

## Faster The Acceleration Of Just About Everything James Gleick

In training speed, the most elusive athletic quality, what really works, and what doesn't? What are the components of sprinting itself that elites do, where amateurs falter? And how can we arrange all of this in a training medium that facilitates high performance? Speed Strength is the product of hundreds of athletes trained, thousands of hours of study, dozens of expert mentors, and an open mind. If you are interested in the answer to these questions, then Speed Strength is the book that holds the answers you are looking for, and much more. Joel Smith is the host of the Just Fly Performance Podcast and a track and strength coach of 13 years. As a track coach to national champions and Olympic champions as a strength coach, Joel has seen the elements of speed inside and out. Featuring the insight of over 25 field leaders, Speed Strength touches on the most important trainable elements of sprinting in a holistic and thorough manner.

In today's ultra-competitive, breakneck world, getting superior results at the fastest rate possible is critical to success. But the hectic speed of life can make it easy to become sidetracked by things that cloud our sense of priority, making us less effective. Strategic Acceleration: Succeed at the Speed of Life presents a methodology that will help you get clear, stay focused, and efficiently execute relevant, high-value activities that bring you the results and success you want—faster. The Strategic Acceleration approach is based on three pivotal concepts: 1. Clarity: Understand your targets and the “why” behind reaching them; 2. Focus: Concentrate on what really matters and filter out what does not; 3. Execution: Use effective communication to get things accomplished—faster! Strategic Acceleration will help you develop a clear vision, outline priorities and objectives, and tackle goals with a true sense of urgency and focus. Once understood and deployed, Strategic Acceleration is sure to have a powerful, long-term, positive influence on the results and success that so many want yet rarely know how to achieve.

From the bestselling, National Book Award-nominated author of Genius and Chaos, a bracing work about the accelerating pace of change in today's world. Most of us suffer some degree of "hurry sickness," a malady that has launched us into the "epoch of the nanosecond," a need-everything-yesterday sphere dominated by cell phones, computers, faxes, and remote controls. Yet for all the hours, minutes, and even seconds being saved, we're still filling our days to the point that we have no time for such basic human activities as eating, sex, and relating to our families. Written with fresh insight and thorough research, Faster is a wise and witty look at a harried world not likely to slow down anytime soon.

This "brilliant and provocative" (Walter Isaacson) guide shares nine principles to adapt and survive the technological changes shaping our future from the director of the MIT Media Lab and a veteran Wired journalist. The world is more complex and volatile today than at any other time in our history. The tools of our modern existence are getting faster, cheaper, and smaller at an exponential rate, transforming every aspect of society, from business to culture and from the public sphere to our most private moments. The people who succeed will be the ones who learn to think differently. In WHIPLASH, Joi Ito and Jeff Howe distill that logic into nine organizing principles for navigating and surviving this tumultuous period: Emergence over Authority Pull over Push Compasses over Maps Risk over Safety Disobedience over Compliance Practice over Theory Diversity over Ability Resilience over Strength Systems over Objects Filled with incredible case studies and cutting-edge research and philosophies from the MIT Media Lab and beyond, WHIPLASH will help you adapt and succeed in this unpredictable world.

“A deceptively light treatment of mind-blowing technologies and their cultural, social and political impact. This book will put your mind on fire.”—Giulio Prisco, Hacked.com Transhumanism is an international movement that advocates the use of science and technology to overcome the natural limitations experienced by humanity, through such developments as: the Singularity—the creation of machine intelligences that exceed the capacities of our biological brains the ability to replicate individual minds and put them into solid-state bodies or virtual environments individual control over mental and emotional states for enhancing functionalities and/or ecstasies Some of this is happening now. Some it is still in the minds of dreamers. In nearly ninety A-Z entries, Transcendence provides a multilayered look at the accelerating advances in artificial intelligence, cognitive science, genomics, information technology, nanotechnology, neuroscience, space exploration, synthetic biology, robotics, and virtual worlds that are making transhumanism a reality. Entries range from Cloning and Cyborg Feminism to Designer Babies and Memory-Editing Drugs. In addition, the book notes historical predecessors and personalities, both in mythology and history—ranging from Timothy Leary to Michael Jackson to Ray Kurzweil. It also introduces the culture around Transhumanism, covering all the geeky obsessions of the Transhumanist movement. “A new book deciphering the surreal truths, questionable fictions, and high weirdness of the Singularity . . . Infotaining, irreverent, and frequent piss-taking paperback.”—Boing Boing “RU Sirius and Jay Cornell present us with their own psychedelic guide to the galaxy in this adventurous idea-rich book, bootstrapping on emerging technologies that beckon us to take control of our evolutionary destiny and lead humanity towards radical new landscapes of mind, of dream, of cosmos, of possibility.”—Jason Silva Transhumanism is an international movement that advocates the use of science and technology to overcome the natural limitations experienced by humanity, through such developments as: the Singularity the creation of machine intelligences that exceed the capacities of our biological brains the ability to replicate individual minds and put them into solid-state bodies or virtual environments individual control over mental and emotional states for enhancing functionalities and/or ecstasies Some of this is happening now. Some it is still in the minds of dreamers. In nearly ninety A-Z entries, Transcendence provides a multilayered look at the accelerating advances in artificial intelligence, cognitive science, genomics, information technology, nanotechnology, neuroscience, space exploration, synthetic biology, robotics, and virtual

