

Little Bets How Breakthrough Ideas Emerge From Small Discoveries Peter Sims

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How to Succeed in an Age of Distraction

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Little Bets University of Toronto Press

Our Time Is Now We have entered an age of disruption. Financial collapse, climate change, resource depletion, and a growing gap between rich and poor are but a few of the signs. Otto Scharmer and Katrin Kaufer ask, why do we collectively create results nobody wants? Meeting the challenges of this century requires updating our economic logic and operating system from an obsolete “ego-system” focused entirely on the well-being of oneself to an eco-system awareness that emphasizes the well-being of the whole. Filled with real-world examples, this thought-provoking guide presents proven practices for building a new economy that is more resilient, intentional, inclusive, and aware. “A watershed! An inspiring, practical weaving of the inner and outer dimensions of the systemic changes so many around the world are now working toward.” —Peter Senge, Senior Lecturer, MIT Sloan School of Management; Founding Chair, Society for Organizational Learning; and author of *The Fifth Discipline* “Scharmer and Kaufer have succeeded in writing the book that has the potential to transform civilization from one based on a rapacious, ego-driven economics to a viable, ecological, awareness-based model. This is a must-read for anyone who cares. It may well be the single most important book you ever read.” —Arthur Zajonc, President, Mind and Life Institute, and author of *Meditation as Contemplative Inquiry* “Scharmer and Kaufer provide a creative and practical approach to shifting our economies. I see business as a movement, and this book shares that movement with the world, offering us inspiration to tap into the deeper levels of our humanity and urging us to transform the crises of our times.” —Eileen Fisher, founder, Eileen Fisher, Inc. “The shift to an eco-system economy is emerging everywhere around us. Otto’s and Katrin’s clarity in identifying that this shift requires change-makers to expand our thinking from the head to the heart has helped me to be more intentional in designing processes to awaken the hearts of entrepreneurs everywhere. This is a necessary condition for the emergence of the new economy.” —Michelle Long, Executive Director, Business Alliance for Local Living Economies “The purpose of business is to enhance the well-being of society. The 4.0 framework for transforming capitalism matters because it addresses a blind spot in our current discourse: how to create institutional innovations that could shift our economy from ego- to eco-system awareness at the scale of the whole.” —Guilherme Peirão Leal, founder and Cochairman, Natura Cosméticos

[Why the Best Ideas Have Something Missing](#) Penguin

Take charge of your career and create a life full of learning, adventure, joy, and success utilizing these never-before-shared leadership principles Ann Hiatt learned working alongside the world’s top tech CEOs—Google’s Eric Schmidt, Amazon’s Jeff Bezos, and Yahoo!’s Marissa Mayer. Whether you’re stuck in your current job, starting your first job and wondering how you can use it as a steppingstone towards your dream career, or mid-career and wanting to finally be recognized for promotion or a leadership role, this book is for you. For the first time, Ann Hiatt shares both the daily habits and long-game strategies she learned working side-by-side for decades with the giants of technology at Amazon and Google. Through clear guidance and incredible stories, *Bet on Yourself* will teach you: How to define your abilities and speak up so that you can be recognized for the work that you do and the unique capabilities you bring to the table. How to create opportunities for yourself when options appear limited and build a purposeful career regardless of your seniority or industry. What it takes to build the confidence you need to build your dream career. How to exchange your frustration over not getting the recognition you deserve for an empowered, actionable plan for taking control of your professional identity and get promoted. These tried-and-true methods to take ordinary opportunities and create something extraordinary, and the leadership principles that guide the work of these celebrity CEOs, are directly applicable to your goals. With a few consistent, daily habits you can build a future that exceeds your wildest expectations. No matter the opportunities available to you in your particular community or career stage, there is a path for you.

