Alexander Osterwalder, Yves Pigneur, Gregory Bernarda, Alan Smith

Value Proposition Design Alexander Osterwalder, Yves Pigneur, Gregory Bernarda.Alan Smith.2015-01-28 The authors of the international bestseller Business Model Generation explain how to create value propositions customers can't resist Value Proposition Design helps you tackle the core challenge of every business - creating compelling products and services customers want to buy. This highly practical book, paired with its online companion, will teach you the processes and tools you need to create products that sell. Using the same stunning visual format as the authors' global bestseller, Business Model Generation, this sequel explains how to use the "Value Proposition Canvas" to design, test, create, and manage products and services customers actually want. Value Proposition Design is for anyone who has been frustrated by new product meetings based on hunches and intuitions; it's for anyone who has watched an expensive new product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book gives you exclusive access to an online companion on Strategyzer.com. You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. Value Proposition Design is an essential companion to the "Business Model Canvas" from Business Model Generation, a tool embraced globally by

startups and large corporations such as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. Value Proposition Design gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models.

Never Let Me Go Sachin Garg, 2012

How Propaganda Works Jason Stanley, 2015-05-26 How propaganda undermines democracy and why we need to pay attention Our democracy today is fraught with political campaigns, lobbyists, liberal media, and Fox News commentators, all using language to influence the way we think and reason about public issues. Even so, many of us believe that propaganda and manipulation aren't problems for us-not in the way they were for the totalitarian societies of the mid-twentieth century. In How Propaganda Works, Jason Stanley demonstrates that more attention needs to be paid. He examines how propaganda operates subtly, how it undermines democracy-particularly the ideals of democratic deliberation and equality-and how it has damaged democracies of the past. Focusing on the shortcomings of liberal democratic states, Stanley provides a historically grounded introduction to democratic political theory as a window into the misuse of democratic vocabulary for propaganda's selfish purposes. He lays out historical examples, such as the restructuring of the US public school system at the turn of the twentieth century, to explore how the language of democracy is sometimes used to mask an undemocratic reality. Drawing from a range of sources, including feminist

theory, critical race theory, epistemology, formal semantics, educational theory, and social and cognitive psychology, he explains how the manipulative and hypocritical declaration of flawed beliefs and ideologies arises from and perpetuates inequalities in society, such as the racial injustices that commonly occur in the United States. How Propaganda Works shows that an understanding of propaganda and its mechanisms is essential for the preservation and protection of liberal democracies everywhere.

<u>Tropical Attire Encouraged (and Other Phrases That Scare Me)</u> Alison Rosen,2018-04-10

The Art of Being Human Michael Wesch, 2018-08-07 Anthropology is the study of all humans in all times in all places. But it is so much more than that. Anthropology requires strength, valor, and courage, Nancy Scheper-Hughes noted. Pierre Bourdieu called anthropology a combat sport, an extreme sport as well as a tough and rigorous discipline. ... It teaches students not to be afraid of getting one's hands dirty, to get down in the dirt, and to commit yourself, body and mind. Susan Sontag called anthropology a heroic profession. What is the payoff for this heroic journey? You will find ideas that can carry you across rivers of doubt and over mountains of fear to find the the light and life of places forgotten. Real anthropology cannot be contained in a book. You have to go out and feel the world's jagged edges, wipe its dust from your brow, and at times, leave your blood in its soil. In this unique book, Dr. Michael Wesch shares many of his own adventures of being an anthropologist and what the science of human beings can tell us about the art of being human. This special first draft edition is a loose framework for more and more complete future chapters and writings. It serves as a companion to anth101.com, a free and open resource for instructors of cultural anthropology. This 2018 text is a revision of the first draft edition from 2017 and includes 7 new chapters.

The War on Normal People Andrew Yang, 2018-04-03 The New York Times bestseller from CNN Political Commentator and 2020 former Democratic presidential candidate Andrew Yang, this thought-provoking and prescient call-to-action outlines the urgent steps America must take, including Universal Basic Income (UBI), to stabilize our economy amid rapid technological change and automation. The shift toward automation is about to create a tsunami of unemployment. Not in the distant future--now. One recent estimate predicts 45 million American workers will lose their jobs within the next twelve years--jobs that won't be replaced. In a future marked by restlessness and chronic unemployment, what will happen to American society? In The War on Normal People, Andrew Yang paints a dire portrait of the American economy. Rapidly advancing technologies like artificial intelligence, robotics and automation software are making millions of Americans' livelihoods irrelevant. The consequences of these trends are already being felt across our communities in the form of political unrest, drug use, and other social ills. The future looks dire-but is it unavoidable?

