



Give and Take: Why Helping Others Drives Our Success

Adam M. Grant Ph.D.

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A groundbreaking *New York Times* and *Wall Street Journal* bestseller that is captivating readers of Malcolm Gladwell, Daniel Pink, *The Power of Habit*, and *Quiet*

For generations, we have focused on the individual drivers of success: passion, hard work, talent, and luck. But today, success is increasingly dependent on how we interact with others. It turns out that at work, most people operate as either takers, matchers, or givers. Whereas takers strive to get as much as possible from others and matchers aim to trade evenly, givers are the rare breed of people who contribute to others without expecting anything in return.

Using his own pioneering research as Wharton's youngest tenured professor, Grant shows that these styles have a surprising impact on success. Although some givers get exploited and burn out, the rest achieve extraordinary results across a wide range of industries. Combining cutting-edge evidence with captivating stories, this landmark book shows how one of America's best networkers developed his connections, why the creative genius behind one of the most popular shows in television history toiled for years in anonymity, how a basketball executive responsible for multiple draft busts transformed his franchise into a winner, and how we could have anticipated Enron's demise four years before the company collapsed--without ever looking at a single number.

Praised by bestselling authors such as Dan Pink, Tony Hsieh, Dan Ariely, Susan Cain, Dan Gilbert, Gretchen Rubin, Bob Sutton, David Allen, Robert Cialdini, and Seth Godin--as well as senior leaders from Google, McKinsey, Merck, Estée Lauder, Nike, and NASA--*Give and Take* highlights what effective networking, collaboration, influence, negotiation, and leadership skills have in common. This landmark book opens up an approach to success that has the power to transform not just individuals and groups, but entire organizations and communities.

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Marlene Childs:

Spent a free time and energy to be fun activity to try and do! A lot of people spent their free time with their family, or their particular friends. Usually they undertaking activity like watching television, gonna beach, or picnic inside the park. They actually doing same thing every week. Do you feel it? Will you something different to fill your own free time/ holiday? Could possibly be reading a book is usually option to fill your free of charge time/ holiday. The first thing that you'll ask may be what kinds of guide that you should read. If you want to attempt look for book, may be the book untitled Give and Take: Why Helping Others Drives Our Success can be great book to read. May be it may be best activity to you.

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Playing with family within a park, coming to see the ocean world or hanging out with friends is thing that usually you could have done when you have spare time, then why you don't try point that really opposite from that. 1 activity that make you not feeling tired but still relaxing, trilling like on roller coaster you are ride on and with addition details. Even you love Give and Take: Why Helping Others Drives Our Success, you could enjoy both. It is very good combination right, you still desire to miss it? What kind of hang type is it? Oh occur its mind hangout men. What? Still don't have it, oh come on its named reading friends.

Kelly Cohn:

Give and Take: Why Helping Others Drives Our Success can be one of your starter books that are good idea. Many of us recommend that straight away because this publication has good vocabulary that will increase your knowledge in terminology, easy to understand, bit entertaining but nonetheless delivering the information. The writer giving his/her effort to set every word into satisfaction arrangement in writing Give and Take: Why Helping Others Drives Our Success nevertheless doesn't forget the main place, giving the reader the hottest along with based confirm resource details that maybe you can be one among it. This great information could drawn you into brand-new stage of crucial imagining.

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