worlds that are making transhumanism a reality. Entries range from Cloning and Cyborg Feminism to Designer Babies and Memory-Editing Drugs. In addition, the book notes historical predecessors and personalities, both in mythology and history ranging from Timothy Leary to Michael Jackson to Ray Kurzweil. It also introduces the culture around Transhumanism, covering all the geeky obsessions of the Transhumanist movement.

Formula X is a business fable about speed, leadership and organizational change. Many organizations struggle to adapt to our fundamentally faster world. For companies and professionals, it often feels like they have to make an ultimate choice: quality or speed. But speed does not have to result in bad work--and Formula 1 motor racing proves this. Within the two weeks between races, they perform the enormous job of analyzing all data, designing and producing new components, shipping, assembling and testing. How do they do that? And what can we learn from F1 in applying these lessons to our workplaces? Formula X tells the story of Ronald Park, director of a large kitchen manufacturer. He will lose his job if he fails to significantly reduce the delivery time of his kitchens to under two weeks. As he takes up this challenge, he manages to get his organization closer to this goal, step by step. He receives unexpected help from the team captain of a well-known Formula 1 team. Ronald successfully implements several F1 lessons in his company. But just when Ronald thinks he made it, things change to the worse. How will he manage? How will he keep his company alive? In Formula X you will learn the secrets to reaching extreme acceleration in your organization!

The Great Acceleration is an energizing account from a brilliant new writer of how our society is speeding up--and why we should embrace it. In this revelatory study of modern living, Robert Colvile inspects the various ways in which the pace of life in our society is increasing and examines the evolutionary science behind our rapidly accelerating need for change, as well as why it's unlikely we'll be able to slow down . . . or even want to. Exploring theories surrounding the effect of this speed on our minds and bodies, Colvile reveals how, contrary to gloomier predictions, living in a faster age might be beneficial for us, both physically and mentally. In addition to the universe of social media, he examines the opportunities that faster communication and operation could bring to everything from music, film, and books to transportation, politics, and government. Comparing developments in cities and villages, advanced economies and underdeveloped countries, East and West, The Great Acceleration explains how the positives outnumber the negatives and, if this acceleration is truly inevitable, why we should rush to embrace it.

Bold is a radical how-to guide for using exponential technologies, moonshot thinking, and crowd-powered tools to create extraordinary wealth while also positively impacting the lives of billions. A follow-up to the authors' Abundance (2012).

There are hidden laws at work in every aspect of your business. Understand them, and you can create extraordinary growth. Ignore them, and you run the risk of becoming another statistic. It's become almost cliché: 8 out of every 10 new ventures fail. Of the ones that succeed, how many truly thrive--for the long run? And of those that thrive, how many continually overcome their growth hurdles ... and ultimately scale, with meaning, purpose, and profitability? The answer, sadly, is not many. Author Lex Sisney is on a mission to change that picture. After more than a decade spent leading and coaching high-growth technology companies, Lex discovered that the companies that thrive do so in accordance with 6 Laws - universal principles that govern the success or failure of every individual, team, and organization.

