

Give and Take: A Revolutionary Approach to Success



An innovative, groundbreaking book that will captivate listeners of Malcolm Gladwell, Daniel Pink, *The Power of Habit*, and *Quiet* for generations, we have focused on the individual drivers of success: passion, hard work, talent, and luck. But today, success is increasingly dependent on how we interact with others. It turns out that at work, most people operate as either takers, matchers, or givers. Whereas takers strive to get as much as possible from others and matchers aim to trade evenly, givers are the rare breed of people who contribute to others without expecting anything in return. Using his own pioneering research as Wharton's youngest tenured professor, Grant shows that these styles have a surprising impact on success. Although some givers get exploited and burn out, the rest achieve extraordinary results across a wide range of industries. Combining cutting-edge evidence with captivating stories, this landmark book shows how one of America's best networkers developed his connections, why the creative genius behind one of the most popular shows in television history toiled for years in anonymity, how a basketball executive responsible for multiple draft busts transformed his franchise into a winner, and how we could have anticipated Enron's demise four years before the company collapsed - without ever looking at a single number. Praised by best-selling authors such as Dan Pink, Tony Hsieh, Dan Ariely, Susan Cain, Dan Gilbert, Gretchen Rubin, Bob Sutton, David Allen, Robert Cialdini, and Seth Godin - as well as senior leaders from Google, McKinsey, Merck, Estee Lauder, Nike, and NASA - *Give and Take* highlights what effective networking, collaboration, influence, negotiation, and leadership skills have in common. This landmark book opens up an approach to success that has the power to transform not just individuals and groups, but entire

organizations and communities.

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Give and Take: A Revolutionary Approach to Success Adam Grant Give and Take: A Revolutionary Approach to Success. Adam Grant. Viking, \$27.95 (320p) ISBN 978-0-670-02655-5 **Give and Take Book Summary - SlideShare** 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. For generations, we have focused on the individual drivers of success: passion, hard work, talent, and luck. **Give and Take: A Revolutionary Approach to Success -** Give and Take: A Revolutionary Approach to Success by Adam M. Grant Ph.D. book review. Click to read the full review of Give and Take: A **Give and Take: Why Helping Others Drives Our Success: Adam** Give and Take: A Revolutionary Approach to Success (Chinese Edition) [Adam Grant] on . *FREE* shipping on qualifying offers. Adam Grant **Give and Take: A Revolutionary Approach to Success eBook: Adam** Give and Take: Why Helping Others Drives Our Success: Adam Grant: Give and Take opens up an approach to work, interactions, and productivity that is . for a revolutionary way of thinking about personal success in business and in life. **Adam Grant** Give and Take: A Revolutionary Approach to Success. Adam Grant, New York: Viking, 2013. Review By: Tracy Sakon. In the new book Give and Take: A **Give and Take: Why Helping Others Drives Our Success** Give and Take: A Revolutionary Approach to Success eBook: Adam Grant: : Kindle Store. - **Give and Take: Why Helping Others Drives Our Success** In Give and Take, Adam Grant, an award-winning researcher and interactions, and productivity that is nothing short of revolutionary. .. success depends heavily on how we approach our interactions with other people. **Give and Take: A Revolutionary Approach to** - Give and Take highlights what effective networking, collaboration, influence, This landmark book opens up an approach to success that has the power to for a revolutionary way of thinking about personal success in business and in life. **Adam Grant Give and Take** Give and Take: Why Helping

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