

Writing Without Bullshit Boost Your Career By Saying What You Mean

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On Writing Stephen King 2012 In 1999, Stephen King began to write about his craft -- and his life. By midyear, a widely reported accident jeopardized the survival of both. And in his months of recovery, the link between writing and living became more crucial than ever. Rarely has a book on writing been so clear, so useful, and so revealing. *On Writing* begins with a mesmerizing account of King's childhood and his uncannily early focus on writing to tell a story. A series of vivid memories from adolescence, college, and the struggling years that led up to his first novel, *Carrie*, will afford readers a fresh and often very funny perspective on the formation of a writer. King next turns to the basic tools of his trade -- how to sharpen and multiply them through use, and how the writer must always have them close at hand. He takes the reader through crucial aspects of the writer's art and life, offering practical and inspiring advice on everything from plot and character development to work habits and rejection. Serialized in the *New Yorker* to vivid acclaim, *On Writing* culminates with a profoundly moving account of how King's overwhelming need to write spurred him toward recovery, and brought him back to his life. Brilliantly structured, friendly and inspiring, *On Writing* will empower--and entertain--everyone who reads it.

I Don't Want to Go to the Taj Mahal Charlie Hill 2020-09-08 A vision of drinking, drugs, culture, sex, politics and masculinity in the Midlands in the 1980s and 1990s. *I Don't Want to Go to the Taj Mahal* tells the story of its author, Charlie Hill, living in the Midlands in the 1980s and 1990s. In a series of vignettes, *I Don't Want to Go to the Taj Mahal* recounts Hill's experiences with work, identity, sex, politics, drugs, homelessness and dissolution, set against the backdrop of Birmingham at the end of the twentieth century.

From Good to Amazing Michael Serwa 2020-08-26

Empowered Josh Bernoff 2010-09-14 It's the new normal. Now all of your employees are Twittering away and friending clients on Facebook. Not to mention customers--who feel obligated to update your Wikipedia entry with product complaints. In this new world, dealing with empowered employees and customers --Insurgents -- is only going to get more challenging. Employees are using this technology in the workplace and customers are using it in the marketplace, and neither obey the rules you set up. This chaos is your future as a manager. You could try to shut it down and shut it off. Or you can harness it and reap the business benefits. According to Josh Bernoff and Ted Schadler of Forrester Research (the organization that brought you *Groundswell*), your defense against insurgents is to enable them. At its heart, this is a book about how to scale the management of insurgency, both the innovation of insurgent employees and the energy of insurgent customers. The key is a process Forrester calls E Triple S, for the four elements of managing insurgents effectively: empowering, selecting, scaling, and socializing. While it's based in current trends, the core concept of *Managing Insurgents* -- that the next management and innovation challenge is harnessing individuals empowered by mobile, social, and connected technology -- is a new idea. In the wake of *Groundswell*, dozens of social-technology-for-business books cropped up. And there are plenty of books on improving your customer service. But there's no serious business book about management, marketing, and innovation in the throes of this trend. When *Insurgency* hits, it will be perceived not just as a sequel to *Groundswell* but as the start of a new management philosophy.

How to be a Presentation God Scott Schwertly 2011-01-19 How to build, design, and deliver a fire-

breathing, wing-flapping, roar-bellowing behemoth of a presentation Unlike most presentation books that say the same things regarding presentation design and delivery (less is more, get rid of bullets and use images, emulate Steve Jobs, and so on), *How to Be a Presentation God* actually divulges step-by-step secrets for how to build, design, and deliver blockbuster presentations. By providing entertaining and clever presentation insights, veteran presenter Scott Schwertly gives you the in's and out's for presenting yourself, your business, and your cause with an easy-to-implement approach. Focuses on content, design, and delivery Author is a regular speaker at national and regional industry conferences such as PowerPoint Live and Presentation Camps, and is the founder of the award-winning Ethos3 Communications Author is the creator of an app, Present, that landed in the top-20 iPhone apps in the Business category on iTunes *How to be a Presentation God* will ensure that your presentations reach a new level of effectiveness.

Brand New Start Mainak Dhar 2021-01-18 Studying in college or business school and wondering what it takes to land your dream job? Early in your career and wondering how to set yourself up for success? Feeling off-track after just a couple of years of working and wondering how to find an opportunity that fits you better? If you find yourself nodding to any of these questions, then this is the book for you. *Brand New Start* teaches you that a lot of success at the start of your career hinges on how well you understand, articulate and present the most important brand you can work on. You. Combining the wisdom and experience of a CEO gained over two and a half decades in the corporate world with the accessible and engaging storytelling of a bestselling novelist, *Brand New Start* is a unique book. It will make you reflect, smile, rethink some things you've taken for granted, and ultimately equip you with practical advice on how to build a more authentic, more compelling and more differentiated personal brand as a cornerstone of your career success.

