking about how ideas change the world. With four new chapters on putting the ideas in the book to work, updated references and over 50 corrections and improvements, now is the time to get past the myths, and change the world. You'll have fun while you learn: Where ideas come from The true history of history Why most people don't like ideas How great managers make ideas thrive The importance of problem finding The simple plan (new for paperback) Since its initial publication, this classic bestseller has been discussed on NPR, MSNBC, CNBC, and at Yale University, MIT, Carnegie Mellon University, Microsoft, Apple, Intel, Google, Amazon.com, and

other major media, corporations, and universities around the world. It has changed the way thousands of leaders and creators understand the world. Now in an updated and expanded paperback edition, it's a fantastic time to explore or rediscover this powerful view of the world of ideas. "Sets us free to try and change the world."--Guy Kawasaki, Author of *Art of The Start* "Small, simple, powerful: an innovative book about innovation."--Don Norman, author of *Design of Everyday Things* "Insightful, inspiring, evocative, and just plain fun to read. It's totally great."--John Seely Brown, Former Director, Xerox Palo Alto Research Center (PARC) "Methodically and entertainingly dismantling the clichés that surround the process of innovation."--Scott Rosenberg, author of *Dreaming in Code*; cofounder of Salon.com "Will inspire you to come up with breakthrough ideas of your own."--Alan Cooper, Father of Visual Basic and author of *The Inmates are Running the Asylum* "Brimming with insights and historical examples, Berkun's book not only debunks widely held myths about innovation, it also points the ways toward making your new ideas stick."--Tom Kelley, GM, IDEO; author of *The Ten Faces of Innovation*

Wonderland

How Play Made the Modern World *Penguin*

"A house of wonders itself. . . . Wonderland inspires grins and well-what-d'ya-knows" —The New York Times Book Review From the New York Times–bestselling author of *How We Got to Now* and *Extra Life*, a look at the world-changing innovations we made while keeping ourselves entertained. This lushly illustrated

history of popular entertainment takes a long-zoom approach, contending that the pursuit of novelty and wonder is a powerful driver of world-shaping technological change. Steven Johnson argues that, throughout history, the cutting edge of innovation lies wherever people are working the hardest to keep themselves and others amused. Johnson's storytelling is just as delightful as the inventions he describes, full of surprising stops along the journey from simple concepts to complex modern systems. He introduces us to the colorful innovators of leisure: the explorers, proprietors, showmen, and artists who changed the trajectory of history with their luxurious wares, exotic meals, taverns, gambling tables, and magic shows. In *Wonderland*, Johnson compellingly argues that observers of technological and social trends should be looking for clues in novel amusements. You'll find the future wherever people are having the most fun.

Little Bets

How Breakthrough Ideas Emerge from Small Discoveries

Simon and Schuster

"An enthusiastic, example-rich argument for innovating in a particular way—by deliberately experimenting and taking small exploratory steps in novel directions. Light, bright, and packed with tidy anecdotes" (The Wall Street Journal). What do Apple CEO Steve Jobs, comedian Chris Rock, prize-winning architect Frank Gehry, and the story developers at Pixar films all have in common? Bestselling author Peter Sims found that rather than start with a big idea or plan a whole project in advance, they make a methodical series of little bets, learning critical

information from lots of little failures and from small but significant wins. Reporting on a fascinating range of research, from the psychology of creative blocks to the influential field of design thinking, Sims offers engaging and illuminating accounts of breakthrough innovators at work, and a whole new way of thinking about how to navigate uncertain situations and unleash our untapped creative powers.

The Riddle

Where Ideas Come From and How to Have Better Ones

John Wiley & Sons

While organizations claim to value creativity, they are often at a loss when attempting to conjure up novel ideas, particularly in a world where technology has made information readily available to everyone. As a result, leaders ask, "Where will the next big idea come from?" In response, they allocate significant resources for innovation; however the source of creative inspiration has remained a mystery. Science has shown that it's possible to create conditions under which the mind is more prepared to have insights, or "a-ha! moments." In this fascinating book, Andrew Razeghi examines the precursors to creative insight and offers clear-cut methods for making "Eureka moments" routine practice rather than lucky accidents. Combining the latest scientific research, interviews with current innovators, and studies of history's most creative minds, he dissects the creative process and presents a practical approach for inspiring innovation.