In The War on Normal People, Yang imagines a different future--one in which having a job is distinct from the capacity to prosper and seek fulfillment. At this vision's core is Universal Basic Income, the concept of providing all citizens with a guaranteed income-and one that is rapidly gaining popularity among forward-thinking politicians and economists. Yang proposes that UBI is an essential step toward a new, more durable kind of economy, one he calls human capitalism.

The Seven Principles for Making Marriage Work John Gottman, PhD, Nan Silver, 2015-05-05 NEW YORK TIMES BESTSELLER • Over a million copies sold! "An eminently practical quide to an emotionally intelligent-and longlasting-marriage."-Daniel Goleman, author of Emotional Intelligence The Seven Principles for Making Marriage Work has revolutionized the way we understand, repair, and strengthen marriages. John Gottman's unprecedented study of couples over a period of years has allowed him to observe the habits that can make-and break-a marriage. Here is the culmination of that work: the seven principles that guide couples on a path toward a harmonious and long-lasting relationship. Straightforward yet profound, these principles teach partners new approaches for resolving conflicts, creating new common ground, and achieving greater levels of intimacy. Gottman offers strategies and resources to help couples collaborate more effectively to resolve any problem, whether dealing with issues related to sex, money, religion, work, family, or anything else. Packed with new exercises and the latest research out of the

esteemed Gottman Institute, this revised edition of The Seven Principles for Making Marriage Work is the definitive guide for anyone who wants their relationship to attain its highest potential.

Sacred Cows Danielle Teller, Astro Teller, 2014-07-01 A husband-and-wife doctor team offers fresh and startling perspective on one of our most cherished and misunderstood institutions. Drs. Astro and Danielle Teller know better than most that finding the right partner in life doesn't always happen the first time around. Through their own divorces they learned how widely held cultural assumptions and misinformation that nobody thinks to guestion-what they refer to as "sacred cows"-create unnecessary heartache for people who are already suffering through a terrible time. Do you think, for example, that the divorce rate in the United States is rising? Or that children are harmed by divorce? Most people do, but it turns out that neither of these notions is supported by the data. Combining the rigor that has established them as leaders in their respective fields along with a dose of good-natured humor, the Tellers ask readers to take a fresh look at seven common sacred cows: the Holy Cow, the Expert Cow, the Selfish Cow, the Defective Cow, the Innocent Victim Cow, the One True Cow, and the Other Cow. This is not a book that is "for" marriage or "for" divorce, but "for" the freedom to decide how to live most honestly and happily either as part of a couple or a single person.

The Second Machine Age: Work, Progress, and Prosperity in a Time of

Brilliant Technologies Erik Brynjolfsson, Andrew McAfee, 2014-01-20 A pair of technology experts describe how humans will have to keep pace with machines in order to become prosperous in the future and identify strategies and policies for business and individuals to use to combine digital processing power with human ingenuity.

People of the Rainbow Michael I. Niman,1997 A fictional re-creation of a day in the life of a Rainbow character named Sunflower begins the book, illustrating events that might typically occur at an annual North American Rainbow Gathering. Using interviews with Rainbows, content analysis of media reports, participant observation, and scrutiny of government documents relating to the group, Niman presents a complex picture of the Family and its relationship to mainstream culture - called Babylon by the Rainbows. Niman also looks at internal contradictions within the Family and examines members' problematic relationship with Native Americans, whose culture and spiritual beliefs they have appropriated.

Lockdown America Christian Parenti,2000 Lockdown America documents the horrors and absurdities of militarized policing, prisons, a fortified border, and the war on drugs. Its accessible and vivid prose makes clear the links between crime and politics in a period of gathering economic crisis.