The Great Mental Models: General Thinking Concepts Farnam Street 2019-12-16 The old saying goes, "To the man with a hammer, everything looks like a nail." But anyone who has done any kind of project knows a hammer often isn't enough. The more tools you have at your disposal, the more likely you'll use the right tool for the job - and get it done right. The same is true when it comes to your thinking. The quality of your outcomes depends on the mental models in your head. And most people are going through life with little more than a hammer. Until now. *The Great Mental Models: General Thinking Concepts* is the first book in *The Great Mental Models* series designed to upgrade your thinking with the best, most useful and powerful tools so you always have the right one on hand. This volume details nine of the most versatile, all-purpose mental models you can use right away to improve your decision making, productivity, and how clearly you see the world. You will discover what forces govern the universe and how to focus your efforts so you can harness them to your advantage, rather than fight with them or worse yet- ignore them. Upgrade your mental toolbox and get the first volume today. AUTHOR BIOGRAPHY Farnam Street (FS) is one of the world's fastest growing websites, dedicated to helping our readers master the best of what other people have already figured out. We curate, examine and explore the timeless ideas and mental models that history's brightest minds have used to live lives of purpose. Our readers include students, teachers, CEOs, coaches, athletes, artists, leaders, followers, politicians and more. They're not defined by gender, age, income, or politics but rather by a shared passion for avoiding problems, making better decisions, and lifelong learning. AUTHOR HOME Ottawa, Ontario, Canada

Writing Without Bullshit Josh Bernoff 2016-09-13

Why I Write George Orwell 2021-01-01 George Orwell set out 'to make political writing into an art', and to a wide extent this aim shaped the future of English literature – his descriptions of authoritarian regimes helped to form a new vocabulary that is fundamental to understanding totalitarianism. While *1984* and *Animal Farm* are amongst the most popular classic novels in the English language, this new series of Orwell's essays seeks to bring a wider selection of his writing on politics and literature to a new readership. In *Why I Write*, the first in the *Orwell's Essays* series, Orwell describes his journey to becoming a writer, and his movement from writing poems to short stories to the essays, fiction and non-fiction we remember him for. He also discusses what he sees as the 'four great motives for writing' – 'sheer egoism', 'aesthetic enthusiasm', 'historical impulse' and 'political purpose' – and considers the importance of keeping these in balance. *Why I Write* is a unique opportunity to look into Orwell's mind, and it grants the reader an entirely different vantage point from which to consider the rest of the great writer's oeuvre. 'A writer who can – and must – be rediscovered with every age.' — Irish Times

The Mobile Mind Shift Ted Schadler 2014-06-24 Mobile has reprogrammed your customers' brains. Your

customers now turn to their smartphones for everything. What's tomorrow's weather? Is the flight on time? Where's the nearest store, and is this product cheaper there? Whatever the question, the answer is on the phone. This Pavlovian response is the mobile mind shift — the expectation that I can get what I want, anytime, in my immediate context. Your new battleground for customers is this mobile moment — the instant in which your customer is seeking an answer. If you're there for them, they'll love you; if you're not, you'll lose their business. Both entrepreneurial companies like Dropbox and huge corporations like Nestlé are winning in that mobile moment. Are you? Based on 200 interviews with entrepreneurs and major companies across the globe, *The Mobile Mind Shift* is the first book to explain how you can exploit mobile moments. You'll learn how to:

- Find your customer's most powerful mobile moments with a mobile moment audit.
- Master the IDEA Cycle, the business discipline for exploiting mobile. Align your business and technology teams in four steps: Identify, Design, Engineer, Analyze.
- Manufacture mobile moments as Krispy Kreme does — it sends a push notification when hot doughnuts are ready near you. Result: 500,000 app downloads, followed by a double-digit increase in same-store sales.
- Turn one-time product sales into ongoing services and engagement, as the Nest thermostat does. And master new business models, as Philips and Uber do. Find ways to charge more and create indelible customer loyalty.
- Transform your technology into systems of engagement. Engineer your business and technology systems to meet the ever-expanding demands of mobile. It's how Dish Network not only increased the efficiency of its installers but also created new on-the-spot upsell opportunities. Mobile is rapidly shifting your customers into a new way of thinking. You'll need your own mobile mind shift to respond.

This Is How You Pitch Ed Zitron 2013-10-20 So you want to work in PR? Does the idea of glamorous parties, open bars and rubbing elbows with the rich and famous sound like an exciting career for you? Then neither this book or a career in Public Relations are for you. This book will teach you all you need to know about public relations, from what to do on your first day at your desk to how to start your own PR agency. You'll learn the core skill of the business: pitching. It'll also tell you how to avoid becoming a buzzword-spitting automaton that the media will hate. Written by a PR veteran who has done it all - and made every mistake along the way - *This Is How You Pitch* is an honest, direct guidebook to Public Relations and how to survive your first years in the business and how to turn it into a prosperous, fulfilling career.

Branding Yourself Erik Deckers 2017-10-09 Want a new job or career? Need to demonstrate more value to customers or employers? Use today's hottest social media platforms to build the powerful personal brand that gets you what you want! In this completely updated book, Erik Deckers and Kyle Lacy help you use social media to and networking to advance your career, grow your business, and land new job opportunities. From LinkedIn to Facebook, now including Instagram and SnapChat, this book is packed with new techniques and ideas that are practical, easy, and effective. Deckers and Lacy show you how to supercharge all your business and personal relationships...demonstrate that you are the best solution to employers' or partners' toughest problems...become a recognized thought leader...and turn your online network into outstanding jobs, great projects, and a fulfilling, profitable career! Discover how to: Choose today's best social media tools for your personal goals Build an authentic storyline and online identity that gets you the right opportunities Make the most of Facebook, LinkedIn, and Twitter—and leverage new platforms like Snapchat and Instagram Build connections and prove expertise by sharing video on YouTube and Vimeo Find yourself on search engines and then optimize your personal online presence Promote your events, accomplishments, victories...and even defeats and lessons learned Integrate online and offline networking to get more from both Reach people with hiring authority and budgets on LinkedIn Use Twitter to share the ideas and passions that make you uniquely valuable Avoid “killer” social networking mistakes Leverage your online expert status to become a published author or public speaker Measure the success of your social media branding Get new projects or jobs through your online friends and followers