Life Is What You Make It *Crown*

From composer, musician, philanthropist--and son of Warren Buffett--comes a warm, wise, and inspirational book that expounds on the strong set of values given to him by his trusting and broadminded mother, his industrious and talented father, and the many life teachers he has met along the way.

Enemy of All Mankind

A True Story of Piracy, Power, and History's First Global Manhunt *Penguin*

"Thoroughly engrossing . . . a spirited, suspenseful, economically told tale whose significance is manifest and whose pace never flags." —The Wall Street Journal From The New York Times--bestselling author of *The Ghost Map* and *Extra Life*, the story of a pirate who changed the world Henry Every was the seventeenth century's most notorious pirate. The press published wildly popular—and wildly inaccurate—reports of his nefarious adventures. The British government offered enormous bounties for his capture, alive or (preferably) dead. But Steven Johnson argues that Every's most lasting legacy was his inadvertent triggering of a major shift in the global economy. *Enemy of All Mankind* focuses on one key event—the attack on an Indian treasure ship by Every and his crew—and its surprising repercussions across time and space. It's the gripping tale of one of the most lucrative crimes in history, the first international manhunt, and the trial of the seventeenth century. Johnson uses the extraordinary story of Henry Every and his crimes to explore the emergence of the East India Company, the British Empire, and the modern global marketplace: a densely interconnected

planet ruled by nations and corporations. How did this unlikely pirate and his notorious crime end up playing a key role in the birth of multinational capitalism? In the same mode as Johnson's classic nonfiction historical thriller *The Ghost Map*, *Enemy of All Mankind* deftly traces the path from a single struck match to a global conflagration.

The Creative Curve

How to Develop the Right Idea, at the Right Time *Currency*

Big data entrepreneur Allen Gannett overturns the mythology around creative genius, and reveals the science and secrets behind achieving breakout commercial success in any field. We have been spoon-fed the notion that creativity is the province of genius -- of those favored, brilliant few whose moments of insight arrive in unpredictable flashes of divine inspiration. And if we are not a genius, we might as well pack it in and give up. Either we have that gift, or we don't. But Allen shows that simply isn't true. Recent research has shown that there is a predictable science behind achieving commercial success in any creative endeavor, from writing a popular novel to starting up a successful company to creating an effective marketing campaign. As the world's most creative people have discovered, we are enticed by the novel and the familiar. By understanding the mechanics of what Gannett calls "the creative curve" – the point of optimal tension between the novel and the familiar – everyone can better engineer mainstream success. In a thoroughly entertaining book that describes the stories and insights of everyone from the Broadway team behind *Dear Evan Hansen*, to the founder of Reddit, from

the Chief Content Officer of Netflix to Michelin star chefs, Gannett reveals the four laws of creative success and identifies the common patterns behind their achievement.

Infinite Jest *Back Bay Books*

A gargantuan, mind-altering comedy about the Pursuit of Happiness in America Set in an addicts' halfway house and a tennis academy, and featuring the most endearingly screwed-up family to come along in recent fiction, *Infinite Jest* explores essential questions about what entertainment is and why it has come to so dominate our lives; about how our desire for entertainment affects our need to connect with other people; and about what the pleasures we choose say about who we are. Equal parts philosophical quest and screwball comedy, *Infinite Jest* bends every rule of fiction without sacrificing for a moment its own entertainment value. It is an exuberant, uniquely American exploration of the passions that make us human - and one of those rare books that renew the idea of what a novel can do. "The next step in fiction...Edgy, accurate, and darkly witty...Think Beckett, think Pynchon, think Gaddis. Think." --Sven Birkerts, *The Atlantic*

The Ghost Map

The Story of London's Most Terrifying Epidemic--and How It Changed Science, Cities, and the Modern World *Penguin*

A National Bestseller, a New York Times Notable Book, and an Entertainment Weekly Best Book of the Year from the author of *Extra Life* "By turns a medical thriller, detective story, and paean

to city life, Johnson's account of the outbreak and its modern implications is a true page-turner." —The Washington Post "Thought-provoking." —Entertainment Weekly It's the summer of 1854, and London is just emerging as one of the first modern cities in the world. But lacking the infrastructure-garbage removal, clean water, sewers-necessary to support its rapidly expanding population, the city has become the perfect breeding ground for a terrifying disease no one knows how to cure. As the cholera outbreak takes hold, a physician and a local curate are spurred to action-and ultimately solve the most pressing medical riddle of their time. In a triumph of multidisciplinary thinking, Johnson illuminates the intertwined histories of the spread of disease, the rise of cities, and the nature of scientific inquiry, offering both a riveting history and a powerful explanation of how it has shaped the world we live in.

