

Sway The Irresistible Pull Of Irrational Behavior

The Power of Eye Contact Michael Ellsberg
2010-04-10 "Both mysterious and rewarding, the text reveals the powerful secrets of using the eyes to connect with others" (Rom Brafman, co-author of *Sway*). Eye contact can land you a job. It can get you a date. It can deepen your connections with the people you love. It can make or break business relationships. It can help win a fight. It can win over an audience. Simply put, eye contact is one of the most powerful tools in human face-to-face interaction. *The Power of Eye Contact* is your concise guide to harnessing the potent force of eye contact. Master this force and you will notice three things: You meet more people Your connections deepen with family, friends, and business prospects You look, feel, and act more confident *The Power of Eye Contact* is your invaluable tool to enhance your relationships in every part of your life.

Military Law Review

An Undevotional Jimmy R. Watson 2019-04-30
In the same spirit as his previous book, *Big Jesus*, Watson takes us on a journey through the Gospel of Luke with a touch of humor and a wheelbarrow full of insights and information. Watson believes nothing is more pretentiously self-pious than to write something and call it a "devotional" unless one has already been canonized as a saint. *An Undevotional* is not a spoon-fed offering of theological niceties, but rather a head-spinning array of possibilities into the mind and ministry of Jesus of Nazareth with contemporary applications. At times irreverent, at all times interesting, this book is indispensable for Jesus devotees and undevotees alike.

Click Ori Brafman 2011-07-05 You know the feeling. You meet someone new—at a party or at work—and you just hit it off. There is an instant sense of camaraderie. In a word, you "click." From the bestselling authors of *Sway*, *Click* is a fascinating psychological investigation of the forces behind what makes us click with certain people, or become fully immersed in whatever activity or situation we're involved in. From two

co-workers who fall head over heels for each other while out to dinner and are married a month later (and fifteen years later remain just as in love), to a team of scientists who changed the world with the magic of their invention, these kinds of peak experiences, when our senses are completely focused on the moment, are something that individuals—and companies—strive to achieve. After all, when you're in the "zone," you're happier and more productive. Why is it that we click in certain situations and with certain people, but not with others? Can this kind of magical connection be consciously encouraged? Is there a way to create such peak experiences, whether on a date or in your job? According to Ori and Rom Brafman, there is. In a powerful, story-driven narrative that weaves together cutting-edge research in psychology and sociology, the Brafmans explore what it means to "click": the common factors present when our brain and senses are fully engaged. They identify five "accelerators" that increase the likelihood of these kinds of magic connections in our work and relationships. From actors vying for a role on a popular TV series to police officers negotiating with hostage takers, we learn how one can foster an environment where we can click with another person and shape our thinking, behavior, and emotions. A fascinating journey into how we engage with the world around us, *Click* will transform our thinking about those moments when we are in the zone and everything seems to fall into place. Acclaim for *Sway*: "A provocative new book about the psychological forces that lead us to disregard facts or logic and behave in surprisingly irrational ways." -New York Times "A unique and compulsively readable look at unseen behavioral trends." -Fortune "A breathtaking book that will challenge your every thought, *Sway* hovers above the intersection of *Blink* and *Freakonomics*."--Tom Rath, coauthor of the New York Times #1 bestseller *How Full Is Your Bucket?* "[An] engaging journey through the workings—and failings—of the mind...Their stories of senselessness...are as fascinating as the lessons we learn from them." -Fast Company

"Count me swayed--but in this instance by the pull of entirely rational forces. Ori and Rom Brafman have done a terrific job of illuminating deep-seated tendencies that skew our behavior in ways that can range from silly to deadly. We'd be fools not to learn what they have to teach us."--Robert B. Cialdini, author of New York Times bestseller *Influence* "If you think you know how you think, you'd better think again! Take this insightful, delightful trip to the sweet spot where economics, psychology, and sociology converge, and you'll discover how our all-too-human minds actually work."--Alan M. Webber, founding editor of *Fast Company*