Penguin

You have a great idea, now what? That first mile—where an innovation moves from an idea on paper to the market—is often plagued by failure. In fact, less than one percent of ideas launched by big companies end up having real impact. The ideas aren’t the problem. It’s the process. The *First Mile* focuses on the critical moment when an innovator moves from planning to reality. It is a perilous place where hidden traps snare entrepreneurs and roadblocks slow innovators inside large companies. In this practical and enlightening manual, strategic adviser Scott Anthony equips innovators with new tools, questions, and examples to speed through this crucial early stage of innovation. You’ll learn: • How to evaluate your idea’s strengths and weaknesses using the “DEFT” process—Document, Evaluate, Focus, and Test • Fourteen recipes from an “experiment cookbook” to gain confidence in your idea or business • Why “spinouts,” “wrong turns,” and other challenges commonly trip up innovation—and the practical strategies you can use to avoid them • Why innovators need to seek chaos in an age of constant change—and other essential leadership skills Drawing on his decade of experience as an innovation adviser and investor,

Anthony describes hard-won lessons from disruptive start-ups and global giants alike. The *First Mile* will give you the knowledge and confidence to travel this perilous—but ultimately promising—terrain. The first mile can be a scary place, but you don’t have to traverse it alone. This book can help.

Reconcilable Differences Random House

What others in the trenches say about *The Pragmatic Programmer*... “The cool thing about this book is that it’s great for keeping the programming process fresh. The book helps you to continue to grow and clearly comes from people who have been there.” —Kent Beck, author of *Extreme Programming Explained: Embrace Change* “I found this book to be a great mix of solid advice and wonderful analogies!” —Martin Fowler, author of *Refactoring* and *UML Distilled* “I would buy a copy, read it twice, then tell all my colleagues to run out and grab a copy. This is a book I would never loan because I would worry about it being lost.” —Kevin Ruland, Management Science, MSG-Logistics “The wisdom and practical experience of the authors is obvious. The topics presented are relevant and useful.... By far its greatest strength for me has been the outstanding analogies—tracer bullets, broken windows, and the fabulous helicopter-based explanation of the need for orthogonality, especially in a crisis situation. I have little doubt that this book will eventually become an excellent source of useful information for journeymen programmers and expert mentors alike.” —John Lakos, author of *Large-Scale C++ Software Design* “This is the sort of book I will buy a dozen copies of when it comes out so I can give it to my clients.” —Eric Vought, Software Engineer “Most modern books on software development fail to cover the basics of what makes a great software developer, instead spending their time on syntax or technology where in reality the greatest leverage possible for any software team is in having talented developers who really know their craft well. An excellent book.” —Pete McBreen, Independent Consultant “Since reading this book, I have implemented many of the practical suggestions and tips it contains. Across the board, they have saved my company time and money while helping me get my job done quicker! This should be a desktop reference for everyone who works with code for a living.” —Jared Richardson, Senior Software Developer, iRenaissance, Inc. “I would like to see this issued to every new employee at my company....” —Chris Cleeland, Senior Software Engineer, Object Computing, Inc. “If I’m putting together a project, it’s the authors of this book that I want. . . . And failing that I’d settle for people who’ve read their book.” —Ward Cunningham Straight from the programming trenches, *The Pragmatic Programmer* cuts through the increasing specialization and technicalities of modern software development to examine the core process—taking a requirement and producing working, maintainable code that delights its users. It covers topics ranging

from personal responsibility and career development to architectural techniques for keeping your code flexible and easy to adapt and reuse. Read this book, and you'll learn how to Fight software rot; Avoid the trap of duplicating knowledge; Write flexible, dynamic, and adaptable code; Avoid programming by coincidence; Bullet-proof your code with contracts, assertions, and exceptions; Capture real requirements; Test ruthlessly and effectively; Delight your users; Build teams of pragmatic programmers; and Make your developments more precise with automation. Written as a series of self-contained sections and filled with entertaining anecdotes, thoughtful examples, and interesting analogies, *The Pragmatic Programmer* illustrates the best practices and major pitfalls of many different aspects of software development. Whether you're a new coder, an experienced programmer, or a manager responsible for software projects, use these lessons daily, and you'll quickly see improvements in personal productivity, accuracy, and job satisfaction. You'll learn skills and develop habits and attitudes that form the foundation for long-term success in your career. You'll become a Pragmatic Programmer.