The Perfect Storm

A True Story of Men Against the Sea *W. W. Norton & Company*

Presents a vivid account of a history-making storm that hit the New England coast in October 1991 and the lives it changed, weaving together the history of the fishing industry, the science of storms, and personal accounts. Tour.

The Accidental Creative

How to Be Brilliant at a Moment's Notice *Penguin*

Many of us assume that our creative process is beyond our ability

to influence, and pay attention to it only when it isn't working properly. For the most part, we go about our daily tasks and everything just "works." Until it doesn't. Adding to this lack of understanding is the rapidly accelerating pace of work. Each day we are face escalating expectations and a continual squeeze to do more with less. We are asked to produce an ever-increasing amount of brilliance in an ever-shrinking amount of time. There is an unspoken (or spoken!) expectation that we'll be accessible 24/7, and as a result we frequently feel like we're "always on." Now business creativity expert Todd Henry explains how to unleash your creative potential. Whether you're a creative by trade or an "accidental creative," this book will help you quickly and effectively integrate new ideas into your daily life.

The Startup of You (Revised and Updated)

Adapt, Take Risks, Grow Your Network, and Transform Your Career *Currency*

The groundbreaking #1 New York Times bestseller that taught a generation how to transform their careers—now in a revised and updated edition “A profound book about self-determination and self-realization.”—Senator Cory Booker “The Startup of You is crammed with insights and strategies to help each of us create the work life we want.”—Gretchen Rubin, author of *The Happiness Project* In this invaluable book, LinkedIn co-founder Reid Hoffman and venture capitalist Ben Casnocha show how to accelerate your career in today's competitive world. The key is to manage your career as if it were a startup business: a living, breathing, growing startup of you. Why? Startups—and the

entrepreneurs who run them—are nimble. They invest in themselves. They build their professional networks. They take intelligent risks. They make uncertainty and volatility work to their advantage. These are the very same skills professionals need to get ahead today. This book isn't about cover letters or résumés. Instead, you will learn the best practices of the most successful startups and how to apply these entrepreneurial strategies to your career. Whether you work for a giant multinational corporation, stitch together multiple gigs in a portfolio career, or are launching your own venture, you need to know how to • adapt your career plans as pandemics rage and technologies upend industries • develop a competitive advantage so that you stand out from others at work • strengthen your professional network by building powerful alliances and maintaining a diverse mix of relationships • engineer serendipity that produces life-changing career opportunities • take proactive risks to become more resilient to industry tsunamis • tap your network for information and intelligence that help you make smarter decisions The career landscape has changed dramatically in the decade since Hoffman and Casnocha first published this guide. In an urgent update to the frameworks that have helped hundreds of thousands of people transform their careers, this new edition of *The Startup of You* will teach you how to achieve your boldest professional ambitions.

The Ghost Map

A Street, an Epidemic and the Two Men Who Battled to Save Victorian London

Steven Johnson takes the reader day by day through the cholera epidemic of 1854 - which would consume 50,000 lives in England and Wales - and recreates a London full of dust heaps, furnaces and slaughterhouses.

The Encyclopaedia Britannica

A Dictionary of Arts, Sciences, Literature and General Information

Rethink Your Marketing

7 Strategies to Unleash Revenue Growth

If your business is stuck and you just cannot seem to grow beyond your current plateau, Rethink Your Marketing arms you with seven strategies for getting unstuck to fuel your revenue growth. Rethink Your Marketing helps you to identify the specific levers of your marketing that will lead to new growth, enabling you to cut through the noise to what truly moves the needle. Rethink Your Marketing includes marketing wisdom from more than 50 companies. Want to know how Russell Weiner, President at Domino's, created the fastest-growing restaurant in the U.S.? Want to know how Mark Organ took Eloqua from near bankruptcy to being acquired for \$871 million? Want to know how Michelle Stern, SVP at Legendary Entertainment, is working with her applied analytics team to upend the way the entire movie industry markets films? Want to know how Jerome Hiquet, CMO at Tough Mudder, is plotting the brand's future growth? This book's got you covered! If your business has hit a plateau, rethink your

