

Windfall The Booming Business Of Global Warming

Dead and DatelessThe Diversity, Complexity, and Evolution of High Tech CapitalismWhy Are We Waiting?All Quiet on the Western FrontOdds Against TomorrowUnwellMacroeconomic Inequality from Reagan to TrumpHow to Learn a Foreign LanguageWindfallThe Art of DoingThe Measure of CivilizationThe Meat RacketWindfallRembrandts in the AtticThe ProfiteersInheritanceDaylightHow to Live a Low-carbon LifeMiddlesexThe FourShining CityTrue StoryField Notes from a CatastropheI'm Not for Everyone. Neither Are You.What We Know about Climate ChangeAn Economist Walks Into a BrothelHouse of Trump, House of PutinMajor Account Sales StrategyPrivate EmpireThe Real Book of Real EstateExtractedHot StocksStart-up NationExtinctionWindfallThe Billionaire BoondoggleClimate Change, Capitalism, and CorporationsThe Unfinished System of NonknowledgeFundamentals of Business (black and White)False Alarm

Dead and Dateless

"Rembrandts in the Attic" provides the first practical and strategic guide that shows CEOs and other managers how to unlock the enormous financial and competitive power hidden in their patent portfolios. The authors show how some of the world's most successful firms have used patents to capture and defend markets, outflank rivals, boost bottom-line revenues and shareholder return, and enhance the commercial success of their enterprises.

The Diversity, Complexity, and Evolution of High Tech Capitalism

The New York Times-bestselling "skeptical environmentalist" argues that panic over climate change is causing more harm than good. Hurricanes batter our coasts. Wildfires rage across the American West. Glaciers collapse in the Arctic. Politicians, activists, and the media espouse a common message: climate change is destroying the planet, and we must take drastic action immediately to stop it. Children panic about their future, and adults wonder if it is even ethical to bring new life into the world. Enough, argues bestselling author Bjorn Lomborg. Climate change is real, but it's not the apocalyptic threat that we've been told it is. Projections of Earth's imminent demise are based on bad science and even worse economics. In panic, world leaders have committed to wildly expensive but largely ineffective policies that hamper growth and crowd out more pressing investments in human capital, from immunization to education. False Alarm will convince you that everything you think about climate change is wrong -- and points the way toward making the world a vastly better, if slightly warmer, place for us all.

Why Are We Waiting?

A former AP national agribusiness reporter critically assesses the corporate meat industry as demonstrated by the practices of Tyson Foods, documenting the meat supply's takeover by a few powerful companies who the author argues are raising

prices and outmaneuvering reforms.

All Quiet on the Western Front

The co-founder of a brand studio describes how businesses can change their marketing strategies to describe and promote their brand's story in an effort to appeal to modern consumers who have become increasingly interested in what a business embodies and represents. 20,000 first printing.

Odds Against Tomorrow

While working for a financial consulting firm that offers insurance against catastrophic events, a young mathematician becomes increasingly obsessed with doomsday scenarios until one of his worst-case scenarios unfolds in Manhattan.

Unwell

In his highly provocative first book, Scott Galloway pulls back the curtain on exactly how Amazon, Apple, Facebook, and Google built their massive empires. While the media spins tales about superior products and designs, and the power of technological innovation, Galloway exposes the truth: none of these four are first movers technologically - they've either copied, stolen, or acquired their ideas. Readers will come away with fresh, game-changing insights about what it takes to win in today's economy. Print run 125,000.

Macroeconomic Inequality from Reagan to Trump

Some thousands of years ago, the world was home to an immense variety of large mammals. From woolly mammoths and saber-toothed tigers to giant ground sloths and armadillos the size of automobiles, these spectacular creatures roamed freely. Then human beings arrived. Devouring their way down the food chain as they spread across the planet, they began a process of voracious extinction that has continued to the present. Headlines today are made by the existential threat confronting remaining large animals such as rhinos and pandas. But the devastation summoned by humans extends to humbler realms of creatures including beetles, bats and butterflies. Researchers generally agree that the current extinction rate is nothing short of catastrophic. Currently the earth is losing about a hundred species every day. This relentless extinction, Ashley Dawson contends in a primer that combines vast scope with elegant precision, is the product of a global attack on the commons, the great trove of air, water, plants and creatures, as well as collectively created cultural forms such as language, that have been regarded traditionally as the inheritance of humanity as a whole. This attack has its genesis in the need for capital to expand relentlessly into all spheres of life. Extinction, Dawson argues, cannot be understood in isolation from a critique of our economic system. To achieve this we need to transgress the boundaries between science, environmentalism and radical politics. Extinction: A Radical History performs this task with both brio and brilliance.