A Century of Spin David Miller 2008 --Uncovers the secret history of the PR industry-- This book charts the relentless rise of the public relations industry and how it has transformed our society. Revealing the roots of the PR movement in the years leading up to the First World War, it sh

How to Get Your Point Across in 30 Seconds Or Less Milo O. Frank 1987 GET YOUR LISTENER'S ATTENTION, KEEP HIS INTEREST, AND MAKE YOUR POINT -- ALL IN THIRTY SECONDS! Milo Frank, America's foremost business communications consultant, shows you how to:

- * Focus your objectives *
- Utilize the "hook" technique *
- Use the secrets of TV and advertising writers *
- Tell terrific anecdotes that

make your point * Shine in meetings, question-and-answer sessions, and more! Milo Frank's proven techniques give you the edge that successful people share -- the art of communicating quickly, precisely and powerfully!

Workplace Warrior Jordan Goldrich 2019-10-01 Are you a leader who has been called abrasive, aggressive, or even a bully? This book is written for—rather than about—you. You have probably noticed that many, if not most authors and speakers who deal with this subject refer to leaders like you with demeaning names, because they think you need to be more respectful. Jordan Goldrich challenges this irony—or perhaps hypocrisy—by recognizing that, in reality, you possess a warrior spirit that is crucial to the success of organizations in our current VUCA environment (volatility, uncertainty, complexity, and ambiguity). Goldrich acknowledges that (just like himself) these leaders are imperfect human beings whose leadership or communication styles can sometimes create a negative impact. But he also acknowledges an important truth—that they bring unique value to the workplace and to society. His challenge to you, in this book, is to become a better leader by measuring yourself against the greatest warriors on the planet: the Navy SEALs, the Green Berets, and the rest of the special operations community—because you have something in common with them. Like you, these heroes have an uncommon desire to succeed, are committed to taking charge, and are focused on accomplishing the mission. In addition, they commit to humbly serve and to place the welfare and security of others before their own. Goldrich shows you how to do the same. Some of the author's advice revolves around the clever use of the phrase, "The Least You Can Do." If you are interested in doing the least you can do to be both authentic and protect yourself in a politically correct, over-protective world, you will find what you need in *Workplace Warrior*. If, on the other hand, you want to do the least you can do in the sense that it is the right thing to do, you will find resources to authentically take your leadership to a higher level. Human resources executives, executive coaches, and people who work with and for leaders labeled as abrasive or bullies will find a unique perspective on these leaders' motivations and mindsets—and will then be able to do their part in building collaborative relationships with their colleagues.

HBR Guide to Better Business Writing (HBR Guide Series) Bryan A. Garner 2013-01-08 **DON'T LET YOUR WRITING HOLD YOU BACK.** When you're fumbling for words and pressed for time, you might be tempted to dismiss good business writing as a luxury. But it's a skill you must cultivate to succeed: You'll lose time, money, and influence if your e-mails, proposals, and other important documents fail to win people over. The *HBR Guide to Better Business Writing*, by writing expert Bryan A. Garner, gives you the tools you need to express your ideas clearly and persuasively so clients, colleagues, stakeholders, and partners will get behind them. This book will help you: • Push past writer's block • Grab—and keep—readers' attention • Earn credibility with tough audiences • Trim the fat from your writing • Strike the right tone • Brush up on grammar, punctuation, and usage

*Nobody Wants to Read Your Sh*t* Steven Pressfield 2016-06-12 There's a mantra that real writers know but wannabe writers don't. And the secret phrase is this: **NOBODY WANTS TO READ YOUR SH*T.** Recognizing this painful truth is the first step in the writer's transformation from amateur to professional. From Chapter Four: "When you understand that nobody wants to read your shit, you develop empathy. You acquire the skill that is indispensable to all artists and entrepreneurs—the ability to switch back and forth in your imagination from your own point of view as writer/painter/seller to the point of view of your reader/gallery-goer/customer. You learn to ask yourself with every sentence and every phrase: Is this interesting? Is it fun or challenging or inventive? Am I giving the reader enough? Is she bored? Is she following where I want to lead her?"

A Stranger's Journey David Mura 2018 Long recognized as a master teacher at writing programs like VONA, the Loft, and the Stonecoast MFA, with *A Stranger's Journey*, David Mura has written a book on creative writing that addresses our increasingly diverse American literature. Mura argues for a more inclusive and expansive definition of craft, particularly in relationship to race, even as he elucidates timeless rules of narrative construction in fiction and memoir. His essays offer technique-focused readings of writers such as James Baldwin, ZZ Packer, Maxine Hong Kingston, Mary Karr, and Garrett Hongo, while making compelling connections to Mura's own life and work as a Japanese American writer. In *A Stranger's Journey*, Mura poses two central questions. The first involves identity: How is writing an exploration of who one is and one's place in the world? Mura examines how the myriad identities in our changing contemporary canon have led to new challenges regarding both craft and pedagogy. Here, like Toni Morrison's *Playing in the Dark* or Jeff Chang's *Who We Be*, *A Stranger's Journey* breaks new ground in our understanding of the relationship between the issues of race, literature, and culture. The book's

second central question involves structure: How does one tell a story? Mura provides clear, insightful narrative tools that any writer may use, taking in techniques from fiction, screenplays, playwriting, and myth. Through this process, Mura candidly explores the newly evolved aesthetic principles of memoir and how questions of identity occupy a central place in contemporary memoir.