brand's marketing to unleash growth. Merely tweaking what you are doing, though, will most likely lead to stagnation. Merely copying what the competition is doing will result in frustration. Merely following what the media is hyping will lead to failure. Instead, Rethink Your Marketing teaches you to avoid tinkering, and instead to go big, go bold, and go all out in highly strategic ways. From audience targeting and neuromarketing, to marketing mix and marketing metrics, after reading this book you'll learn a variety of paths for unleashing revenue growth. From basketball-playing sumo wrestlers to innovative revenue models, you'll uncover how dozens of highly successful brands are achieving marketing breakthroughs and accelerating their growth. Read Rethink Your Marketing, and learn to transform your business.

Creative Conspiracy

The New Rules of Breakthrough Collaboration *Harvard Business Review Press*

Identifies the importance of a conscious, planned and shared collaborative environment that promotes teamwork, creativity and enthusiasm, revealing counter-intuitive facts while sharing research-based examples that identify the essential components of an effective team. 15,000 first printing.

Tap Dancing to Work

Warren Buffett on Practically Everything, 1966-2013 *Penguin*

Warren Buffett built Berkshire Hathaway into something

remarkable— and Fortune journalist Carol Loomis had a front-row seat for it all. When Carol Loomis first mentioned a little-known Omaha hedge fund manager in a 1966 Fortune article, she didn't dream that Warren Buffett would one day be considered the world's greatest investor—nor that she and Buffett would quickly become close personal friends. As Buffett's fortune and reputation grew over time, Loomis used her unique insight into Buffett's thinking to chronicle his work for Fortune, writing and proposing scores of stories that tracked his many accomplishments—and also his occasional mistakes. Now Loomis has collected and updated the best Buffett articles Fortune published between 1966 and 2012, including thirteen cover stories and a dozen pieces authored by Buffett himself. Loomis has provided commentary about each major article that supplies context and her own informed point of view. Readers will gain fresh insights into Buffett's investment strategies and his thinking on management, philanthropy, public policy, and even parenting. Some of the highlights include: The 1966 A. W. Jones story in which Fortune first mentioned Buffett. The first piece Buffett wrote for the magazine, 1977's "How Inflation Swindles the Equity Investor." Andrew Tobias's 1983 article "Letters from Chairman Buffett," the first review of his Berkshire Hathaway shareholder letters. Buffett's stunningly prescient 2003 piece about derivatives, "Avoiding a Mega-Catastrophe." His unconventional thoughts on inheritance and philanthropy, including his intention to leave his kids "enough money so they would feel they could do anything, but not so much that they could do nothing." Bill Gates's 1996 article describing his early impressions of Buffett as they struck up their close friendship.

Scores of Buffett books have been written, but none can claim this work's combination of trust between two friends, the writer's deep understanding of Buffett's world, and a very long-term perspective.

Fancy Nancy and the Late, Late, LATE Night *Harper Collins*

Ooh la la! Nancy is utterly fascinated by movie stars—and everybody knows that movie stars don't go to bed early!

Making Conversation

Seven Essential Elements of Meaningful Communication *HarperCollins*

A former Senior Partner and Global Managing Director at the legendary design firm IDEO shows how to design conversations and meetings that are creative and impactful. Conversations are one of the most fundamental means of communicating we have as humans. At their best, conversations are unconstrained, authentic and open—two or more people sharing thoughts and ideas in a way that bridges our individual experiences, achieves a common goal. At their worst, they foster misunderstanding, frustration and obscure our real intentions. How often do you walk away from a conversation feeling really heard? That it moved the people in it forward in some important way? You're not alone. In his practice as a designer, Fred Dust began to approach conversations differently. After years of trying to broker communication between colleagues and clients, he came to believe there had to be a way to design the art of conversation itself with intention and purpose, but still artful and playful. Making

Conversation codifies what he learned and outlines the four elements essential to successful exchanges: Commitment, Creative Listening, Clarity, and Context. Taken together, these four elements form a set of resources anyone can use to be more deliberate and purposeful in making conversations work.