"Twisty and compelling [...] a terrific read." — Associated Press "Compulsively readable... Just Between Us winds its roller-coaster plot around our tendency to see exactly what we are looking for—while our little lies take on dangerous lives of their own." — O, The Oprah Magazine "A twisty, domestic thriller [...] tense, bombshell-laden, and action-packed." — Publishers Weekly "Female friendships flourish, then falter, under the weight of chance events underlaid by secrecy and deceit [...] Drake shows a sure hand in spinning suburban thrillers." — Booklist Four suburban mothers conspire to cover up a deadly crime in Just Between Us, a heart-stopping novel of suspense by Rebecca Drake. Alison, Julie, Sarah, Heather. Four friends living the suburban ideal. Their jobs are steady, their kids are healthy. They're as beautiful as their houses. But each of them has a dirty little secret, and hidden behind the veneer of their perfect lives is a crime and a mystery that will consume them all. Everything starts to unravel when Alison spots a nasty bruise on Heather's wrist. She shares her suspicions with Julie and Sarah, compelling all three to investigate what looks like an increasingly violent marriage. As mysterious injuries and erratic behavior mount, Heather can no longer deny the abuse, but she refuses to leave her husband. Desperate to save her, Alison and the others dread the phone call telling them that she's been killed. But when that call finally comes, it's not Heather who's dead. In a moment they'll come to regret, the women must decide what lengths they'll go to in order to help a friend. Just Between Us is a thrilling glimpse into the underbelly of suburbia, where not all neighbors can be trusted, and even the closest friends keep dangerous secrets. You never really know what goes on in another person's mind, or in their marriage.

Hartmut Rosa advances an account of the temporal structure of society from the perspective of critical theory. He identifies in particular three categories of change in the tempo of modern social life: technological acceleration, evident in transportation, communication, and production; the acceleration of social change, reflected in cultural knowledge, social institutions, and personal relationships; and acceleration in the pace of life, which happens despite the expectation that technological change should increase an individual's free time. According to Rosa, both the structural and cultural aspects of our institutions and practices are marked by the "shrinking of the present," a decreasing time period during which expectations based on past experience reliably match future results and events. When this phenomenon combines with technological acceleration and the increasing pace of life, time seems to flow ever faster, making our relationships to each other and the world fluid and problematic. It is as if we are standing on "slipping slopes," a steep social terrain that is itself in motion and in turn demands faster lives and technology. As Rosa deftly shows, this self-reinforcing feedback loop fundamentally determines the

character of modern life.

Frost & Sullivan's 2014 Growth, Innovation, and Leadership Book of the Year "EXPONENTIAL ORGANIZATIONS should be required reading for anyone interested in the ways exponential technologies are reinventing best practices in business." —Ray Kurzweil, Director of Engineering at Google In business, performance is key. In performance, how you organize can be the key to growth. In the past five years, the business world has seen the birth of a new breed of company—the Exponential Organization—that has revolutionized how a company can accelerate its growth by using technology. An ExO can eliminate the incremental, linear way traditional companies get bigger, leveraging assets like community, big data, algorithms, and new technology into achieving performance benchmarks ten times better than its peers. Three luminaries of the business world—Salim Ismail, Yuri van Geest, and Mike Malone—have researched this phenomenon and documented ten characteristics of Exponential Organizations. Here, in EXPONENTIAL ORGANIZATIONS, they walk the reader through how any company, from a startup to a multi-national, can become an ExO, streamline its performance, and grow to the next level. "EXPONENTIAL ORGANIZATIONS is the most pivotal book in its class. Salim examines the future of organizations and offers readers his insights on the concept of Exponential Organizations, because he himself embodies the strategy, structure, culture, processes, and systems of this new breed of company." —John Hagel, The Center for the Edge Chosen by Benjamin Netanyahu, Prime Minister of Israel, to be one of Bloomberg's Best Books of 2015