Building a Workplace Writing Center Jessica Weber Metzenroth 2022-03-18 This practical resource provides guidance for writing professionals to sustainably tackle the organizational writing challenges of any professional environment. Rooted in applied experience, *Building a Workplace Writing Center* guides readers through the process of developing a writing center, from assessing the needs of an organization and pitching the idea of a writing center, to developing a service model and measuring progress. Chapters explore what a writing center can offer, such as one-on-one writing consultations, tailored group workshops, and standardized writing guidance and resources. Although establishing a writing center requires time and a shift in culture up front, it is a rewarding process that produces measurably improved writing, less frustration with the writing and revision processes, and more confident, independent writers. This guide is an invaluable resource for professionals across industries and academia considering how to establish an embedded, sustainable, and cost-effective workplace writing center. It will be of particular interest to business and human resource managers considering how best to improve writing skills within their organizations.

Groundswell, Expanded and Revised Edition Charlene Li 2011-06-07 Corporate executives struggle to harness the power of social technologies. Twitter, Facebook, blogs, YouTube are where customers discuss products and companies, write their own news, and find their own deals but how do you integrate these activities into your broader marketing efforts? It's an unstoppable groundswell that affects every industry -- yet it's still utterly foreign to most companies running things now. When consumers you've never met are rating your company's products in public forums with which you have no experience or influence, your company is vulnerable. In *Groundswell*, Josh Bernoff and Charlene Li explain how to turn this threat into an opportunity. In this updated and expanded edition of *Groundswell*, featuring an all new introduction and chapters on Twitter and social media integration, you'll learn to:

- Evaluate new social technologies as they emerge
- Determine how different groups of consumers are participating in social technology arenas
- Apply a four-step process for formulating your future strategy
- Build social technologies into your business

Groundswell is required reading for executives seeking to protect and strengthen their company's public image.

Academia Obscura Glen Wright 2017-10-19 If you think the groves of academe are all stuffiness, elbow patches and greying old men... think again. *Academia Obscura* is an irreverent glimpse inside the ivory tower, exposing the eccentric and slightly unhinged world of university life. Take a trip through the spectrum of academic oddities and unearth the Easter eggs buried in peer reviewed papers, the weird and wonderful world of scholarly social media, and rats in underpants. Procrastinating PhD student Glen Wright invites you to peruse his cabinet of curiosities and discover what academics get up to when no one's looking. Welcome to the hidden silly side of higher education.

Get to the Point! Joel Schwartzberg 2017-10-16 **Champion Your Best Ideas!** Every time you communicate, you're trying to do something, change something, or move someone to action. You're trying to make a point. But the only way to make a point is to have a point. And the surprising truth is, very few communicators know their points or even understand what a point is, rendering them pointless. Communications expert Joel Schwartzberg says a point is not just a topic, an idea, or a theme. A real point is a proposition of value. It's a contention you can propose, argue, illustrate, and prove. In this concise and practical book, you'll learn to identify your point, strengthen it, stick to it, and sell it. Whether you want to improve your impact in speeches, staff meetings, pitches, emails, PowerPoint presentations, or any other communication setting, Schwartzberg's novel approach teaches you how to go from simply sharing a thought to making a difference. Which would you rather do?

Writing Without Bullshit Josh Bernoff 2016-09-13 Joining the ranks of classics like *The Elements of Style* and *On Writing Well*, *Writing Without Bullshit* helps professionals get to the point to get ahead. It's time for *Writing Without Bullshit*. *Writing Without Bullshit* is the first comprehensive guide to writing for today's world: a noisy environment where everyone reads what you write on a screen. The average news story now gets only 36 seconds of attention. Unless you change how you write, your emails, reports, and Web copy don't stand a chance. In this practical and witty book, you'll learn to front-load your writing with pithy titles, subject lines, and opening sentences. You'll acquire the courage and skill to purge weak and meaningless jargon, wimpy passive voice, and cowardly weasel words. And you'll get used to writing

directly to the reader to make every word count. At the center of it all is the Iron Imperative: treat the reader's time as more valuable than your own. Embrace that, and your customers, your boss, and your colleagues will recognize the power and boldness of your thinking. Transcend the fear that makes your writing weak. Plan and execute writing projects with confidence. Manage edits and reviews flawlessly. And master every modern format from emails and social media to reports and press releases. Stop writing to fit in. Start writing to stand out. Boost your career by writing without bullshit.