Making Databases Work

The Pragmatic Wisdom of Michael Stonebraker *Morgan & Claypool*

This book celebrates Michael Stonebraker's accomplishments that led to his 2014 ACM A.M. Turing Award "for fundamental contributions to the concepts and practices underlying modern database systems." The book describes, for the broad computing community, the unique nature, significance, and impact of Mike's achievements in advancing modern database systems over more than forty years. Today, data is considered the world's most valuable resource, whether it is in the tens of millions of databases used to manage the world's businesses and governments, in the billions of databases in our smartphones and watches, or residing elsewhere, as yet unmanaged, awaiting the elusive next generation of database systems. Every one of the millions or billions of databases includes features that are celebrated by the 2014 Turing Award and are described in this book. Why should I care about databases? What is a database? What is data management? What is a database management system (DBMS)? These are just some of the questions that this book answers, in describing the development of data management through the achievements of Mike Stonebraker and

his over 200 collaborators. In reading the stories in this book, you will discover core data management concepts that were developed over the two greatest eras (so far) of data management technology. The book is a collection of 36 stories written by Mike and 38 of his collaborators: 23 world-leading database researchers, 11 world-class systems engineers, and 4 business partners. If you are an aspiring researcher, engineer, or entrepreneur you might read these stories to find these turning points as practice to tilt at your own computer-science windmills, to spur yourself to your next step of innovation and achievement.

Making the Modern World: Materials and Dematerialization *Lulu Press, Inc*

How much further should the affluent world push its material consumption? Does relative dematerialization lead to absolute decline in demand for materials? These and many other questions are discussed and answered in *Making the Modern World: Materials and Dematerialization*. Over the course of time, the modern world has become dependent on unprecedented flows of materials. Now even the most efficient production processes and the highest practical rates of recycling may not be enough to result in dematerialization rates that would be high enough to negate the rising demand for materials generated by continuing population growth and rising standards of living. This book explores the costs of this dependence and the potential for substantial dematerialization of modern economies. *Making the Modern World: Materials and Dematerialization* considers the principal materials used throughout history, from wood and stone, through to metals, alloys, plastics and silicon, describing

their extraction and production.

How to Have Great Ideas

A Guide to Creative Thinking *Laurence King Publishing*

How to Have Great Ideas is the essential guide for students and young professionals looking to embrace creative thinking in design, advertising and communications. It provides 53 practical strategies for unlocking innovative ideas. Strategies include improvisation techniques, changing the scenery, finding hidden links, looking to nature for inspiration, combining unusual systems, challenging set boundaries and many more. Each strategy is packed with great examples of successful contemporary and historical designs – from a designer dress made out of an old typewriter to ticket machines powered by recycled bottles in China, via the reimagining of famous brand logos and mis-use of photocopiers. Packed with practical projects to kick-start inventive thought in idea-blocked moments, this book explores creative thinking across all visual arts disciplines.

WTF?

What's the Future and Why It's Up to Us *HarperCollins*

WTF? can be an expression of amazement or an expression of dismay. In today's economy, we have far too much dismay along with our amazement, and technology bears some of the blame. In this combination of memoir, business strategy guide, and call to action, Tim O'Reilly, Silicon Valley's leading intellectual and the founder of O'Reilly Media, explores the upside and the potential

downsides of today's WTF? technologies. What is the future when an increasing number of jobs can be performed by intelligent machines instead of people, or done only by people in partnership with those machines? What happens to our consumer based societies—to workers and to the companies that depend on their purchasing power? Is income inequality and unemployment an inevitable consequence of technological advancement, or are there paths to a better future? What will happen to business when technology-enabled networks and marketplaces are better at deploying talent than traditional companies? How should companies organize themselves to take advantage of these new tools? What's the future of education when on-demand learning outperforms traditional institutions? How can individuals continue to adapt and retrain? Will the fundamental social safety nets of the developed world survive the transition, and if not, what will replace them? O'Reilly is "the man who can really can make a whole industry happen," according to Eric Schmidt, Executive Chairman of Alphabet (Google.) His genius over the past four decades has been to identify and to help shape our response to emerging technologies with world shaking potential—the World Wide Web, Open Source Software, Web 2.0, Open Government data, the Maker Movement, Big Data, and now AI. O'Reilly shares the techniques he's used at O'Reilly Media to make sense of and predict past innovation waves and applies those same techniques to provide a framework for thinking about how today's world-spanning platforms and networks, on-demand services, and artificial intelligence are changing the nature of business, education, government, financial markets, and the economy as a whole. He provides tools