Life Is What You Make It Macmillan

A remarkable new way to move beyond biases and blind spots (especially if you don't think you have any!) so you can communicate more effectively with a friend, lover, relative, or colleague You know what it feels like to be "at odds" with someone. Sometimes it seems like you are speaking completely different languages. Cognitive neuroscientist Dr. Dawna Markova and communication expert Angie McArthur have spent years developing and implementing tools to help people find common ground. In *Reconcilable Differences*, they provide the strategies you need to bridge the gap at the heart of your differences with others. Each of us possesses rational intelligence: the capacity to divide information into discrete categories, processes, and logical steps. But you may not realize that the secret to building bridges between people lies hidden in your relational intelligence: the way you communicate, understand, learn, and trust. *Reconcilable Differences* shows you how to map mind patterns (the secret to pinpointing communication pitfalls) and identify thinking talents (the catalysts for peak performance). You will gain insights into how you learn in order to turn doubt into trust and uncertainty into productive engagement. Brimming with anecdotes and advice not only from the authors' files but also from their own experiences as a mother- and daughter-in-law who are like night and day, *Reconcilable Differences* is your guidebook for making profoundly positive change with those you care about. Advance praise for *Reconcilable Differences* "Reconcilable Differences offers an inspiring way to bridge differences with someone you care about. It will help you identify and improve your relational intelligence, and become a better communicator in the process."—Deepak Chopra, co-author of *You Are the Universe: Discovering Your Cosmic Self and Why It Matters* "Dawna Markova and Angie McArthur offer an extremely insightful road map to navigating the diverse ways each of us approaches making ourselves understood, as well as the way we tend to hear others. The insights and strategies herein are simple and elegant. The advice is as invaluable for success at work as it is for success in life."—Peter Sims, founder and CEO, Parliament, Inc., and author of *Little Bets: How Breakthrough Ideas Emerge from Small Discoveries* "True communication begins with understanding yourself and the way you are being understood. This book is a powerful guide to self-analysis and bridge-building."—Suzy Amis Cameron, co-founder, the MUSE School

Bootstrapping Your Business Addison-Wesley Professional In the story of every great company and career, there is one defining moment when luck and skill collide. This book is about making that moment happen. According to Frans Johansson's research, successful people and organizations show a common theme. A lucky moment occurs and they take advantage of it to change their fate. Consider how Diane von Furstenberg saw Julie Nixon Eisenhower on TV wearing a matching skirt and top, and created the timeless, elegant wrap-dress. That was a "click moment" of unexpected opportunity. Johansson uses stories from throughout history to illustrate the specific actions we can take to create more click moments, place lots of high-potential bets, open ourselves up to chance encounters, and harness the complex forces of success that follow.

Thinking in Bets India Portfolio

What made the Sopranos finale one of the most-talked-about events in television history? Why is sudoku so addictive and the iPhone so darn irresistible? What do Jackson Pollock and Lance Armstrong have in common with theoretical physicists and Buddhist monks? *Elegance*. In this thought-provoking exploration of why certain events, products, and people capture our attention and imaginations, Matthew E. May examines the elusive element behind so many innovative breakthroughs in fields ranging from physics and marketing to design and popular culture. Combining unusual simplicity and surprising power, elegance is characterized by four key elements—seduction, subtraction, symmetry, and sustainability. In a compelling, story-driven narrative that sheds light on the need for elegance in design, engineering, art, urban planning, sports, and work, May offers surprising evidence that what's "not there" often trumps what is. In the bestselling

tradition of *The Tipping Point*, *Made to Stick*, and *The Black Swan*, *In Pursuit of Elegance* will change the way you think about the world.