How to Learn a Foreign Language

When Marcus Ripps inherits the escort service operated by his derelict brother, he has no idea what he's getting into. He's much too philosophical, honest, and hard-working to be a pimp, and yet before long, he's able to pay off his creditors, revitalize his marriage, get a new BMW, and give his son a bar mitzvah he'll never forget. The only question now is: can he keep this business going long enough to change his life? Or will the cops get to him first? A wild, satiric, insightful, and hysterical romp, *Shining City* is an L.A. adventure that will keep you guessing to the very end.

Windfall

In his book "Jurassic Park" (and in the movie based on the book), Michael Crichton describes a crazed professor who through techniques of genetic engineering manages to recreate the dinosaurs and giant ferns of 65 million years past. Once the giant Tyrannosaurus Rex is brought to life, a powerful dynamics sets in: evolution. The prehistoric world embarks on a collision course with man. Researching his book, Crichton had been reading up on paleontology and on the mathematical theory of evolution, catastrophes, and chaos. Crichton explains some of the twists of nonlinear mathematics that are rewriting not only thermodynamics, physics, and chemistry (that all grapple with evolving and turbulent processes) but also paleontology, genetics, medicine and even anthropology. Collapse and chaos is not limited to prehistoric animal kingdoms and ancient civilizations. The collapse of the Soviet Union and the political and economic chaos in its aftermath demonstrate that modern civilizations are just as vulnerable. This book aims at reexamining some main portions of the discipline of economics from the point of view of economic change and creativity. There are two aspects to this perspective. First, diversity and complexity. The range of different kinds of high technology products available to consumers and producers increases rapidly. Each product is the result of a long and complex production hierarchy. As these hierarchies grow, they deliver ever more diversified and complex high tech goods. Other hierarchies fall by the wayside.

The Art of Doing

The proprietor of Dead End Dating, a matchmaking service for hip Manhattan vampires, Liz Marchette faces new challenges when one of her undead clients turns up really dead and she becomes a prime suspect in the crime, a pack of werewolves demands that she find them mates before the next full moon, and the sexy but unsuitable Ty Bonner. Original.

The Measure of Civilization

FBI Agent Atlee Pine's search for her sister Mercy clashes with military investigator John Puller's high-stakes case, leading them both deep into a global conspiracy -- from which neither of them will escape unscathed. For many long years, Atlee Pine was tormented by uncertainty after her twin sister, Mercy, was abducted at the age of six and never seen again. Now, just as Atlee is pressured to end her investigation into Mercy's disappearance, she finally gets her most promising breakthrough yet: the identity of her sister's kidnapper, Ito Vincenzo. With time

running out, Atlee and her assistant Carol Blum race to Vincenzo's last known location in Trenton, New Jersey -- and unknowingly stumble straight into John Puller's case, blowing his arrest during a drug ring investigation involving a military installation. Stunningly, Pine and Puller's joint investigation uncovers a connection between Vincenzo's family and a breathtaking scheme that strikes at the very heart of global democracy. Peeling back the layers of deceit, lies and cover-ups, Atlee finally discovers the truth about what happened to Mercy. And that truth will shock Pine to her very core.

The Meat Racket

An urgent case for climate change action that forcefully sets out, in economic, ethical, and political terms, the dangers of delay and the benefits of action. The risks of climate change are potentially immense. The benefits of taking action are also clear: we can see that economic development, reduced emissions, and creative adaptation go hand in hand. A committed and strong low-carbon transition could trigger a new wave of economic and technological transformation and investment, a new era of global and sustainable prosperity. Why, then, are we waiting? In this book, Nicholas Stern explains why, notwithstanding the great attractions of a new path, it has been so difficult to tackle climate change effectively. He makes a compelling case for climate action now and sets out the forms that action should take. Stern argues that the risks and costs of climate change are worse than estimated in the landmark Stern Review in 2006—and far worse than implied by standard economic models. He reminds us that we have a choice. We can rely on past technologies, methods, and institutions—or we can embrace change, innovation, and international collaboration. The first might bring us some short-term growth but would lead eventually to chaos, conflict, and destruction. The second could bring about better lives for all and growth that is sustainable over the long term, and help win the battle against worldwide poverty. The science warns of the dangers of neglect; the economics and technology show what we can do and the great benefits that will follow; an examination of the ethics points strongly to a moral imperative for action. Why are we waiting?