The Art of Slow Writing Louise DeSalvo 2014-10-07 In a series of conversational observations and meditations on the writing process, *The Art of Slow Writing* examines the benefits of writing slowly. DeSalvo advises her readers to explore their creative process on deeper levels by getting to know themselves and their stories more fully over a longer period of time. She writes in the same supportive manner that encourages her students, using the slow writing process to help them explore the complexities of craft. *The Art of Slow Writing* is the antidote to self-help books that preach the idea of fast-writing, finishing a novel a year, and quick revisions. DeSalvo makes a case that more mature writing often develops over a longer period of time and offers tips and techniques to train the creative process in this new experience. DeSalvo describes the work habits of successful writers (among them, Nobel Prize laureates) so that readers can use the information provided to develop their identity as writers and transform their writing lives. It includes anecdotes from classic American and international writers such as John Steinbeck, Henry Miller, Virginia Woolf and D. H. Lawrence as well as contemporary authors such as Michael Chabon, Junot Diaz, Jeffrey Eugenides, Ian McEwan, and Salman Rushdie. DeSalvo skillfully and gently guides writers to not only start their work, but immerse themselves fully in the process and create texts they will treasure.

The Mystic Arts of Erasing All Signs of Death Charlie Huston 2009 Working on a crime-scene clean-up crew, disaffected slacker Web Goodhue meets the daughter of a Malibu suicide victim who enlists his help in getting her brother out of trouble, a task that soon finds him in over his head, the target of some gun-toting L.A. cowboys who are out for blood. Reprint.

Rage Against the Manuscript Steff Green Do you have a story you're bursting to tell the world? Are you sick of being rejected by the publishing establishment? Do you want to inject a little punk rock, DIY ethos into your indie author career? In *How to Rock Self-Publishing*, bestselling indie author and publishing coach Steff Green shows you how to tell your story, find your readers, and build a badass author brand. As a self-published author you'll learn how to: Define your measure of success and set attainable goals. Create an exciting author brand you want to write under forever. Tame your monkey mind and consolidate your gazillion ideas into a solid plan. Choose the best platforms, editors, designers, and tools to create a high-quality book. Plan a compelling book series in any genre that will have your readers chomping for more. Write faster, release more often, and enjoy what you create. Spot trends and gaps in the market where you can add your unique voice. Publish your book in print, ebook, and audio with all the nuts and bolts. Launch with a BANG! – including handy launch checklists. Create an engaging author platform to turn your readers into lifelong fans. Find unique and emerging opportunities in self-publishing to build your audience and earn a living. Steff breaks down the 11-step process that's seen her go from failed archaeologist and obscure music blogger to a USA Today bestseller with a six-figure income. With dozens of examples from across the publishing landscape and real-talk from her own career, Steff shows how imagination, creativity, and perseverance can help you achieve your dreams. *How to Rock Self-Publishing* isn't just a book about writing, it's about grabbing your dreams by the balls, living faster, harder and louder, and cranking your art up to 11.

The Scribe Method Tucker Max 2021-04-15 Ready to write your book? So why haven't you done it yet? If you're like most nonfiction authors, fears are holding you back. Sound familiar? Is my idea good enough? How do I structure a book? What exactly are the steps to write it? How do I stay motivated? What if I actually finish it, and it's bad? Worst of all: what if I publish it, and no one cares? How do I know if I'm even doing the right things? The truth is, writing a book can be scary and overwhelming—but it doesn't have to be. There's a way to know you're on the right path and taking the right steps. How? By using a method that's been validated with thousands of other Authors just like you. In fact, it's the same exact process used to produce dozens of big bestsellers—including David Goggins's *Can't Hurt Me*, Tiffany Haddish's *The Last Black Unicorn*, and Joey Coleman's *Never Lose a Customer Again*. The Scribe Method is the tested and proven process that will help you navigate the entire book-writing process from start to finish—the right way. Written by 4x New York Times Bestselling Author Tucker Max and publishing expert Zach Obront, you'll learn the step-by-step method that has helped over 1,500

authors write and publish their books. Now a Wall Street Journal Bestseller itself, *The Scribe Method* is specifically designed for business leaders, personal development gurus, entrepreneurs, and any expert in their field who has accumulated years of hard-won knowledge and wants to put it out into the world. Forget the rest of the books written by pretenders. This is the ultimate resource for anyone who wants to professionally write a great nonfiction book.

Bullshit Jobs David Graeber 2019-05-07 From bestselling writer David Graeber—“a master of opening up thought and stimulating debate” (Slate)—a powerful argument against the rise of meaningless, unfulfilling jobs...and their consequences. Does your job make a meaningful contribution to the world? In the spring of 2013, David Graeber asked this question in a playful, provocative essay titled “On the Phenomenon of Bullshit Jobs.” It went viral. After one million online views in seventeen different languages, people all over the world are still debating the answer. There are hordes of people—HR consultants, communication coordinators, telemarketing researchers, corporate lawyers—whose jobs are useless, and, tragically, they know it. These people are caught in bullshit jobs. Graeber explores one of society’s most vexing and deeply felt concerns, indicting among other villains a particular strain of finance capitalism that betrays ideals shared by thinkers ranging from Keynes to Lincoln. “Clever and charismatic” (The New Yorker), *Bullshit Jobs* gives individuals, corporations, and societies permission to undergo a shift in values, placing creative and caring work at the center of our culture. This book is for everyone who wants to turn their vocation back into an avocation and “a thought-provoking examination of our working lives” (Financial Times).