Transformed! Judith Wright 2012-11-07 Winner of the 2013 Nautilus Silver Award In the radical new book *Transformed!*, bestselling author Dr. Judith Wright and acclaimed speaker Dr. Bob Wright explore how individuals can achieve lifelong transformation—in their

The Drama-Free Workplace Patti Perez 2019-04-02 Eliminate sexual harassment, unconscious bias, ethical lapses and other HR nightmares! Companies spend millions on legal compliance training and initiatives to eliminate workplace drama and the resulting low morale and lawsuits, but don't always get the results they want. Most organizations understand that simply checking legal compliance boxes around sexual harassment, bias, etc. isn't enough, but are at a loss on how to implement solutions, especially in today's post-#MeToo world. Patti Perez is an attorney, HR expert, trainer, and former state regulator, who has conducted over 1,200 workplace investigations. In this unique book, she explains the secret to avoiding all forms of drama, legal exposure, and low morale: A healthy workplace culture. Patti combines the lessons learned from 25 years of professional experience with robust data from behavioral science research to debunk common myths, including the belief that a focus on legal compliance leads to a healthy workplace culture. (In fact, it increases the likelihood of getting sued). The *Drama-Free Workplace* includes a section with easy-to-understand causes, effects and solutions to problems related to: Sexual harassment Bias and diversity Ethics lapses The book also includes helpful information on: Becoming an organization that values and practices fearlessness, fairness and freedom

Anticipating situations that give rise to drama, with detailed advice on how to prevent it from happening Using emotional intelligence to communicate more precisely and persuasively about sensitive, controversial topics in the workplace Finally, the book's DIY section guides companies on how to: draft and enforce helpful policies (that employees will actually read and *want* to follow) design and deliver powerful and effective training programs investigate and resolve claims of sexual harassment and other types of misconduct. Together, these practical tools will help all your employees feel valued and motivated, and keep drama, disengagement, and lawsuits, away.

Digital Talking Books Plus 2009

High School Student Perceptions of

Community Colleges Jean F. Morciglio 2010

Corporate Governance Walter Effross 2010 The first law school text in its field, *Corporate Governance: Principles and Practices* focuses on the theory and practice of balancing power among corporate directors, officers, shareholders, and "stakeholders." A superb teacher, Walter Effross brings his subject to life with a vibrant writing style, examples from popular culture, annotated sample documents, drafting exercises, and an innovative "Shareholder's Menu" in the appendix.

Corporate Governance: Principles and Practice features: summaries and explanations of contrasting schools of thought, including contractarianism, communitarianism, And the strengths and limitations of emerging academic approaches, such as empiricism, behavioral economics, and the study of international "convergence" of corporate governance an accessible selection of excerpts from the classic And the latest judicial decisions, with a concise treatment of factual and procedural context incisive notes that explore and explain the case excerpts and offer commentary on reactions from other courts, commentators, counsel, and executives engaging examples from the headlines and popular culture that illustrate important principles and spark class discussion detailed examinations of issues of corporate social responsibility, and of legal ethics in representing corporations, directors, officers, and/or shareholders annotated sample documents and drafting exercises hundreds of

suggestions for paper topics on emerging and unsettled aspects of governance theory and practice an appendix providing additional advice for identifying, selecting, refining, and developing topics for papers and articles on corporate governance an appendix listing useful Web sites and "Readings Beyond the Syllabus" a Shareholder's Menu that categorizes and summarizes more than seventy separate initiatives that shareholder activists and commentators have proposed Finally! A law school text dedicated To the burgeoning field of corporate governance! Ideal for Advanced Corporate Law, Corporate Governance, Corporate Law (as a supplement), Business Planning, Legal Drafting, and related topics, Corporate Governance: Principles and Practices is the practical book you've been waiting for.