Little Bets St. Martin's Press

Drawing on Zen philosophy and his expertise in the martial art of aikido, bestselling author George Leonard shows how the process of mastery can help us attain a higher level of excellence and a deeper sense of satisfaction and fulfillment in our daily lives. Whether you're seeking to improve your career or your intimate relationships, increase self-esteem or create harmony within yourself, this inspiring prescriptive guide will help you master anything you choose and achieve success in all areas of your life. In *Mastery*, you'll discover: • The 5 Essential Keys to Mastery • Tools for Mastery • How to Master Your Athletic Potential • The 3 Personality Types That Are Obstacles to Mastery • How to Avoid Pitfalls Along the Path • and more...

The Contrarian's Guide to Leadership Penguin

Greg Gianforte, the nation's top Bootstrapper, shows you the advantages of Bootstrapping vs. traditionally financed start-ups. You'll also learn how the unconventional Bootstrapping mindset—inventive, pioneering, and skeptical of conventional wisdom—applies to you and your business. With *Bootstrapping Your Business* at your side, you'll gain the advantage you need to outperform the competition—and succeed in today's take-no-prisoners marketplace.

Little Bets Harper Collins

Imaginative. Innovative. Ingenious. These words describe the visionaries we all respect and admire. And they can describe you, too. Contrary to common belief, creativity is not a gift some of us are born with. It is a skill that all of us can learn. International bestselling author and award-winning Stanford University educator Tina Seelig has worked with some of the business world's best and brightest, who are now among the decision-makers at companies such as Google, Genentech, IBM, and Cisco. In *inGenius* she expertly demystifies creativity, offering a set of tools and guidelines that anyone can use. A fantastic resource for everyone wanting to achieve their ambitions, and for readers of Jason Fried's *Rework*, and Seth Godin's *Poke the Box*.

Innovation Engine John Wiley & Sons

Joel Saltzman teaches readers how to create "surprising, yet inevitable" solutions, no matter the challenge or task at hand. Easily. Consistently. And economically. *Shake That Brain!* is a collection of creative and inspiring tips and tools for finding solutions in a variety of areas—from sales, marketing, and product creation to ethics, innovation, and the bottom line. Backed by powerful and compelling examples from a wide variety of real-life applications, Joel Saltzman delivers energy, edge—and lots of fun—as he guides readers through a series of proven formulas for creating outstanding solutions, from harnessing the power of opposite thinking to turning your worst ideas into your best ideas ever. Filled with exercises, easy-to-apply formulas, entertaining pop-quizzes, and eye-opening teaching examples from the world of business, technology, advertising, and more, here's a solution-finding guidebook that can be used for succeeding on the job or at home. Joel Saltzman is a professional speaker, consultant, and bestselling author. He has conducted *Shake That Brain!* programs for Grey Advertising International, Harley Davidson, the U.S. Department of the Treasury, and Warner Bros. Studios. His work has been called "witty and rewarding" by *People Magazine* and he's the recipient of a national Audie award for "Best Educational and Training Audio." His website is www.shakethatbrain.com

Work on Purpose Harper Collins

Entrepreneurs drive the future, and the last several decades have been a thrilling ride of astounding, far-reaching innovation. Behind this transformative progress are also the venture capitalists - who are at once the investors, coaches and allies of the entrepreneurs. William H. Draper III knows this story firsthand, because as a venture capitalist, he helped write it. For more than 40 years, Bill Draper has worked with top entrepreneurs in fabled Silicon Valley, where today's vision is made into tomorrow's reality. *The Startup Game* is the first up-close look at how the relationship between venture capitalists and entrepreneurs is critical to enhancing the success of any economy. From a venture capitalist who saw the potential of Skype, Apollo Computer, Hotmail, OpenTable, and many other companies, come firsthand stories of success. In these pages, Draper explores how to evaluate innovative ideas and the entrepreneurs behind those ideas, and he shares lessons from Yahoo, Zappos, Baidu, Tesla Motors, Activision, Measurx, and more. Also, in revealing his on-the-ground account of how Deng Xiaoping brought China roaring into the modern world and how Manmohan Singh unlocked the creative genius of Indian entrepreneurs, Draper stresses the essential value of farsighted political leadership in creating opportunity. The author also discusses his efforts to bring best practices of the venture capitalist/entrepreneur partnership to the social sector. Written in an engaging narrative, and incorporating many of the author's personal experiences, this book provides a much-needed look at how the world of venture capital and entrepreneurship works.