On Bullshit Harry G. Frankfurt 2009-01-10 A #1 NEW YORK TIMES BESTSELLER One of the most salient features of our culture is that there is so much bullshit. Everyone knows this. Each of us contributes his share. But we tend to take the situation for granted. Most people are rather confident of their ability to recognize bullshit and to avoid being taken in by it. So the phenomenon has not aroused much deliberate concern. We have no clear understanding of what bullshit is, why there is so much of it, or what functions it serves. And we lack a conscientiously developed appreciation of what it means to us. In other words, as Harry Frankfurt writes, “we have no theory.” Frankfurt, one of the world’s most influential moral philosophers, attempts to build such a theory here. With his characteristic combination of philosophical acuity, psychological insight, and wry humor, Frankfurt proceeds by exploring how bullshit and the related concept of humbug are distinct from lying. He argues that bullshitters misrepresent themselves to their audience not as liars do, that is, by deliberately making false claims about what is true. In fact, bullshit need not be untrue at all. Rather, bullshitters seek to convey a certain impression of themselves without being concerned about whether anything at all is true. They quietly change the rules governing their end of the conversation so that claims about truth and falsity are irrelevant. Frankfurt concludes that although bullshit can take many innocent forms, excessive indulgence in it can eventually undermine the practitioner’s capacity to tell the truth in a way that lying does not. Liars at least acknowledge that it matters what is true. By virtue of this, Frankfurt writes, bullshit is a greater enemy of the truth than lies are.

No Bullsh!t Leadership Martin G. Moore 2021-09-28 In *No Bullsh!t Leadership*, Moore outlines his proven leadership principles, learned over his 33+ year career, in a clear, direct way. He sweeps away the mystical fog surrounding leadership today and lays out the essential steps for success. Moore combines this tangible advice with honest, real-world examples from his own career to provide a no-nonsense look at the skills a true leader possesses. Wherever you are in your career, *No Bullsh!t Leadership* will help you develop the skills and form the habits needed to become a no bullsh*t leader.

Words Onscreen Naomi S. Baron 2015-01-09 People have been reading on computer screens for several decades now, predating popularization of personal computers and widespread use of the internet. But it was the rise of eReaders and tablets that caused digital reading to explode. In 2007, Amazon introduced its first Kindle. Three years later, Apple debuted the iPad. Meanwhile, as mobile phone technology improved and smartphones proliferated, the phone became another vital reading platform. In *Words Onscreen*, Naomi Baron, an expert on language and technology, explores how technology is reshaping our understanding of what it means to read. Digital reading is increasingly popular. Reading onscreen has many virtues, including convenience, potential cost-savings, and the opportunity to bring free access to books and other written materials to people around the world. Yet, Baron argues, the virtues of eReading are matched with drawbacks. Users are easily distracted by other temptations on their devices, multitasking is rampant, and screens coax us to skim rather than read in-depth. What is more, if the way we read is changing, so is the way we write. In response to changing reading habits, many authors and

publishers are producing shorter works and ones that don't require reflection or close reading. In her tour through the new world of eReading, Baron weighs the value of reading physical print versus online text, including the question of what long-standing benefits of reading might be lost if we go overwhelmingly digital. She also probes how the internet is shifting reading from being a solitary experience to a social one, and the reasons why eReading has taken off in some countries, especially the United States and United Kingdom, but not others, like France and Japan. Reaching past the hype on both sides of the discussion, Baron draws upon her own cross-cultural studies to offer a clear-eyed and balanced analysis of the ways technology is affecting the ways we read today--and what the future might bring.

Beauchamp Hall Danielle Steel 2018-11-20 NEW YORK TIMES BESTSELLER • Danielle Steel tells the uplifting story of an ordinary woman embracing an extraordinary adventure, and the daring choice that transforms her world. Winona Farmington once dreamed of graduating from college, moving to New York City, and pursuing a career in publishing. Then real life got in the way when she left college and returned to her small Michigan hometown to care for her sick mother. Years later, stuck in a dead-end job and an unsatisfying relationship, Winnie has concluded that dreams were meant for others. She consoles herself with binge-watching the British television series that she loves, *Beauchamp Hall*, enthralled by the sumptuous period drama set on a great Norfolk estate in the 1920s. The rich upstairs-downstairs world brilliantly brought to life by superb actors is the ultimate in escapism. On the day Winnie is passed over for a long-overdue promotion, she is also betrayed by her boyfriend and her best friend. Heartbroken, she makes the first impulsive decision of her conventional life—which changes everything. She packs her bags and flies to England to see the town where *Beauchamp Hall* is filmed. The quaint B & B where she stays feels like home. The brother and sister who live in the castle where the show is filmed, rich in titles but poor in cash, are more like long-lost friends than British nobility. And the show itself, with its colorful company and behind-the-scenes affairs, is a drama all its own. Winnie's world comes alive on the set of the show. What happens next is the stuff of dreams, as Winnie takes the boldest leap of all. *Beauchamp Hall* reminds us to follow our dreams. . . . You never know what magic will happen!

The Reader's Brain Yellowlees Douglas 2015-06-11 Drawing upon cutting-edge neuroscience research, this unique writing guide provides easy-to-follow principles for writing effectively and efficiently.