Windfall

A fascinating investigation into how people around the globe are cashing in on a warming world McKenzie Funk has spent the last six years reporting around the world on how we are preparing for a warmer planet. Funk shows us that the best way to understand the catastrophe of global warming is to see it through the eyes of those who see it most clearly—as a market opportunity. Global warming's physical impacts can be separated into three broad categories: melt, drought, and deluge. Funk travels to two dozen countries to profile entrepreneurial people who see in each of these forces a potential windfall. The melt is a boon for newly arable, mineral-rich regions of the Arctic, such as Greenland—and for the surprising kings of the manmade snow trade, the Israelis. The process of desalination, vital to Israel's survival, can produce a snowlike by-product that alpine countries use to prolong their ski season. Drought creates opportunities for private firefighters working for insurance companies in California as well as for fund managers backing south Sudanese warlords who control local farmland. As droughts raise food prices globally, there is no more precious asset. The

deluge—the rising seas, surging rivers, and superstorms that will threaten island nations and coastal cities—has been our most distant concern, but after Hurricane Sandy and failure after failure to cut global carbon emissions, it is not so distant. For Dutch architects designing floating cities and American scientists patenting hurricane defenses, the race is on. For low-lying countries like Bangladesh, the coming deluge presents an existential threat. Funk visits the front lines of the melt, the drought, and the deluge to make a human accounting of the booming business of global warming. By letting climate change continue unchecked, we are choosing to adapt to a warming world. Containing the resulting surge will be big business; some will benefit, but much of the planet will suffer. McKenzie Funk has investigated both sides, and what he has found will shock us all. To understand how the world is preparing to warm, *Windfall* follows the money.

Rembrandts in the Attic

As we dig, drill, and excavate to unearth the planet's mineral bounty, the resources we exploit from ores, veins, seams, and wells are gradually becoming exhausted. Mineral treasures that took millions, or even billions, of years to form are now being squandered in just centuries—or sometimes just decades. Will there come a time when we actually run out of minerals? Debates already soar over how we are going to obtain energy without oil, coal, and gas. But what about the other mineral losses we face? Without metals, and semiconductors, how are we going to keep our industrial system running? Without mineral fertilizers and fuels, how are we going to produce the food we need? Ugo Bardi delivers a sweeping history of the mining industry, starting with its humble beginning when our early ancestors started digging underground to find the stones they needed for their tools. He traces the links between mineral riches and empires, wars, and civilizations, and shows how mining in its various forms came to be one of the largest global industries. He also illustrates how the gigantic mining machine is now starting to show signs of difficulties. The easy mineral resources, the least expensive to extract and process, have been mostly exploited and depleted. There are plenty of minerals left to extract, but at higher costs and with increasing difficulties. The effects of depletion take different forms and one may be the economic crisis that is gripping the world system. And depletion is not the only problem. Mining has a dark side—pollution—that takes many forms and delivers many consequences, including climate change. The world we have been accustomed to, so far, was based on cheap mineral resources and on the ability of the ecosystem to absorb pollution without generating damage to human beings. Both conditions are rapidly disappearing. Having thoroughly plundered planet Earth, we are entering a new world. Bardi draws upon the world's leading minerals experts to offer a compelling glimpse into that new world ahead.

The Profiteers

Is it worth swimming in shark-infested waters to surf a 50-foot, career-record wave? Is it riskier to make an action movie or a horror movie? Should sex workers forfeit 50 percent of their income for added security or take a chance and keep the extra money? Most people wouldn't expect an economist to have an answer to these questions—or to other questions of daily life, such as who to date or how early to leave for the airport. But those people haven't met Allison Schragger, an

economist and award-winning journalist who has spent her career examining how people manage risk in their lives and careers. Whether we realize it or not, we all take risks large and small every day. Even the most cautious among us cannot opt out--the question is always which risks to take, not whether to take them at all. What most of us don't know is how to measure those risks and maximize the chances of getting what we want out of life. In *An Economist Walks into a Brothel*, Schrager equips readers with five principles for dealing with risk, principles used by some of the world's most interesting risk takers. For instance, she interviews a professional poker player about how to stay rational when the stakes are high, a paparazzo in Manhattan about how to spot different kinds of risk, horse breeders in Kentucky about how to diversify risk and minimize losses, and a war general who led troops in Iraq about how to prepare for what we don't see coming. When you start to look at risky decisions through Schrager's new framework, you can increase the upside to any situation and better mitigate the downsides.