Behavioral Economics Jim Wasserman
2023-12-06 Kids today are in a media-saturated environment. Even as they are first discovering who they are and learning about the greater world, they are nudged and swayed by media. To help empower children to be resilient and have more self-guidance in their development, we have written a two-book series about choice-making. This book explores the general process of how we make choices, from consciously rational to subconsciously emotional. Through exploratory lessons supplied in each chapter, kids learn the techniques of effective choice-making so that they have the tools to stand against outside sways.

Design-build Barbara J. Jackson 2011 "This practical, multi-disciplinary guide brings you all of the fundamentals that constructors, architects, and engineers must understand in order to mitigate risks, optimise results, and be successful in the design-build arena" ---Cover.
The Touchstones of Leadership Joseph Carleone
2024-09-17 Essential Leadership Principles to Guide Your Business to Success In The Touchstones of Leadership, Joseph Carleone distills decades of real-world experience into 45 succinct principles to guide business leaders through adversity. Organized within a comprehensive four-part model, the principles form a strategic compass directing organizations from managing operations to aligning strategy. While pragmatic, the touchstones also inspire leaders to Act with emotional intelligence Seek

growth opportunities Build trust Make values-driven decisions From historical leaders to management research, Carleone draws broadly to showcase the universal applicability of the touchstones and how they enabled business turnarounds, facilitated smooth leadership transitions after acquisitions, and reversed the fortunes of a struggling subsidiary under his command. Balancing profundity and wit, these principles form an indispensable leadership code for turbulent times. Both visionary and results-driven, The Touchstones of Leadership perfectly captures the essence of values-centered leadership. It provides a reliable compass for leaders across industries seeking to navigate obstacles and drive enduring success.

The New Yorker 2008

Streetlights and Shadows Gary A. Klein 2009 An expert explains how the conventional wisdom about decision making can get us into trouble-- and why experience can't be replaced by rules, procedures, or analytical methods.

Sway Ori Brafman 2008-06-03 A fascinating journey into the hidden psychological influences that derail our decision-making, Sway will change the way you think about the way you think. Why is it so difficult to sell a plummeting stock or end a doomed relationship? Why do we listen to advice just because it came from someone "important"? Why are we more likely to fall in love when there's danger involved? In Sway, renowned organizational thinker Ori Brafman and his brother, psychologist Rom Brafman, answer all these questions and more. Drawing on cutting-edge research from the fields of social psychology, behavioral economics, and organizational behavior, Sway reveals dynamic forces that influence every aspect of our personal and business lives, including loss aversion (our tendency to go to great lengths to avoid perceived losses), the diagnosis bias (our inability to reevaluate our initial diagnosis of a person or situation), and the "chameleon effect" (our tendency to take on characteristics that have been arbitrarily assigned to us). Sway introduces us to the Harvard Business School professor who got his students to pay \$204 for a \$20 bill, the head of airline safety whose disregard for his years of training led to the transformation of an entire industry, and the football coach who turned

conventional strategy on its head to lead his team to victory. We also learn the curse of the NBA draft, discover why interviews are a terrible way to gauge future job performance, and go inside a session with the Supreme Court to see how the world's most powerful justices avoid the dangers of group dynamics. Every once in a while, a book comes along that not only challenges our views of the world but changes the way we think. In *Sway*, Ori and Rom Brafman not only uncover rational explanations for a wide variety of irrational behaviors but also point readers toward ways to avoid succumbing to their pull.

Talking Book Topics 2010

Jewish Book World 2008

Artificial Intelligence Stuart Jonathan Russell 2010 Artificial intelligence: A Modern Approach, 3e, is ideal for one or two-semester, undergraduate or graduate-level courses in Artificial Intelligence. It is also a valuable resource for computer professionals, linguists, and cognitive scientists interested in artificial intelligence. The revision of this best-selling text offers the most comprehensive, up-to-date introduction to the theory and practice of artificial intelligence.

Harvard Business Review 2010

The Publishers Weekly 2008

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