for understanding how all the parts of modern digital businesses work together to create marketplace advantage and customer value, and why ultimately, they cannot succeed unless their ecosystem succeeds along with them. The core of the book's call to action is an exhortation to businesses to DO MORE with technology rather than just using it to cut costs and enrich their shareholders. Robots are going to take our jobs, they say. O'Reilly replies, "Only if that's what we ask them to do! Technology is the solution to human problems, and we won't run out of work till we run out of problems." Entrepreneurs need to set their sights on how they can use big data, sensors, and AI to create amazing human experiences and the economy of the future, making us all richer in the same way the tools of the first industrial revolution did. Yes, technology can eliminate labor and make things cheaper, but at its best, we use it to do things that were previously unimaginable! What is our poverty of imagination? What are the entrepreneurial leaps that will allow us to use the technology of today to build a better future, not just a more efficient one? Whether technology brings the WTF? of wonder or the WTF? of dismay isn't inevitable. It's up to us!

Egghead

Or, You Can't Survive on Ideas Alone *Grand Central Publishing*

A strange and charming collection of hilariously absurd poetry, writing, and illustration from one of today's most popular young comedians... EGGHEAD: Or, You Can't Survive on Ideas Alone Bo Burnham was a precocious teenager living in his parents' attic

when he started posting material on YouTube. 100 million people viewed those videos, turning Bo into an online sensation with a huge and dedicated following. Bo taped his first of two Comedy Central specials four days after his 18th birthday, making him the youngest to do so in the channel's history. Now Bo is a rising star in the comedy world, revered for his utterly original and intelligent voice. And, he can SIIIIIIING! In EGGHEAD, Bo brings his brand of brainy, emotional comedy to the page in the form of off-kilter poems, thoughts, and more. Teaming up with his longtime friend, artist, and illustrator Chance Bone, Bo takes on everything from death to farts in this weird book that will make you think, laugh and think, "why did I just laugh?"

The Wonderful Wizard of Oz *Hesperus Press*

Travel to the land of Oz with Dorothy and find out what inspired the forthcoming film blockbuster Oz: The Great and Powerful

Why We Make Mistakes

How We Look Without Seeing, Forget Things in Seconds, and Are All Pretty Sure We Are Way Above Average *Crown*

We forget our passwords. We pay too much to go to the gym. We think we'd be happier if we lived in California (we wouldn't), and we think we should stick with our first answer on tests (we shouldn't). Why do we make mistakes? And could we do a little better? We human beings have design flaws. Our eyes play tricks on us, our stories change in the retelling, and most of us are fairly sure we're way above average. In *Why We Make Mistakes*, journalist Joseph T. Hallinan sets out to explore the captivating

science of human error—how we think, see, remember, and forget, and how this sets us up for wholly irresistible mistakes. In his quest to understand our imperfections, Hallinan delves into psychology, neuroscience, and economics, with forays into aviation, consumer behavior, geography, football, stock picking, and more. He discovers that some of the same qualities that make us efficient also make us error prone. We learn to move rapidly through the world, quickly recognizing patterns—but overlooking details. Which is why thirteen-year-old boys discover errors that NASA scientists miss—and why you can't find the beer in your refrigerator. *Why We Make Mistakes* is enlivened by real-life stories—of weathermen whose predictions are uncannily accurate and a witness who sent an innocent man to jail—and offers valuable advice, such as how to remember where you've hidden something important. You'll learn why multitasking is a bad idea, why men make errors women don't, and why most people think San Diego is west of Reno (it's not). *Why We Make Mistakes* will open your eyes to the reasons behind your mistakes—and have you vowing to do better the next time.

Darwin on Man

A Psychological Study of Scientific Creativity

The Genius of the System

Hollywood Filmmaking in the Studio Era *Henry Holt and Company*

At a time when the studio is making a stunning comeback, film historian Thomas Schatz provides an indispensable account of Hollywood's traditional blend of business and art. This book lays to rest the persistent myth that businesspeople and producers stifle artistic talent and reveals instead the genius of a system of collaboration and conflict. Working from industry documents, Schatz traces the development of house styles, the rise and fall of careers, and the making-and unmaking-of movies, from *Frankenstein* to *Spellbound* to *Grand Hotel*. Richly illustrated and highly readable, *The Genius of the System* gives the definitive view of the workings of the Old Hollywood and the foundations of the New.