In this engaging and spirited book, eminent social psychologist Robert Levine asks us to explore a dimension of our experience that we take for granted—our perception of time. When we travel to a different country, or even a different city in the United States, we assume that a certain amount of cultural adjustment will be required, whether it's getting used to new food or negotiating a foreign language, adapting to a different standard of living or another currency. In fact, what contributes most to our sense of disorientation is having to adapt to another culture's sense of time. Levine, who has devoted his career to studying time and the pace of life, takes us on an enchanting tour of time through the ages and around the world. As he recounts his unique experiences with humor and deep insight, we travel with him to Brazil, where to be three hours late is perfectly acceptable, and to Japan, where he finds a sense of the long-term that is unheard of in the West. We visit communities in the United States and find that population size affects the pace of life—and even the pace of walking. We travel back in time to ancient Greece to examine early clocks and sundials, then move forward through the centuries to the beginnings of "clock time" during the Industrial Revolution. We learn that there are places in the world today where people still live according to "nature time," the rhythm of the sun and the seasons, and "event time," the structuring of time around happenings (when you want to make a late appointment in Burundi, you say, "I'll see you when the cows come in"). Levine raises some fascinating questions. How do we use our time? Are we being ruled by the clock? What is this doing to our cities? To our relationships? To our own bodies and psyches? Are there decisions we have made without conscious choice? Alternative tempos we might prefer? Perhaps, Levine argues, our goal should be to try to live in a "multitemporal" society, one in which we learn to move back and forth among nature time, event time, and clock time. In other words, each of us must chart our own geography of time. If we can do that, we will have achieved temporal prosperity.

In *Pressed for Time*, Judy Wajcman explains why we immediately interpret our experiences with digital technology as inexorably accelerating everyday life. She argues that we are not mere hostages to communication devices, and the sense of always being rushed is the result of the priorities and parameters we ourselves set rather than the machines that help us set them."--Jacket.

Out-innovate, outsmart and outmaneuver your competitors with tactics from the CEO of TrendHunter.com, Jeremy Gutsche. In our world of chaos and change, what are you overlooking? If you knew the answer, you'd be a better innovator, better manager, and better investor. This book will make you better by teaching you how to overcome neurological traps that block successful people, like you, from realizing your full potential. Then, it will make you faster by teaching you 6 patterns of opportunity: Convergence, Divergence, Cyclicity, Redirection, Reduction and Acceleration. Each pattern you'll learn is a repeatable shortcut that has created fortunes for ex-criminals, reclusive billionaires, disruptive CEOs and ordinary people who unexpectedly made it big. In an unparalleled study of 250,000 ideas, Jeremy and his TrendHunter.com team have leveraged their 100,000,000 person audience to study what actually causes opportunity: data-driven research that was never before possible. The result is a series of frameworks battle-tested with several hundred brands, and top executives at some of the most successful companies in the world who rely on Jeremy to accelerate their hunt for ideas. *Better and Faster* will help you learn to see patterns and clues wherever you look that will put you on the smarter, easier path to finding those breakthrough ideas, faster.

A bold exploration and call-to-arms over the widening gap between AI, automation, and big data—and our ability to deal with its effects We are living in the first exponential age. High-tech innovations are created at dazzling speeds; technological forces we barely understand remake our homes and workplaces; centuries-old tenets of politics and economics are upturned by new technologies. It all points to a world that is getting faster at a dizzying pace. Azeem Azhar, renowned technology analyst and host of the *Exponential View* podcast, offers a revelatory new model for understanding how technology is evolving so fast, and why it fundamentally alters the world. He roots his analysis in the idea of an "exponential gap" in which technological developments rapidly outpace our society's ability to catch up. Azhar shows that this divide explains many problems of our time—from political polarization to ballooning inequality to unchecked corporate power. With stunning clarity of vision, he delves into how the exponential gap is a near-inevitable consequence of the rise of AI, automation, and other exponential technologies, like renewable energy, 3D printing, and synthetic biology, which loom over the horizon. And he offers a set of policy solutions that can prevent the growing exponential gap from fragmenting, weakening, or even destroying our societies. The result is a wholly new

way to think about technology, one that will transform our understanding of the economy, politics, and the future.

From the author of the critically-acclaimed novel, *I'd Walk with My Friends If I Could Find Them*, Jesse Goolsby's *Acceleration Hours* is a haunting collection of narratives about families, life, and loss during America's twenty-first-century forever wars. Set across the mountain west of the United States, these fierce, original, and compelling stories illuminate the personal search for human connection and intimacy. From a stepfather's grief to an AWOL soldier and her journey of reconciliation to a meditation on children, violence, and hope, *Acceleration Hours* is an intense and necessary portrayal of the many voices living in a time of perpetual war.

*Dialogue Concerning the Two New Sciences* was a 1632 bestselling book by Galileo Galilei which discussed the Copernican system and the traditional Ptolemaic system of the universe. In 1633, Galileo was convicted of heresy because of the book. It was placed on the Index of Forbidden Books after his conviction.