Inheritance

In a world where illness seems to be everywhere, where does failing biology stop and personal responsibility begin? Nostalgia used to be a killer nervous condition. Women who were considered overly emotional were once treated with a good orgasm, left-handed folk were beaten to be turned &'right', and rotten teeth were pulled to cure the mentally unwell. Just who made these diseases &'diseases' anyway? And what makes us think we understand any better today? Unwell is a fascinating and insightful exploration of the ever-changing nature of illness. Using humour, historical anecdotes, scientific research and personal stories, McRae illuminates the power of disease and medical diagnoses to define who we are and how we live. In a time when extreme violence is blamed on poor mental health, when people suffer for want of health insurance, and research dollars depend on sharp marketing campaigns, understanding the social and cultural nature of disease is vital for our wellbeing &- and the wellbeing of our community.

Daylight

Award-winning physician and New York Times bestselling author Sharon Moalem, MD, PhD, reveals how genetic breakthroughs are completely transforming our understanding of both the world and our lives. *INHERITANCE* Conventional wisdom dictates that our genetic destiny is fixed at conception. But Dr. Moalem's groundbreaking book shows us that the human genome is far more fluid and fascinating than your ninth grade biology teacher ever imagined. By bringing us to the bedside of his unique and complex patients, he masterfully demonstrates what rare genetic conditions can teach us all about our own health and well-being. In the brave new world we're rapidly rocketing into, genetic knowledge has become absolutely crucial. *INHERITANCE* provides an indispensable roadmap for this journey by teaching you: -Why you may have recovered from the psychological trauma caused by childhood bullying-but your genes may remain scarred for life. -How fructose is the sugar that makes fruits sweet-but if you have certain genes, consuming it can buy you a one-way trip to the coroner's office. -Why ingesting common painkillers is like dosing yourself repeatedly with morphine-if you have a certain set of genes. -How insurance companies legally use your genetic data to predict the risk of disability for you and your children-and how that impacts the

coverage decisions they make for your family. -How to have the single most important conversation with your doctor-one that can save your life. And finally: -Why people with rare genetic conditions hold the keys to medical problems affecting millions. In this trailblazing book, Dr. Moalem employs his wide-ranging and entertaining interdisciplinary approach to science and medicine-- explaining how art, history, superheroes, sex workers, and sports stars all help us understand the impact of our lives on our genes, and our genes on our lives. INHERITANCE will profoundly alter how you view your genes, your health--and your life.

How to Live a Low-carbon Life

"This is a work of genius, a metaphor-studded treasure chest, filled with wisdom for anyone willing to go look. I've already ordered ten copies." -- SETH GODIN, bestselling author of THE ICARUS DECEPTION --"Fun and insightful lessons from a man who's lived life on his terms." -- KAMAL RAVIKANT, bestselling author of LOVE YOURSELF LIKE YOUR LIFE DEPENDS ON IT HAVE YOU EVER: --Wished you were someone else? --Struggled to fit in with the crowd at school, at work, at the local American Legion Post? --Said something hurtful to your beloved for no apparent reason? --Regretted the choices you've made to stay safe and secure? I'M NOT FOR EVERYONE. NEITHER ARE YOU. Is a highly concentrated, straight-to-the-bloodstream three part collection of axioms designed to help you to discover your singular inner style and to best express it in all of your personal and professional relationships. Without apology. Written down as "notes to myself" over the course of eight decades plus as a dancer/advertising superstar/performer/playwright/author, David Leddick teaches us that how you see yourself is how others see you So find your own style and express it as freely as you would a work of art.

Middlesex

For five decades, rising US income and wealth inequality has been driven by wage repression and production realignments benefitting the top one percent of households. In this inaugural book for Cambridge Studies in New Economic Thinking, Professor Lance Taylor takes an innovative approach to measuring inequality, providing the first and only full integration of distributional and macro level data for the US. While work by Thomas Piketty and colleagues pursues integration from the income side, Professor Taylor uses data of distributions by size of income and wealth combined with the cost and demand sides, flows of funds, and full balance sheet accounting of real capital and financial claims. This blends measures of inequality with national income and product accounts to show the relationship between productivity and wages at the industry sector level. Taylor assesses the scope and nature of various interventions to reduce income and wealth inequalities using his simulation model, disentangling wage growth and productivity while challenging mainstream models.

