A REVOLUTIONARY APPROACH
TO SUCCESS

ADAM GRANT

Give And Take Adam Grant

Adam Grant

Give And Take Adam Grant:

Give and Take Adam Grant, 2014-03-25 A groundbreaking look at why our interactions with others hold the key to success from the New York Times bestselling author of Hidden Potential Think Again and Originals For generations we have focused on the individual drivers of success passion hard work talent and luck But in today's dramatically reconfigured world success is increasingly dependent on how we interact with others In Give and Take Adam Grant an award winning researcher and Wharton's highest rated professor examines the surprising forces that shape why some people rise to the top of the success ladder while others sink to the bottom Praised by social scientists business theorists and corporate leaders Give and Take opens up an approach to work interactions and productivity that is nothing short of revolutionary Adam M. Grant, 2013 Everybody knows that hard work luck and talent each plays a role in our working lives In his landmark book Adam Grant illuminates the importance of a fourth increasingly critical factor our reciprocity the way we interact with others when exchanging value GIVE AND TAKE changes our fundamental understanding of why we succeed offering a new model for our relationships with colleagues clients and competitors It demolishes the argument of the me first worldview and shows that the best way to get to the top is to focus not on your solo journey but on bringing others with you Engaging intriguing and filled with surprising success stories from history to Hollywood GIVE AND TAKE presents an approach to work team building productivity and profitability that is nothing short of revolutionary. We have been taught to think that people who give without expecting anything in return are at risk of being exploited or burning out but the truth is that they are often the most successful people in any given field Using his own cutting edge research as a professor at Wharton Business School Adam Grant shows how helping others can lead to greater personal success He demonstrates how smart givers avoid becoming doormats and why this kind of success has the power to transform not just individuals and groups but entire organisations and communities **Summary of Give and Take** Alexander Cooper, 2022-07-24 Give and Take A Comprehensive Summary Thank you for purchasing the Give and Take summary If you like the book please purchase and read the original book for full content experience Give and Take is a book written by Adam Grant It is a book where the author teaches his readers the long term benefits of giving This does not only mean giving material things Giving also means to give your time energy and everything one can give to another person The fact is that every person has something they can give Another fact is that some people like to give They are very generous when it comes to giving Other people like to receive They like when others give to them but are not so keen on giving themselves. There is also a third group of people that the author calls matchers How all three groups of people are connected and what the benefits are of each of these groups you can read in the summary below and in the original book The book is divided into several chapters to make reading and understanding what was read easier Furthermore each chapter deals with a specific subject regarding giving and taking Overall the book will teach you why it is good and beneficial for you to give but also to take when offered something Here is a

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look at the reasons why our interactions with others lead to success Grants talks about how we need to stop focusing on what drives us to success individually like passion talent luck and hard work and start paying attention to how we interact with others our approach to work and our productivity The author explains what forces are behind the success of some people and the failure of others The Financial Times described Give and Take as an excellent book with profound implications that shatters the idea that people who put themselves first always achieve success Give and Take quickly reached The New York Times bestseller list when it was published in 2014 It is also a Wall Street Journal bestseller and it was translated into 30 languages A Brief Look Inside EVERY GOOD BOOK CONTAINS A WORLD FAR DEEPER than the surface of its pages The characters and their world come alive and the characters and its world still live on Conversation Starters is peppered with questions designed to bring us beneath the surface of the page and invite us into the world that lives on These questions can be used to Create Hours of Conversation Promote an atmosphere of discussion for groups Foster a deeper understanding of the book Assist in the study of the book either individually or corporately Explore unseen realms of the book as never seen before Disclaimer This book you are about to enjoy is an independent resource meant to supplement the original book If you have not yet read the original book we encourage you to before purchasing this unofficial Conversation Starters of Adam Grant's Give and Take by Milkyway Media Milkyway Media, 2018-05-11 Give and Take Why Helping Others Drives Our Success 2013 by Adam Grant is a psychological study outlining how different people give and receive within their professional relationships The book follows Grant through a 10 year sociological and psychological analysis of social reciprocity Purchase this in depth analysis to learn more Summary: Give and Take Abbey Beathan, 2018-07-04 Give and Take A Revolutionary Approach to Success by Adam M Grant Book Summary Abbey Beathan Disclaimer This is NOT the original book If you re looking for the original book search this link http amzn to 2nw5uoa Adam Grant shows us a new way to approach success one that he thinks is the best one There are different types of people you are going to work with Takers matchers and givers But according to Grant the kind of worker you should be in order to achieve success is the giver the one who focuses on helping without expecting anything in return That statement is counterintuitive most people would think that because givers are so easily exploited then it should be the worst approach But actually a low percentage of givers burn out Most of them achieve extraordinary results Note This summary is wholly written and published by Abbey Beathan It is not affiliated with the original author in any way The more I help out the more successful I become But I measure success in what it has done for the people around me That is the real accolade Adam M Grant It might be hard for you to believe that altruistic behaviour actually gets results but it does Givers are respected people are eager to collaborate with them and you actually learn a lot by helping people out Grant provides evidence and captivating stories about people who obtained amazing results by being givers Don t be a taker work cooperatively You ll feel good about it and also climb faster than any other person Praised by many best selling authors Give and Take is a gem for any person who desires to obtain the most successful

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Originals Adam Grant, 2017-02-07 The 1 New York Times bestseller that examines how people can champion new ideas in their careers and everyday life and how leaders can fight groupthink from the author of Hidden Potential Think Again and the co author of Option B Filled with fresh insights on a broad array of topics that are important to our personal and professional lives The New York Times DealBook Originals is one of the most important and captivating books I have ever read full of surprising and powerful ideas It will not only change the way you see the world it might just change the way you live your life And it could very well inspire you to change your world Sheryl Sandberg COO of Facebook and author of Lean In With Give and Take Adam Grant not only introduced a landmark new paradigm for success but also established himself as one of his generation's most compelling and provocative thought leaders In Originals he again addresses the challenge of improving the world but now from the perspective of becoming original choosing to champion novel ideas and values that go against the grain battle conformity and buck outdated traditions. How can we originate new ideas policies and practices without risking it all Using surprising studies and stories spanning business politics sports and entertainment Grant explores how to recognize a good idea speak up without getting silenced build a coalition of allies choose the right time to act and manage fear and doubt how parents and teachers can nurture originality in children and how leaders can build cultures that welcome dissent Learn from an entrepreneur who pitches his start ups by highlighting the reasons not to invest a woman at Apple who challenged Steve Jobs from three levels below an analyst who overturned the rule of secrecy at the CIA a billionaire financial wizard who fires employees for failing to criticize him and a TV executive who didn t even work in comedy but saved Seinfeld from the cutting room floor The payoff is a set of groundbreaking insights about rejecting conformity and improving the status quo

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