The world's most trusted guide for leaders in transition *Transitions* are a critical time for leaders. In fact, most agree that moving into a new role is the biggest challenge a manager will face. While transitions offer a chance to start fresh and make needed changes in an organization, they also place leaders in a position of acute vulnerability. Missteps made during the crucial first three months in a new role can jeopardize or even derail your success. In this updated and expanded version of the international bestseller *The First 90 Days*, Michael D. Watkins offers proven strategies for conquering the challenges of transitions—no matter where you are in your career. Watkins, a noted expert on leadership transitions and adviser to senior leaders in all types of organizations, also addresses today's increasingly demanding professional landscape, where managers face not only more frequent transitions but also steeper expectations once they step into their new jobs. By walking you through every aspect of the transition scenario, Watkins identifies the most common pitfalls new leaders encounter and provides the tools and strategies you need to avoid them. You'll learn how to secure critical early wins, an important first step in establishing yourself in your new role. Each chapter also includes checklists, practical tools, and self-assessments to help you assimilate key lessons and apply them to your own situation. Whether you're starting a new job, being promoted from within, embarking on an overseas assignment, or being tapped as CEO, how you manage your transition will determine whether you succeed or fail. Use this book as your trusted guide.

Discusses how technology has transformed the modern world through a series of essays that examine recent technological developments, the hype surrounding the electronic world, and the implications and opportunities of technology.

A New York Times Bestseller, One of The Wall Street Journal's "10 Books to Read Now," and One of Kirkus Reviews's Best Nonfiction Books of Year We all sense it—something big is going on. You feel it in your workplace. You feel it when you talk to your kids. You can't miss it when you read the newspapers or watch the news. Our lives are being transformed in so many realms all at once—and it is dizzying. In *Thank You for Being Late*, version 2.0, with a new afterword, Thomas L. Friedman exposes the tectonic movements that are reshaping the world today and explains how to get the most out of them and cushion their worst impacts. His thesis: to understand the twenty-first century, you need to understand that the planet's three largest forces—Moore's law (technology), the Market (globalization), and Mother Nature (climate change and biodiversity loss)—are accelerating all at once. These accelerations are transforming five key realms: the workplace, politics, geopolitics, ethics, and community. The year 2007 was the major inflection point: the release of the iPhone, together with advances in silicon chips, software, storage, sensors, and networking, created a new technology platform that is reshaping everything from how we hail a taxi to the fate of nations to our most intimate relationships. It is providing vast new opportunities for individuals and small groups to save the world—or to destroy it. With his trademark vitality, wit, and optimism, Friedman shows that we can overcome the multiple stresses of an age of accelerations—if we slow down, if we dare to be late and use the time to reimagine work, politics, and community. *Thank You for Being Late* is an essential guide to the present and the future.

Gleick examines the phenomenon of "hurry sickness" that has taken hold of today's society through cell phones, computers, faxes and remote controls. Illustrations.

The driving cultural force of that form of life we call 'modern' is the desire to make the world controllable. Yet it is only in encountering the uncontrollable that we really experience the world – only then do we feel touched, moved and alive. A world that is fully known, in which everything has been planned and mastered, would be a dead world. Our lives are played out on the border between what we can control and that which lies outside our control. But because we late-modern human beings seek to make the world controllable, we tend to encounter the world as a series of objects that we have to conquer, master or exploit. And precisely because of this, 'life,' the experience of feeling alive and truly encountering the world, always seems to elude us. This in turn leads to frustration, anger and even despair, which then manifest themselves in, among other things, acts of impotent political aggression. For Rosa, to encounter the world and achieve resonance with it requires us to be open to that which extends beyond our control. The outcome of this process cannot be predicted, and this is why moments of resonance are always concomitant with moments of uncontrollability. This short book – the sequel to Rosa's path-breaking work on social acceleration and resonance – will be of great interest students and scholars in sociology and the social sciences and to anyone concerned with the nature of modern social life.

Describes how organizations can learn to move swiftly to accommodate change while still providing the necessary structures that nurture employees and long-term success.