The Four

The world's population is rapidly urbanizing but the affluence and development often associated with cities are far from equitably or sustainably distributed. Where

it was once taken for granted that responsibility for urban development lay with the sta

Shining City

THE NEW YORK TIMES BESTSELLER “The story Unger weaves with those earlier accounts and his original reporting is fresh, illuminating and more alarming than the intelligence channel described in the Steele dossier.”—The Washington Post House of Trump, House of Putin offers the first comprehensive investigation into the decades-long relationship among Donald Trump, Vladimir Putin, and the Russian Mafia that ultimately helped win Trump the White House. It is a chilling story that begins in the 1970s, when Trump made his first splash in the booming, money-drenched world of New York real estate, and ends with Trump’s inauguration as president of the United States. That moment was the culmination of Vladimir Putin’s long mission to undermine Western democracy, a mission that he and his hand-selected group of oligarchs and Mafia kingpins had ensnared Trump in, starting more than twenty years ago with the massive bailout of a string of sensational Trump hotel and casino failures in Atlantic City. This book confirms the most incredible American paranoias about Russian malevolence. To most, it will be a hair-raising revelation that the Cold War did not end in 1991—that it merely evolved, with Trump’s apartments offering the perfect vehicle for billions of dollars to leave the collapsing Soviet Union. In House of Trump, House of Putin, Craig Unger methodically traces the deep-rooted alliance between the highest echelons of American political operatives and the biggest players in the frightening underworld of the Russian Mafia. He traces Donald Trump’s sordid ascent from foundering real estate tycoon to leader of the free world. He traces Russia’s phoenix like rise from the ashes of the post-Cold War Soviet Union as well as its ceaseless covert efforts to retaliate against the West and reclaim its status as a global superpower. Without Trump, Russia would have lacked a key component in its attempts to return to imperial greatness. Without Russia, Trump would not be president. This essential book is crucial to understanding the real powers at play in the shadows of today’s world. The appearance of key figures in this book—Paul Manafort, Michael Cohen, and Felix Sater to name a few—ring with haunting significance in the wake of Robert Mueller’s report and as others continue to close in on the truth.

True Story

An updated edition of a guide to the basic science of climate change, and a call to action. The vast majority of scientists agree that human activity has significantly increased greenhouse gases in the atmosphere—most dramatically since the 1970s. Yet global warming skeptics and ill-informed elected officials continue to dismiss this broad scientific consensus. In this updated edition of his authoritative book, MIT atmospheric scientist Kerry Emanuel outlines the basic science of global warming and how the current consensus has emerged. Although it is impossible to predict exactly when the most dramatic effects of global warming will be felt, he argues, we can be confident that we face real dangers. Emanuel warns that global warming will contribute to an increase in the intensity and power of hurricanes and flooding and more rapidly advancing deserts. But just as our actions have created the looming crisis, so too might they avert it. Emanuel calls for urgent action to

reduce greenhouse gases and criticizes the media for downplaying the dangers of global warming (and, in search of “balance,” quoting extremists who deny its existence). This edition has been updated to include the latest climate data, a discussion of the earth's carbon cycle, the warming hiatus of the first decade of this century, the 2017 hurricanes, advanced energy options, the withdrawal from the Paris climate agreement, and more. It offers a new foreword by former U.S. Representative Bob Inglis (R-SC), who now works on climate action through his organization RepublicEN.

Field Notes from a Catastrophe

Spanning eight decades and chronicling the wild ride of a Greek-American family through the vicissitudes of the twentieth century, Jeffrey Eugenides' witty, exuberant novel on one level tells a traditional story about three generations of a fantastic, absurd, lovable immigrant family -- blessed and cursed with generous doses of tragedy and high comedy. But there's a provocative twist. Cal, the narrator -- also Callie -- is a hermaphrodite. And the explanation for this takes us spooling back in time, through a breathtaking review of the twentieth century, to 1922, when the Turks sacked Smyrna and Callie's grandparents fled for their lives. Back to a tiny village in Asia Minor where two lovers, and one rare genetic mutation, set our narrator's life in motion. *Middlesex* is a grand, utterly original fable of crossed bloodlines, the intricacies of gender, and the deep, untidy promptings of desire. It's a brilliant exploration of divided people, divided families, divided cities and nations -- the connected halves that make up ourselves and our world. Justly acclaimed when it was released in Fall 2002, it announces the arrival of a major writer for our times. From the Hardcover edition.