Weird in a World That's Not Jennifer Romolini 2017-06-06 An honest, sharp-witted, practical guide to help you get and keep the job you want—from an outsider whose been there and done it, a woman who went from being a broke, divorced, college dropout to running some of the biggest websites in the world. Jennifer Romolini started her career as an awkward twenty-seven-year-old misfit, navigated her way through New York media and became a boss—an editor-in-chief, an editorial director, and a vice president—all within little more than a decade. Her book, *Weird In A World That's Not*, asserts that being outside-the-norm and achieving real, high-level success are not mutually exclusive, even if the perception of the business world often seems otherwise, even if it seems like only office-politicking extroverts are set up for reward. Part career memoir, part real-world guide, *Weird in a World That's Not* offers relatable advice on how to achieve your dreams, even when the odds seem stacked against you. Romolini helps you face down your fears, find a career that's right for you, and get and keep a job. She tackles practical issues and offers empathetic, clear-cut answers to important questions: How do I navigate the awkwardness of networking? How do I deal with intense office politics? How do I leave my crappy job? How do I learn how to be a boss not just a #boss? And, most importantly: How do I do all this and stay true to who I really am? Authentic, funny, and moving, *Weird in a World That's Not* will help you tap into your inner tenacity and find your path, no matter how offbeat you are.

Outside in Harley Manning 2012 Two research analysts describe how companies can truly understand the real needs of their customers by seeing a business through their eyes and enforcing the concept of “customer service” through every facet of the company, from finance to legal to marketing.

Leadership Is Language L. David Marquet 2020-02-04 Wall Street Journal Bestseller From the acclaimed author of *Turn the Ship Around!*, former US Navy Captain David Marquet, comes a radical new playbook for empowering your team to make better decisions and take greater ownership. You might imagine that an effective leader is someone who makes quick, intelligent decisions, gives inspiring speeches, and issues clear orders to their team so they can execute a plan to achieve your organization's goals. Unfortunately, David Marquet argues, that's an outdated model of leadership that just doesn't work anymore. As a leader in today's networked, information-dense business climate, you don't have full visibility into your organization or the ground reality of your operating environment. In order to harness the eyes, ears, and minds of your people, you need to foster a climate of collaborative experimentation

that encourages people to speak up when they notice problems and work together to identify and test solutions. Too many leaders fall in love with the sound of their own voice, and wind up dictating plans and digging in their heels when problems begin to emerge. Even when you want to be a more collaborative leader, you can undermine your own efforts by defaulting to command-and-control language we've inherited from the industrial era. It's time to ditch the industrial age playbook of leadership. In *Leadership is Language*, you'll learn how choosing your words can dramatically improve decision-making and execution on your team. Marquet outlines six plays for all leaders, anchored in how you use language: • Control the clock, don't obey the clock: Pre-plan decision points and give your people the tools they need to hit pause on a plan of action if they notice something wrong. • Collaborate, don't coerce: As the leader, you should be the last one to offer your opinion. Rather than locking your team into binary responses ("Is this a good plan?"), allow them to answer on a scale ("How confident are you about this plan?") • Commit, don't comply: Rather than expect your team to comply with specific directions, explain your overall goals, and get their commitment to achieving it one piece at a time. • Complete, not continue: If every day feels like a repetition of the last, you're doing something wrong. Articulate concrete plans with a start and end date to align your team. • Improve, don't prove: Ask your people to improve on plans and processes, rather than prove that they can meet fixed goals or deadlines. You'll face fewer cut corners and better long-term results. • Connect, don't conform: Flatten hierarchies in your organization and connect with your people to encourage them to contribute to decision-making. In his last book, *Turn the Ship Around!*, Marquet told the incredible story of abandoning command-and-control leadership on his submarine and empowering his crew to turn the worst performing submarine to the best performer in the fleet. Now, with *Leadership is Language* he gives businesspeople the tools they need to achieve such transformational leadership in their organizations.

The Age of Intent Josh Bernoff 2019-05-28

Everybody Writes Ann Handley 2014-09-15 Finally a go-to guide to creating and publishing the kind of content that will make your business thrive. *Everybody Writes* is a go-to guide to attracting and retaining customers through stellar online communication, because in our content-driven world, every one of us is, in fact, a writer. If you have a web site, you are a publisher. If you are on social media, you are in marketing. And that means that we are all relying on our words to carry our marketing messages. We are all writers. Yeah, but who cares about writing anymore? In a time-challenged world dominated by short and snappy, by click-bait headlines and Twitter streams and Instagram feeds and gifs and video and Snapchat and YOLO and LOL and #tbt. . . does the idea of focusing on writing seem pedantic and ordinary? Actually, writing matters more now, not less. Our online words are our currency; they tell our customers who we are. Our writing can make us look smart or it can make us look stupid. It can make us seem fun, or warm, or competent, or trustworthy. But it can also make us seem humdrum or discombobulated or flat-out boring. That means you've got to choose words well, and write with economy and the style and honest empathy for your customers. And it means you put a new value on an often-overlooked skill in content marketing: How to write, and how to tell a true story really, really well. That's true whether you're writing a listicle or the words on a Slideshare deck or the words you're reading right here, right now... And so being able to communicate well in writing isn't just nice; it's necessity. And it's also the oft-overlooked cornerstone of nearly all our content marketing. In *Everybody Writes*, top marketing veteran Ann Handley gives expert guidance and insight into the process and strategy of content creation, production and publishing, with actionable how-to advice designed to get results. These lessons and rules apply across all of your online assets — like web pages, home page, landing pages, blogs, email, marketing offers, and on Facebook, Twitter, LinkedIn, and other social media. Ann deconstructs the strategy and delivers a practical approach to create ridiculously compelling and competent content. It's designed to be the go-to guide for anyone creating or publishing any kind of online content — whether you're a big brand or you're small and solo. Sections include: How to write better. (Or, for "adult-onset writers": How to hate writing less.) Easy grammar and usage rules tailored for business in a fun, memorable way. (Enough to keep you looking sharp, but not too much to overwhelm you.) Giving your audience the gift of your true story, told well. Empathy and humanity and inspiration are key here, so the book covers that, too. Best practices for creating credible, trustworthy content steeped in some time-honored rules of solid journalism. Because publishing content and talking directly to your customers is, at its heart, a privilege. "Things Marketers Write": The fundamentals of 17 specific kinds of content that marketers are often tasked with crafting. Content Tools: The sharpest tools you need to get the job done. Traditional marketing techniques are no longer enough. *Everybody Writes* is a field guide