**PROMOTED:** The Proven Career Acceleration Formula To Reach The Top Without Working Harder Or Playing Office Politics Would you like to make \$10,000 more next year? How about \$20,000... \$30,000? Do you want to be mentored by VP's, CEO's and former CEO's? Do you want to have hiring managers and top recruiters fighting over you? Can you afford 10 minutes a day to get promoted in 12 months? Do you want these results without having to be a sleazy networker or play office politics? Have you ever wondered why, despite doing what you consider to be the "right things" in your career, you're not achieving the results you know you deserve? In his highly-anticipated book, **PROMOTED: The Proven Career Acceleration Formula To Reach The Top Without Working Harder Or Playing Office Politics**, you'll learn Bozi's unconventional strategy to get you the career results you have always desired. His unique Career Acceleration Formula is the only strategy out there today that's helped unemployed graduates get their dream job and helped grizzled corporate veterans reignite their career. Advancing your career is SIMPLE if you have a proven strategy, a formula you can use over and over again. Inside **PROMOTED**, Bozi shares the exact, step-by-step strategy that he used to achieve his amazing results, and that he teaches to top executives around the globe. As your trusted mentor, Bozi spotlights what you've been doing wrong, and he'll shatter some of your most cherished beliefs about your career. Then get ready for the magic. Along your career acceleration journey, you'll learn: Why entering the 10% club and leaving the 90% crowd behind is the only way to be immune from changing market conditions. How a conventional approach will get conventional results, but an unconventional strategy will yield

unconventional results. The traits companies are looking for in their top employees. The 6-step strategy to promotion, a system that's helped thousands of students obtain the career success they've always desired (using the Career Acceleration Formula, which is Mindset x Value x Leverage). How adapting a Career Fast Track Mindset will give you an unfair advantage over everyone else, increase the value you bring to your organization, and increase your career acceleration leverage. The importance of having an influential person as your mentor. Specific case studies from Bozi's students who have implemented his strategies, only to achieve their own meteoric results. PROMOTED is for you if: You are an ambitious professional working for a medium or large-sized organization and you are failing to progress in your career at the pace you want. You want to advance your career and are tired of being left behind. You are tired of having your career stall, of seeing others in your organization pass you by. You want to rapidly advance your career, kick-start your success, and are willing to put in a little bit of work to make it happen. You are ready and willing to take action and implement what you learn. By following traditional career advice, you're missing out on 70% of available jobs out there, and competing with 90% of job candidates for the left over 30% of the jobs. Make the decision to take action right now, change your situation, not procrastinate anymore about your career, hoping that you'll finally land that promotion you've been working towards for years. Instead you can identify your perfect job role, and take massive action obtain it within 6-12 months. PROMOTED will help get you there. Bozi's career acceleration formula is used by thousands of achievers from 20+ countries, working for companies like Google, Cisco, JP Morgan & Ford.

Too often, students who fail a grade or a course receive remediation that ends up widening rather than closing achievement gaps. According to veteran classroom teacher and educational consultant Suzy Pepper Rollins, the true answer to supporting struggling students lies in acceleration. In *Learning in the Fast Lane*, she lays out a plan of action that teachers can use to immediately move underperforming students in the right direction and differentiate instruction for all learners—even those who excel academically. This essential guide identifies eight high-impact, research-based instructional approaches that will help you

- \* Make standards and learning goals explicit to students.
- \* Increase students' vocabulary—a key to their academic success.
- \* Build students' motivation and self-efficacy so that they become active, optimistic participants in class.
- \* Provide rich, timely feedback that enables students to improve when it counts.
- \* Address skill and knowledge gaps within the context of new learning.

Students deserve no less than the most effective strategies available. These hands-on, ready-to-implement practices will enable you to provide all students with compelling, rigorous, and engaging learning experiences.