I'm Not for Everyone. Neither Are You.

(Black & White version) *Fundamentals of Business* was created for Virginia Tech's MGT 1104 Foundations of Business through a collaboration between the Pamplin College of Business and Virginia Tech Libraries. This book is freely available at: <http://hdl.handle.net/10919/70961> It is licensed with a Creative Commons-NonCommercial ShareAlike 3.0 license.

What We Know about Climate Change

A new edition of the book that launched Elizabeth Kolbert's career as an environmental writer--updated with three new chapters, making it, yet again, "irreplaceable" (Boston Globe). Elizabeth Kolbert's environmental classic *Field Notes from a Catastrophe* first developed out of a groundbreaking, National Magazine Award-winning three-part series in *The New Yorker*. She expanded it into a still-concise yet richly researched and damning book about climate change: a primer on the greatest challenge facing the world today. But in the years since, the story has continued to develop; the situation has become more dire, even as our understanding grows. Now, Kolbert returns to the defining book of her career. She has added a chapter bringing things up-to-date on the existing text, plus three new chapters--on ocean acidification, the tar sands, and a Danish town that's gone carbon neutral--making it, again, a must-read for our moment.

An Economist Walks Into a Brothel

From the bestselling coauthor of *The Money and the Power*, the “compelling corporate history” (*The National Book Review*) and inside story of the Bechtel family and the empire they’ve controlled since the construction of the Hoover Dam. The tale of the Bechtel family dynasty is a classic American business story. It begins with Warren A. “Dad” Bechtel, who led a consortium that constructed the Hoover Dam. They would go on to “build the world,” from the construction of airports in Hong Kong and Doha, to pipelines and tunnels in Alaska and Europe, to mining and energy operations around the globe. In their century-long quest, five generations of Bechtel men have harnessed and distributed much of the planet’s natural resources, including solar geothermal power. Bechtel is now one of the largest privately held corporations in the world. The Bechtel Group has eclipsed its few rivals, with developments in emerging and third world nations that include secret military installations and defense projects; underground bunkers in Kuwait, Iraq, and Afghanistan; oil pipelines and entire cities in the Middle East; palaces for Arab rulers, such as the Saudi Royal Family; and chemical plants for Arab dictators. Like all stories of empire building, the rise of Bechtel—one of the first mega companies to emerge in the American West—presents a complex and riveting narrative. Veiled in obsessive secrecy, Bechtel has had closer ties to the US government than any other private corporation in modern memory. “Riveting and revealing” (*Kirkus Reviews*), *The Profiteers* is one of the biggest business and political stories of our time.

House of Trump, House of Putin

An “extraordinary” and “monumental” exposé of Big Oil from two-time Pulitzer Prize winner Steve Coll (*The Washington Post*) Includes a profile of current Secretary of State and former chairman and chief executive of ExxonMobil, Rex Tillerson In this, the first hard-hitting examination of ExxonMobil—the largest and most powerful private corporation in the United States—Steve Coll reveals the true extent of its power. *Private Empire* pulls back the curtain, tracking the corporation’s recent history and its central role on the world stage, beginning with the Exxon Valdez accident in 1989 and leading to the Deepwater Horizon oil spill in the Gulf of Mexico in 2010. The action spans the globe—featuring kidnapping cases, civil wars, and high-stakes struggles at the Kremlin—and the narrative is driven by larger-than-life characters, including corporate legend Lee “Iron Ass” Raymond, ExxonMobil’s chief executive until 2005, and current chairman and chief executive Rex Tillerson, President-elect Donald Trump's nomination for Secretary of State. A penetrating, news-breaking study, *Private Empire* is a defining portrait of Big Oil in American politics and foreign policy.

Major Account Sales Strategy

High achievers who have made it to the top of their respective fields describe how they do what they do, featuring advice from Will Shortz on creating a mind-bending crossword puzzle and from the OkCupid founders on finding love online.