for the smartest businesses who know that great content is the key to thriving in this digital world.

The New IT: How Technology Leaders are Enabling Business Strategy in the Digital Age Jill Dyché 2015-01-30 Introducing a Powerful New Business Model for Today's IT Blogger, speaker, software executive, and bestselling author Jill Dyché has been thinking about leadership a lot lately. Having consulted with business and IT executives with Fortune 500 companies for most of her career, she has heard a common refrain: "What should we do about shadow IT?" She's decided to address the answer head-on. With the onslaught of cloud solutions, consumerization of technology, and increasingly tech-savvy business people, it's time for a manifesto for leaders who recognize—and are nervous about—the demands of the digital age. Whether you're an executive, department head, or IT manager, **The New IT** provides an action-ready blueprint for building and strengthening the role of IT in your company—and prescribing IT's future. Learn how to: **ASSESS** your current and future IT profile **ALIGN** your IT organization with business priorities **MAP** technology delivery plans according to business priorities **ORGANIZE** IT according to your company's culture and strengths **REDEFINE** innovation and talent management practices **BUILD** a stronger and enduring role for IT as a business partner By using field-tested techniques to align your IT department with your corporate objectives, you can leverage the power of technology across the entire company. **The New IT** provides a set of tactical and experienced-based frameworks to help you and your colleagues conceive a new roadmap. It also includes real-world case studies and best practices from successful, technology-enabled companies such as Toyota, Merck, Brooks Brothers, Union Bank, and many others. You'll hear from major industry pioneers, IT thought leaders, and other change agents who are leading the way in this new frontier. And you'll learn how to bring your business and IT together in a way that is truly transformative. The new IT is more than computing power. It balances strategy and delivery. It's interactive and inclusive. It's as omnipresent as the smart phone and just as revolutionary. It equips you with the tools you need to succeed in reframing the IT conversation and propelling your business forward. Praise for **The New IT** "Jill has penned a de Toquevillean map of the digital world. Should be a required text for every business leader in the country." Thornton May, futurist and author of **The New Know** "Enterprise IT has reached an inflection point in how services are delivered and consumed, requiring our profession to undertake a transformation of our own. Jill Dyché describes well the challenges we face, how to assess them, and how to take action to complete the journey toward modern enterprise IT." Kimberly Stevenson, Vice President and Chief Information Officer, Intel "Conversational, intuitive, and intelligent, this book goes right to the heart of governance (control), innovation (change), identity (authority), relevance (alignment), and influence (strategy). It's a timely book that should be read by executives across organizations." Peter Marx, Chief Innovation and Technology Officer, City of Los Angeles "A highly readable, entertaining book that will help CIOs and their executive partners address the ongoing challenge of converting IT from a strategic liability to a strategic asset." Peter Weill and Jeanne Ross, MIT Center for Information Research and authors of **IT Governance** "Everywhere I go I hear complaints about the old IT. Jill Dyché's book provides a comprehensive roadmap to changing IT to suit our analytical, consumer-driven, bring-your-own-device times!" Thomas H. Davenport, Distinguished Professor, Babson College, and author of **Competing on Analytics and Big Data @ Work**

Writing and Editing for Digital Media Brian Carroll 2017-06-26 **Writing and Editing for Digital Media** teaches students how to write effectively for digital spaces--whether writing for an app, crafting a story for a website, blogging, or using social media to expand the conversation. The lessons and exercises in each chapter help students build a solid understanding of the ways that digital communication has introduced opportunities for dynamic storytelling and multi-directional communication. With this accessible guide and accompanying website, students learn not only to create content, but also to become careful, creative managers of that content. Updated with contemporary examples and pedagogy, including examples from the 2016 presidential election, and an expanded look at using social media, the third edition broadens its scope, helping digital writers and editors in all fields, including public relations, marketing, and social media management. Based on Brian Carroll's extensive experience teaching a course of the same name, this revised and updated edition pays particular attention to opportunities presented by the growth of social media and mobile media. Chapters aim to: Assist digital communicators in understanding the socially networked, increasingly mobile, always-on, geomapped, personalized media ecosystems; Teach communicators to approach storytelling from a multimedia, multi-modal, interactive perspective; Provide the basic skill sets of the digital writer and editor, skill sets that transfer across all media and most communication and media industries, and to do so in specifically

journalistic and public relations contexts; Help communicators to put their audiences first by focusing attention on user experience, user behavior, and engagement with their user bases; Teach best practices in the areas of social media strategy, management, and use.

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