Use data, technology, and inbound selling to build a remarkable team and accelerate sales The Sales Acceleration Formula provides a scalable, predictable approach to growing revenue and building a winning sales team. Everyone wants to build the next \$100 million business and author Mark Roberge has actually done it using a unique methodology that he shares with his readers. As an MIT alum with an engineering background, Roberge challenged the conventional methods of scaling sales utilizing the metrics-driven, process-oriented lens through which he was trained to see the world. In this book, he reveals his formulas for success. Readers will learn how to apply data, technology, and inbound selling to every aspect of accelerating sales, including hiring, training, managing, and generating demand. As SVP of Worldwide Sales and Services for software company HubSpot, Mark led hundreds of his employees to the acquisition and retention of the company's first 10,000 customers across more than 60 countries. This book outlines his approach and provides an action plan for others to replicate his success, including the following key elements: Hire the same successful salesperson every time — The Sales Hiring Formula Train every salesperson in the same manner — The Sales Training Formula Hold salespeople accountable to the same sales process — The Sales Management Formula Provide salespeople with the same quality and quantity of leads every month — The Demand Generation Formula Leverage technology to enable better buying for customers and faster selling for salespeople Business owners, sales executives, and investors are all looking to turn their brilliant ideas into the next \$100 million revenue business. Often, the biggest challenge they face is the task of scaling sales. They crave a blueprint for success, but fail to find it because sales has traditionally been referred to as an art form, rather than a science. You can't major in sales in college. Many people question whether sales can even be taught. Executives and entrepreneurs are often left feeling helpless and hopeless. The Sales Acceleration Formula completely alters this paradigm. In today's digital world, in which every action is logged and masses of data sit at our fingertips, building a sales team no longer needs to be an art form. There is a process. Sales can be predictable. A formula does exist.

"The Speed Encyclopedia is a comprehensive training strategy designed primarily for serious team sport athletes looking to maximize their speed and athletic potential. This unique "no-nonsense" approach will openly challenge conventional wisdom on the topic and leave absolutely no stone left uncovered, in an honest attempt to discover and disclose the scientific truth for how to make you or your athletes faster. Inside you will witness many years worth of research that is highly controversial, yet highly objective. This system has been successfully utilized by athletes all over the country of all sport types from the youth to professional ranks. If you are looking for a proven program that will deliver "fast" results in both the short and long-term, than I can assure you this book is for you!"

High school phenomenon Allyson Felix used this strength training system to run the fastest 200 meters in the world in 2003. Based upon physiology and physics, it incorporates the most recent studies in running mechanics. This training program will dramatically increase running speed, jumping height and muscle power for all athletes.

'An utterly dazzling book, the best piece of history I have read for a long time' Jerry Brotton, author of *A History of the World in Twelve Maps* 'Not merely an horologist's delight, but an ingenious meditation on the nature and symbolism of time-keeping itself' Richard Holmes Since the dawn of civilisation, we have kept time. But time has always been against us. From the city sundials of ancient Rome to the era of the smartwatch, clocks have been used throughout history to wield power, make money, govern citizens and keep control. Sometimes, also with clocks, we have fought back. In *About Time*, time expert David Rooney tells the story of timekeeping, and how it continues to shape our modern world. In twelve chapters, demarcated like the hours of time, we meet the greatest inventions in horological history, from medieval water clocks to monumental sundials, and from coastal time signals to satellites in earth's orbit. We discover how clocks have helped us navigate the world, build empires and even taken us to the brink of destruction. Over the course of this global journey Rooney demonstrates how each of these clocks has shone a spotlight onto human civilisation, and shows us the very real effects clocks continue to have on everything from capitalism, to politics, to our very identity. This is the story of time. And the story of time is the story of us.

From the bestselling author of the acclaimed *Chaos* and *Genius* comes a thoughtful and provocative exploration of the big ideas of the modern era: Information, communication, and information theory. Acclaimed science writer James Gleick presents an eye-opening vision of how our relationship to information has transformed the very nature of human consciousness. A fascinating intellectual journey through the history of communication and information, from the language of Africa's talking drums to the invention of written alphabets; from the electronic transmission of code to the origins of information theory, into the new information age and the current deluge of news, tweets, images, and blogs. Along the way, Gleick profiles key innovators, including Charles Babbage, Ada Lovelace, Samuel Morse, and Claude Shannon, and reveals how our understanding of information is transforming not only how we look at the world, but how we live. A New York Times Notable Book A Los Angeles Times and Cleveland Plain Dealer Best Book of the Year Winner of the PEN/E. O. Wilson Literary Science Writing Award

How has the way we spend our time changed over the last fifty years? Are we really working more, sleeping less and addicted to our phones? What does this mean for our health, wealth and happiness? Everything we do happens in time and it feels like our lives are busier than ever before. Yet a detailed look at our daily activities reveals some surprising truths about the social and economic structure of the world we live in. This book delves into the unrivalled data collection and expertise of the Centre for Time Use Research to explore fifty-five years of change and what it means for us today.