Simple and Usable Web, Mobile, and Interaction Design Giles Colborne,2010-09-16 In a complex world, products that are easy to use win favor with consumers. This is the first book on the topic of simplicity aimed specifically at interaction designers. It shows how to drill down and simplify user experiences when designing digital tools and applications. It begins by explaining why simplicity is attractive, explores the laws of simplicity, and presents proven strategies for achieving simplicity. Remove, hide, organize and displace become guidelines for designers, who learn simplicity by seeing before and after examples and case studies where the results speak for themselves.

Never Eat Alone Keith Ferrazzi, Tahl Raz, 2014-06-05 An updated and expanded edition of the runaway bestseller Never Eat Alone by Keith Ferrazzi Proven advice on networking for success: over 400,000 copies sold. As Keith Ferrazzi discovered early in life, what distinguishes highly successful people from everyone else is the way they use the power of relationships - so that everyone wins. His form of connecting to the world around him is based on generosity and he distinguishes genuine relationship-building from the crude, desperate glad-handling usually associated with 'networking'. In Never Eat Alone, Ferrazzi lays out the specific steps - and inner mindset - he uses to reach out to connect with the thousands of colleagues, friends, and associates on his Rolodex, people he has helped and who have helped him. He then distills his system of reaching out to people into practical, proven principles. Keith Ferrazzi is founder and CEO of Ferrazzi Greenlight, a marketing and sales consulting company. He is the author of the #1 New York Times bestseller Who's Got Your Back and has been a contributor to Inc.. the

Wall Street Journal, and Harvard Business Review. Previously, he was CMO of Deloitte Consulting and at Starwood Hotels & Resorts, and CEO of YaYa media. He lives in Los Angeles and New York.

Pound the Stone Joshua Medcalf.2017-05-02 There's a secret to mastery that you may have never heard, a single little thing that only the very best in the world know how to do. In fact, I believe it is the only thing anyone can do to gain true mastery at anything, and it's an equal opportunity principle. It can be applied to fulfill your potential in business, in sports, in your relationships, as well as your overall life. Do you want to know what it is? In the crowd, Jason leaned forward, laser focused. Kicked off his basketball team after a season-ending fight, his only chance to play ball again was to sell enough books door-to-door over the summer to get back on the team. He never needed wisdom like he needed it now. But little did he know that the answer he was seeking was about to change his life forever... Pound The Stone is the intense and inspiring story of a young man's journey through the obstacles, defeats, and eventual victories that come while developing grit on the path to mastery. Told in the same engaging fable style as Chop Wood Carry Water, this is a deeper dive into the timeless principles that guide and inspire anyone who seeks greatness in life, and covers everything from true success, to the perfection trap, the value of failure, why courage is contagious, and why vulnerability can save your life. Pound The Stone will move you, inspire you, and hopefully encourage you to choose love and courage

over fear and shame.

I Love Jesus. But I Want to Die Sarah J. Robinson. 2021-05-11 A compassionate, shame-free quide for your darkest days "A one-of-a-kind book . . . to read for yourself or give to a struggling friend or loved one without the fear that depression and suicidal thoughts will be minimized, medicalized or over-spiritualized."-Kay Warren, cofounder of Saddleback Church What happens when loving Jesus doesn't cure you of depression, anxiety, or suicidal thoughts? You might be crushed by shame over your mental illness, only to be told by well-meaning Christians to "choose joy" and "pray more." So you beg God to take away the pain, but nothing eases the ache inside. As darkness lingers and color drains from your world, you're left wondering if God has abandoned you. You just want a way out. But there's hope. In I Love Jesus, But I Want to Die, Sarah J. Robinson offers a healthy, practical, and shame-free guide for Christians struggling with mental illness. With unflinching honesty, Sarah shares her story of battling depression and fighting to stay alive despite toxic theology that made her afraid to seek help outside the church. Pairing her own story with scriptural insights, mental health research, and simple practices, Sarah helps you reconnect with the God who is present in our deepest anguish and discover that you are worth everything it takes to get better. Beautifully written and full of hard-won wisdom, I Love Jesus, But I Want to Die offers a path toward a rich, hopefilled life in Christ, even when healing doesn't look like what you expect.

Business Model Generation Alexander Osterwalder, Yves Pigneur, 2013-02-01 Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 Business Model Canvas practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to the business model generation!