How Small, Everyday Innovations Drive Oversized Results

Brookings Institution Press

Taking a brass tacks approach to communication, *How to Have Confidence and Power in Dealing With People* explains how to interact with others as they really are, not as you would like them to be. The goal is to get what you want from them successfully – be it cooperation, goodwill, love or security. Les Giblin, a recognized expert in the field of human relations, has devised a method for dealing with people that can be used when relating with anyone – parents, teachers, bosses, employees, friends, acquaintances, even strangers. Giblin shows step by step how to get what you want at any time and in ways that leave you feeling good about yourself. Moreover, the people who have given you what you want wind up feeling good about themselves, too. The result? Nobody gets shortchanged. It's a win-win situation. Each chapter includes a handy summary, so there's absolutely no chance of missing the book's key points. You can also use these recaps to refresh your memory after you've finished the book. Instead of feeling miserable about your interpersonal skills, read this best-selling guide and learn to succeed with people in every area of your life.

Different Little Bets How Breakthrough Ideas Emerge from Small Discoveries

Charts the turbulent history of Pixar Animation Studios in the context of the changing fortunes of computer animation, discussing the rocky early years, the volatile personal relationships involved, and the making of the studio's innovative films.

Managing Ideas Within Your Organization John Wiley & Sons

A science-backed method to maximize creative potential in any sphere of life With the prevalence of computer technology and outsourcing, new jobs and fulfilling lives will rely heavily on creativity and innovation. Keith Sawyer draws from his expansive research of the creative journey, exceptional creators, creative abilities, and world-changing innovations to create an accessible, eight-step program to increasing anyone's creative potential. Sawyer reveals the surprising secrets of highly creative people (such as learning to ask better questions when faced with a problem), demonstrates how to come up with better ideas, and explains how to carry those ideas to fruition most effectively. This science-backed, step-by-step method can maximize our creative potential in any sphere of life. Offers a proven method for developing new ideas and creative problem-solving no matter what your profession Includes an eight-step method, 30 practices, and more than 100 techniques that can be launched at any point in a creative journey Psychologist, jazz pianist, and author Keith Sawyer studied with world-famous creativity expert Mihaly Csikszentmihalyi Sawyer's book offers a wealth of easy to apply strategies and ideas for anyone who wants to tap into their creative power.

How to Build Products That Create Change Createspace

Independent Pub

Lays out strategies for harnessing one's creativity for greater success, drawing on the wisdom of more than two hundred creative thinkers, including Steve Jobs and Chris Rock.