The end of our high-growth world was underway well before COVID-19 arrived. In this powerful and timely argument, Danny Dorling demonstrates the benefits of a larger, ongoing societal slowdown. Drawing from an incredibly rich trove of global data, this groundbreaking book reveals that human progress has been slowing down since the early 1970s. Danny Dorling uses compelling visualizations to illustrate how fertility rates, growth in GDP per person, and even the frequency of new social movements have all steadily declined over the last few generations. Perhaps most surprising of all is the fact that even as new technologies frequently reshape our everyday lives and are widely believed to be propelling our civilization into new and uncharted waters, the rate of technological progress is also rapidly dropping. Rather than lament this turn of events, Dorling embraces it as a moment of promise and a move toward stability, and he notes that many of the older great strides in progress that have defined recent history also brought with them widespread warfare, divided societies, and massive inequality.

From Newton to Einstein is a book devoted to classical mechanics. "Classical" here includes the theory of special relativity as well because, as argued in the book, it is essentially Newtonian mechanics extended to very high speeds. This information is expanded from the author's popular Q&A website, a site aimed primarily at general readers who are curious about how physics explains the workings of the world. Hence, the answers emphasize concepts over formalism, and the mathematics is kept to a minimum. Students new to physics will find discussion and quantitative calculations for areas often neglected in introductory courses (e.g. air drag and non-inertial frames). The author gives us a more intuitive approach to special relativity than normally taught in introductory courses. One chapter discusses general relativity in a completely non-mathematical way emphasizing the equivalence principle and the generalized principle of relativity; the examples in this chapter can offer a new slant on applications of classical mechanics. Another chapter is devoted to the physics of computer games, sci-fi, superheroes, and super weapons for those interested in the intersection of popular culture and science. Professional scientists will find topics that they may find amusing and, in some cases, everyday applications that they had not thought of. Brief tutorials are given for essential concepts (e.g. Newton's laws) and appendices give technical details for the interested reader.

Winner of the Shingo Publication Award Accelerate your organization to win in the marketplace. How can we apply technology to drive business value? For years, we've been told that the performance of software delivery teams doesn't matter—that it can't provide a competitive advantage to our companies. Through four years of groundbreaking research to include data collected from the State of DevOps reports conducted with Puppet, Dr. Nicole Forsgren, Jez Humble, and Gene Kim set out to find a way to measure software delivery performance—and what drives it—using rigorous statistical methods. This book presents both the findings and the science behind that research, making the information accessible for readers to apply in their own organizations. Readers will discover how to measure the performance of their teams, and what capabilities they should invest in to drive higher performance. This book is ideal for management at every level.

"At a time when many Americans . . . are engaged in deep reflection about the meaning of the nation's history [this] is an exceptionally useful companion for those who want to do so with honesty and integrity." —Shelf Awareness From the author of *How to Think and The Pleasures of Reading in an Age of Distraction*, a literary guide to engaging with the voices of the past to stay sane in the present W. H. Auden once wrote that "art is our chief means of breaking bread with the dead." In his brilliant and compulsively readable new treatise, *Breaking Bread with the Dead*, Alan Jacobs shows us that engaging with the strange and wonderful writings of the past might help us live less anxiously in the present—and increase what Thomas Pynchon once called our "personal density." Today we are battling too much information in a society changing at lightning speed, with algorithms aimed at shaping our every thought—plus a sense that history offers no resources, only impediments to overcome or ignore. The modern solution to our problems is to surround ourselves only with what we know and what brings us instant comfort. Jacobs's answer is the opposite: to be in conversation with, and challenged by, those from the past who can tell us what we never thought we needed to know. What can Homer teach us about force? How does Frederick Douglass deal with the massive blind spots of America's Founding Fathers? And what can we learn from modern authors who engage passionately and profoundly with the past? How can Ursula K. Le Guin show us truths about Virgil's female characters that Virgil himself could never have seen? In *Breaking Bread with the Dead*, a gifted scholar draws us into close and sympathetic engagement with texts from across the ages, including the work of Anita Desai, Henrik Ibsen, Jean Rhys, Simone Weil, Edith Wharton, Amitav Ghosh, Claude Lévi-Strauss, Italo Calvino, and many more. By hearing the voices of the past, we can expand our consciousness, our sympathies, and our wisdom far beyond what our present moment can offer. Stuck working in the lost and found of the Toronto Transit Authority for the summer, seventeen-year-old Duncan finds the diary of a serial killer and sets out to stop him.

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