Private Empire

Windfall is the boldest profile of the world's energy resources since Daniel Yergin's *The Quest*, asserting that the new energy abundance—due to oil and gas resources once deemed too expensive—is transforming the geo-political order and is boosting American power. “Riveting and comprehensive a smart, deeply researched primer on the subject.” —The New York Times Book Review As a new administration focuses on driving American energy production, O'Sullivan's “refreshing and illuminating” (*Foreign Policy*) *Windfall* describes how new energy realities have profoundly affected the world of international relations and security. New technologies led to oversupplied oil markets and an emerging natural gas glut. This did more than drive down prices—it changed the structure of markets and altered the way many countries wield power and influence. America's new energy prowess has global implications. It transforms politics in Russia, Europe, China, and the Middle East. O'Sullivan considers the landscape, offering insights and presenting consequences for each region's domestic stability as energy abundance upends traditional partnerships, creating opportunities for cooperation. The advantages of this new abundance are greater than its downside for the US: it strengthens American hard and soft power. This is “a powerful argument for how America should capitalise on the ‘New Energy Abundance’” (*The Financial Times*) and an explanation of how new energy realities create a strategic environment to America's advantage.

The Real Book of Real Estate

An Arsenal of Shrewd Tactics and Winning Strategies to Make You a Major Account Sales Success Knowing how to get to the decision maker, deal with the competition, understand buyer psychology, and service the client--these are the keys to success when you need to nail down major accounts. Now, for the first time, here's a book of practical, proven-effective strategies and tactics for the entire major account sales cycle. Based on Neil Rackham's exhaustive research, the strategies you'll find here will enable you to . . . Tailor your selling strategy to match each step in the client's decision-making process. Ensure that you won't lose your customers because you'll know the psychology of the buyer and how to respond to their doubts. Gain entry to accounts through many different windows of opportunity. Deal with competitive situations, take on bigger competitors, and win using strategies that the author's meticulous research shows are employed by the most successful salespeople. Handle negotiations, concessions on price, and term agreements skillfully and effectively. Offer the ongoing technical and maintenance support that keeps your major accounts yours. From a world-renowned sales innovator, this first-of-a-kind A-to-Z presentation of major account strategy puts sales success in your hands. Make it yours today. Read *Major Account Sales Strategy*.

Extracted

Why do our politicians let the entertainment industry and individuals like Donald Trump bilk taxpayers, hijack public policy and hurt economic investment? It is widely believed, that a city in possession of a fortune must be in want of a partner who will drive economic development and thus be worth a substantial dowry of tax abatements, subsidies, and grants. These partners always prove faithless, though, especially when it comes to the entertainment industry. Never date an actor, as

they say. From stadiums and movie productions to casinos and mega-malls to convention centers and hotels, cities and states have paid out billions of dollars to the world's corporate titans in an attempt to boost their economies, create new and better jobs, and lure well-known events such as the Olympics and the Super Bowl to within their borders, not to mention give officials a chance to have their pictures taken with celebrities. That Big Entertainment drives bigger economies is a myth, however, one that has nonetheless permeated every facet of policy making despite the overwhelming evidence that it results in a raw deal for the taxpaying public. In *The Billionaire Boondoggle*, Garofalo takes readers on a tour of publically-subsidized corporate America to explain how that myth came to be, how much money America's elected officials throw away, and why courting Big Entertainment just courts disaster.

Hot Stocks

Climate change is one of the greatest threats facing humanity, a definitive manifestation of the well-worn links between progress and devastation. This book explores the complex relationship that the corporate world has with climate change and examines the central role of corporations in shaping political and social responses to the climate crisis. The principal message of the book is that despite the need for dramatic economic and political change, corporate capitalism continues to rely on the maintenance of 'business as usual'. The authors explore the different processes through which corporations engage with climate change. Key discussion points include climate change as business risk, corporate climate politics, the role of justification and compromise, and managerial identity and emotional reactions to climate change. Written for researchers and graduate students, this book moves beyond descriptive and normative approaches to provide a sociologically and critically informed theory of corporate responses to climate change.

Start-up Nation

Considered by many the greatest war novel of all time, *All Quiet on the Western Front* is Erich Maria Remarque's masterpiece of the German experience during World War I. I am young, I am twenty years old; yet I know nothing of life but despair, death, fear, and fatuous superficiality cast over an abyss of sorrow. . . . This is the testament of Paul Bäumer, who enlists with his classmates in the German army during World War I. They become soldiers with youthful enthusiasm. But the world of duty, culture, and progress they had been taught breaks in pieces under the first bombardment in the trenches. Through years of vivid horror, Paul holds fast to a single vow: to fight against the principle of hate that meaninglessly pits young men of the same generation but different uniforms against one another . . . if only he can come out of the war alive. "The world has a great writer in Erich Maria Remarque. He is a craftsman of unquestionably first rank, a man who can bend language to his will. Whether he writes of men or of inanimate nature, his touch is sensitive, firm, and sure."—The New York Times Book Review