In Pursuit of Elegance Penguin

True North shows how anyone who follows their internal compass can become an authentic leader. This leadership tour de force is based on research and first-person interviews with 125 of today's top leaders—with some surprising results. In this important book, acclaimed former Medtronic CEO Bill George and coauthor Peter Sims share the wisdom of these outstanding leaders and describe how you can develop as an authentic leader. True North presents a concrete and comprehensive program for leadership success and shows how to create your own Personal Leadership Development Plan centered on five key areas: Knowing your authentic self Defining your values and leadership principles Understanding your motivations Building your support team Staying grounded by integrating all aspects of your life True North offers an opportunity for anyone to transform their leadership path and become the authentic leader they were born to be. Personal, original, and illuminating stories from Warren Bennis, Sir Adrian Cadbury, George Shultz (former U.S. secretary of state), Charles Schwab, John Whitehead (Co-Chairman, Goldman Sachs), Anne Mulcahy (CEO, Xerox), Howard Schultz (CEO, Starbucks), Dan Vasella (CEO, Novartis), John Brennan (Chairman, Vanguard), Carol Tome (CFO, Home Depot), Donna Dubinsky (CEO/co-founder, Palm), Alan Horn (President, Warner Brothers), Ann Moore (CEO, Time, Inc.) and many others illustrate the transitions that shape the type of leaders who will thrive in the 21st century. Bill George (Cambridge, MA) has spent over 30 years in executive leadership positions at Litton, Honeywell, and Medtronic. As CEO of Medtronic, he built the company into the world's leading medical technology company as its market capitalization increased from \$1.1 billion to \$60 billion. Since 2004, he has been a professor at the Harvard Business School. His 2004 book *Authentic Leadership* (0-7879-7528-1) was a *BusinessWeek* bestseller. Peter Sims (San Francisco, CA) established "Leadership Perspectives," a course on leadership development at the Stanford Graduate School of Business and cofounded the London office of Summit Partners, a leading investment firm. Their Web site is www.truenorthleaders.com.

From Journeyman to Master John Wiley & Sons

How did Pixar go from producing CAT scan images to winning

Oscars? How did Steve Jobs turn Apple into a world-beating company? How does Amazon's culture encourage innovation? How can you find the creative solutions demanded by our ever-changing world? The answer, according to renowned business thought-leader Peter Sims, is LITTLE BETS. In these fast-moving times, it's next to impossible to predict what's around the corner, and harder still to formulate a foolproof plan to deal with it. Truly innovative companies, Sims argues, don't get caught up in projections and predictions. Instead, they embrace uncertainty, take a chance, fail quickly and learn fast. This method has formulated thousands of modern advances, from Google's PageRank to Starbucks coffee shops - if you harness its power, what could you achieve?

Recognize, Own, and Implement Breakthrough

Opportunities Currency

The pressure to generate big ideas can feel overwhelming. We know that bold innovations are critical in these disruptive and competitive times, but when it comes to breakthrough thinking, we often freeze up. Instead of shooting for a \$10-billion payday or

a Nobel Prize, the most prolific innovators focus on Big Little Breakthroughs—small creative acts that unlock massive rewards over time. By cultivating daily micro-innovations, individuals and organizations are better equipped to tackle tough challenges and seize transformational opportunities. How did a convicted drug dealer launch and scale a massively successful fitness company? What core mindset drove LEGO to become the largest toy company in the world? How did a Pakistani couple challenge the global athletic shoe industry? What simple habits led Lady Gaga, Banksy, and Lin-Manuel Miranda to their remarkable success? Big Little Breakthroughs isn't just for propeller-head inventors, fancy-pants CEOs, or hoodie-donning tech billionaires. Rather, it's a surpassingly simple system to help everyday people become everyday innovators.

Start and Grow a Successful Company with Almost No Money Currency

What really sets the best managers above the rest? It's their power to build a cadre of employees who have great inner work lives—consistently positive emotions; strong motivation; and

favorable perceptions of the organization, their work, and their colleagues. The worst managers undermine inner work life, often unwittingly. As Teresa Amabile and Steven Kramer explain in *The Progress Principle*, seemingly mundane workday events can make or break employees' inner work lives. But it's forward momentum in meaningful work—progress—that creates the best inner work lives. Through rigorous analysis of nearly 12,000 diary entries provided by 238 employees in 7 companies, the authors explain how managers can foster progress and enhance inner work life every day. The book shows how to remove obstacles to progress, including meaningless tasks and toxic relationships. It also explains how to activate two forces that enable progress: (1) catalysts—events that directly facilitate project work, such as clear goals and autonomy—and (2) nourishers—interpersonal events that uplift workers, including encouragement and demonstrations of respect and collegiality. Brimming with honest examples from the companies studied, *The Progress Principle* equips aspiring and seasoned leaders alike with the insights they need to maximize their people's performance.