Of Green Illusions Clifton Lopez,

Detransition, Baby Torrey Peters, 2021-01-12 NATIONAL BESTSELLER • The lives of three women-transgender and cisgender-collide after an unexpected pregnancy forces them to confront their deepest desires in "one of the most celebrated novels of the year" (Time) "Reading this novel is like holding a live wire in your hand."-Vulture Named one of the Best Books of the Year by more than twenty publications, including The New York Times Book Review, Entertainment Weekly, NPR, Time, Vogue, Esquire, Vulture, and Autostraddle PEN/Hemingway Award Winner • Finalist for the Lambda Literary Award, the National Book Critics Circle Award, and the Gotham Book Prize • Longlisted for The Women's Prize • Roxane Gay's Audacious Book Club Pick • New York Times Editors' Choice Reese almost had it all: a loving relationship with Amy, an apartment in New York City, a job she didn't hate. She had scraped together what previous generations of trans women could only dream of: a life of mundane, bourgeois comforts. The only thing missing was a child. But then her girlfriend, Amy, detransitioned and became Ames, and everything fell apart. Now Reese is caught in a self-destructive pattern: avoiding her loneliness by sleeping with married men. Ames isn't happy either. He thought detransitioning to live as a man would make life easier, but that decision cost him his relationship with Reese-and losing her meant losing his only family. Even though their romance is over, he longs to find a way back to her. When Ames's boss and lover, Katrina, reveals that she's pregnant with

his baby—and that she's not sure whether she wants to keep it—Ames wonders if this is the chance he's been waiting for. Could the three of them form some kind of unconventional family—and raise the baby together? This provocative debut is about what happens at the emotional, messy, vulnerable corners of womanhood that platitudes and good intentions can't reach. Torrey Peters brilliantly and fearlessly navigates the most dangerous taboos around gender, sex, and relationships, gifting us a thrillingly original, witty, and deeply moving novel.

The Professor Is In Karen Kelsky,2015-08-04 The definitive career guide for grad students, adjuncts, post-docs and anyone else eager to get tenure or turn their Ph.D. into their ideal job Each year tens of thousands of students will, after years of hard work and enormous amounts of money, earn their Ph.D. And each year only a small percentage of them will land a job that justifies and rewards their investment. For every comfortably tenured professor or well-paid former academic, there are countless underpaid and overworked adjuncts, and many more who simply give up in frustration. Those who do make it share an important asset that separates them from the pack: they have a plan. They understand exactly what they need to do to set themselves up for success. They know what really moves the needle in academic job searches, how to avoid the all-too-common mistakes that sink so many of their peers, and how to decide when to point their Ph.D. toward other, nonacademic options. Karen Kelsky has made it her mission to help readers join the select few who get the most out of their Ph.D. As a former tenured professor and department head who oversaw numerous academic job searches, she knows from experience exactly what gets an academic applicant a job. And as the creator of the popular and widely respected advice site The Professor is In, she has helped countless Ph.D.'s turn themselves into stronger applicants and land their dream careers. Now, for the first time ever, Karen has poured all her best advice into a single handy guide that addresses the most important issues facing any Ph.D., including: -When, where, and what to publish -Writing a foolproof grant application -Cultivating references and crafting the perfect CV -Acing the job talk and campus interview -Avoiding the adjunct trap -Making the leap to nonacademic work, when the time is right The Professor Is In addresses all of these issues, and many more.

Running the Light Sam Tallent,2020-02-26 Debauched, divorced and courting death, Billy Ray Schafer is a comedian who has forgotten how to laugh. Over the course of seven spun-out days across the American Southwest, he travels from from hell gig to hell gig in search of a reason to keep living in this bleak and violent glimpse into the psyche of a thoroughly ruined man. Exinmate, ex-husband, ex-father - comedian is the only title Schafer has left. Trapped in the wreckage of his wasted career, Billy Ray knows the answer to the question: what happens when the opportunity doesn't come - or worse - it comes and goes? Discover tales of courage and bravery in Crafted by is empowering ebook, Unleash Courage in **Chris Gethard Paper People Free Paper Toy Download** . In a downloadable PDF format (*), this collection inspires and motivates. Download now to witness the indomitable spirit of those who dared to be brave.

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