Extinction

A groundbreaking look at Western and Eastern social development from the end of the ice age to today. In the past thirty years, there have been fierce debates over how civilizations develop and why the West became so powerful. *The Measure of Civilization* presents a brand-new way of investigating these questions and provides new tools for assessing the long-term growth of societies. Using a groundbreaking numerical index of social development that compares societies in different times and places, award-winning author Ian Morris sets forth a sweeping examination of Eastern and Western development across 15,000 years since the end of the last ice age. He offers surprising conclusions about when and why the West came to dominate the world and fresh perspectives for thinking about the twenty-first century. Adapting the United Nations' approach for measuring human development, Morris's index breaks social development into four traits—energy capture per capita, organization, information technology, and war-making capacity—and he uses archaeological, historical, and current government data to quantify patterns. Morris reveals that for 90 percent of the time since the last ice age, the world's most advanced region has been at the western end of Eurasia, but contrary to what many historians once believed, there were roughly 1,200 years—from about 550 to 1750 CE—when an East Asian region was more advanced. Only in the late eighteenth century CE, when northwest Europeans tapped into the energy trapped in fossil fuels, did the West leap ahead. Resolving some of the biggest debates in global history, *The Measure of Civilization* puts forth innovative tools for determining past, present, and future economic and social trends.

Windfall

Explains how to learn foreign languages, offering practical advice for overcoming the obstacles.

The Billionaire Boondoggle

The world is warming, our portfolios will have to adapt, and the stocks we own can help shape our future; James Ellman shows how to invest wisely as climate change impacts multiple sectors across the stock market. The costs of global warming and its mitigation will have a major impact on equity market performance over the next two decades. As the climate changes, investors will need to understand which are the best-positioned market sectors and stocks as well as those to avoid. *Hot Stocks* provides a roadmap detailing how to invest in this new reality. It evaluates the many ways global warming will affect profit flows in the economy:

- Impacts of a warmer climate, rising ocean levels, more frequent extreme storm events, land desertification and ocean acidification.
- Potential for government taxation on greenhouse gas emissions.
- Accelerating switching to renewable power systems that are increasingly cost competitive with those powered by oil fossil fuels.
- Government bans on sales of cars powered by internal combustion engines and the electrification of the terrestrial vehicle fleet.
- Potential for hydrocarbon reserves and equipment becoming impaired or 'stranded assets'.
- Rising demand for major infrastructure projects to protect valuable coastal real estate from inundation.
- Litigation aimed at forcing legacy polluters to pay mitigation costs.

The book drills down on how these changes will depress or support stocks in sectors such as the petroleum industry, automakers, renewable power providers, regional banking,

property insurance, heavy equipment manufacturers, Real Estate Investment Trusts (REITs) and agricultural chemicals. The analysis then pivots away from a US-centric focus to identify those nations around the world whose economies are best positioned to successfully adjust to the impact of rising prevailing temperatures, as well as those likely to suffer the most from the trend.

Climate Change, Capitalism, and Corporations

From the #1 bestselling author of "Rich Dad, Poor Dad" comes the ultimate guide to real estate--the advice and techniques every investor needs to navigate through the ups, downs, and in-betweens of the market.

The Unfinished System of Nonknowledge

An award-winning journalist shares the stories of entrepreneurs who are realizing marketing opportunities associated with global warming, from Israeli artificial snow-makers and private firefighters in California to fund managers backing Sudanese warlords and the Dutch architects of floating cities.

Fundamentals of Business (black and White)

Keuze uit het werk van de Franse filosoof (1897-1962).

False Alarm

START-UP NATION addresses the trillion dollar question: How is it that Israel-- a country of 7.1 million, only 60 years old, surrounded by enemies, in a constant state of war since its founding, with no natural resources-- produces more start-up companies than large, peaceful, and stable nations like Japan, China, India, Korea, Canada and the UK? With the savvy of foreign policy insiders, Senor and Singer examine the lessons of the country's adversity-driven culture, which flattens hierarchy and elevates informality-- all backed up by government policies focused on innovation. In a world where economies as diverse as Ireland, Singapore and Dubai have tried to re-create the "Israel effect", there are entrepreneurial lessons well worth noting. As America reboots its own economy and can-do spirit, there's never been a better time to look at this remarkable and resilient nation for some impressive, surprising clues.

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