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DRAKE JONAS

Building Thinking Classrooms in Mathematics, Grades K-12 Lora Jensen

Radical Candor is the sweet spot between managers who are obnoxiously aggressive on the one side and ruinously empathetic on the other. It is about providing guidance, which involves a mix of praise as well as criticism, delivered to produce better results and help employees develop their skills and boundaries of success. Great bosses have a strong relationship with their employees, and Kim Scott Malone has identified three simple principles for building better relationships with your employees: make it personal, get stuff done, and understand why it matters. Radical Candor offers a guide to those bewildered or exhausted by management, written for bosses and those who manage bosses. Drawing on years of first-hand experience, and distilled clearly to give actionable lessons to the reader, Radical Candor shows how to be successful while retaining your integrity and humanity. Radical Candor is the perfect handbook for those who are looking to find meaning in their job and create an environment where people both love their work, their colleagues and are motivated to strive to ever greater success.

3 Day Potty Training Editions Didier

Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!"

Start with Why Tip Top ! Méthode de français A1.1

Learning a complex new language is no easy task especially when it s an object-oriented computer programming language like Java. You might think the problem is your brain. It seems to have a mind of its own, a mind that doesn't always want to take in the dry, technical stuff you're forced to study. The fact is your brain craves novelty. It's constantly searching, scanning, waiting for something unusual to happen. After all, that's the way it was built to help you stay alive. It takes all the routine, ordinary, dull stuff and filters it to the background so it won't interfere with your brain's real work--recording things that matter. How does your brain know what matters? It's like the creators of the Head First approach say, suppose you're out for a hike and a tiger jumps in front of you, what happens in your brain? Neurons fire. Emotions crank up. Chemicals surge. That's how your brain knows. And that's how your brain will learn Java. Head First Java combines puzzles, strong visuals, mysteries, and soul-searching interviews with famous Java objects to engage you in many different

ways. It's fast, it's fun, and it's effective. And, despite its playful appearance, Head First Java is serious stuff: a complete introduction to object-oriented programming and Java. You'll learn everything from the fundamentals to advanced topics, including threads, network sockets, and distributed programming with RMI. And the new, second edition focuses on Java 5.0, the latest version of the Java language and development platform. Because Java 5.0 is a major update to the platform, with deep, code-level changes, even more careful study and implementation is required. So learning the Head First way is more important than ever. If you've read a Head First book, you know what to expect--a visually rich format designed for the way your brain works. If you haven't, you're in for a treat. You'll see why people say it's unlike any other Java book you've ever read. By exploiting how your brain works, Head First Java compresses the time it takes to learn and retain--complex information. Its unique approach not only shows you what you need to know about Java syntax, it teaches you to think like a Java programmer. If you want to be bored, buy some other book. But if you want to understand Java, this book's for you.

The Ultimate Guide to the Face Yoga Method Penguin

A new edition of the classic gardening handbook details a simple yet highly effective gardening system, based on a grid of one-foot by one-foot squares, that produces big yields with less space and with less work than with conventional row gardens. Reissue. 30,000 first printing.

Value Proposition Design Pearson Education

"Straight up, parent tested, and funny to boot, Jamie gives you all the information you need."

—Amber Dusick, author of Parenting: Illustrated with Crappy Pictures A proven six-step plan to help you toilet train your preschooler quickly and successfully, from potty-training expert, Pied Piper of Poop, and social worker Jamie Glowacki. Worried about potty training? Let Jamie Glowacki, potty-training expert, show you how it's done. Her 6-step, proven process to get your toddler out of diapers and onto the toilet has already worked for tens of thousands of kids and their parents. Here's the good news: your child is probably ready to be potty trained EARLIER than you think (ideally, between 20–30 months), and it can be done FASTER than you expect (most kids get the basics in a few days—but Jamie's got you covered even if it takes a little longer). If you've ever said to yourself: ** How do I know if my kid is ready? ** Why won't my child poop in the potty? ** How do I avoid "potty power struggles"? ** How can I get their daycare provider on board? ** My kid was doing so well—why is he regressing? ** And what about nighttime?! Oh Crap! Potty Training can solve all of these (and other) common issues. This isn't theory, you're not bribing with candy, and there are no gimmicks. This is real-world, from-the-trenches potty training information—all the questions and all the ANSWERS you need to do it once and be done with diapers for good.

Born to Run St. Martin's Press

The authors of the international bestseller Business Model Generation explain how to create value propositions customers can't resist Value Proposition Design helps you tackle the core challenge of every business — creating compelling products and services customers want to buy. This highly practical book, paired with its online companion, will teach you the processes and tools you need to create products that sell. Using the same stunning visual format as the authors' global bestseller, Business Model Generation, this sequel explains how to use the "Value Proposition Canvas" to design, test, create, and manage products and services customers actually want. Value Proposition Design is for anyone who has been frustrated by new product meetings based on hunches and intuitions; it's for anyone who has watched an expensive new product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book

gives you exclusive access to an online companion on Strategyzer.com. You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. Value Proposition Design is an essential companion to the "Business Model Canvas" from Business Model Generation, a tool embraced globally by startups and large corporations such as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. Value Proposition Design gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models."

Interpet

Tip Top ! Méthode de français A1.1 Editions Didier

The Challenger Sale "O'Reilly Media, Inc."

Includes a new section on clicker training.

Tip top ! Niveau 2 classe MIT Press

PHP is experiencing a renaissance, though it may be difficult to tell with all of the outdated PHP tutorials online. With this practical guide, you'll learn how PHP has become a full-featured, mature language with object-orientation, namespaces, and a growing collection of reusable component libraries. Author Josh Lockhart—creator of PHP The Right Way, a popular initiative to encourage PHP best practices—reveals these new language features in action. You'll learn best practices for application architecture and planning, databases, security, testing, debugging, and deployment. If you have a basic understanding of PHP and want to bolster your skills, this is your book. Learn modern PHP features, such as namespaces, traits, generators, and closures Discover how to find, use, and create PHP components Follow best practices for application security, working with databases, errors and exceptions, and more Learn tools and techniques for deploying, tuning, testing, and profiling your PHP applications Explore Facebook's HVVM and Hack language implementations—and how they affect modern PHP Build a local development environment that closely matches your production server

Oh Crap! Potty Training Harmony

What's being widely regarded as "one of the most life changing books ever written" may be the simplest approach to achieving everything you've ever wanted, and faster than you ever thought possible. What if you could wake up tomorrow and any-or EVERY-area of your life was beginning to transform? What would you change? The Miracle Morning is already transforming the lives of tens of thousands of people around the world by showing them how to wake up each day with more ENERGY, MOTIVATION, and FOCUS to take your life to the next level. It's been right here in front of us all along, but this book has finally brought it to life. Are you ready? The next chapter of YOUR life—the most extraordinary life you've ever imagined—is about to begin. It's time to WAKE UP to your full potential...

Business Model Generation Black Dog & Leventhal

True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

Tip Top !. Rodale

NATIONAL BESTSELLER • The astonishing and hugely entertaining story that completely changed the way we run. An epic adventure that began with one simple question: Why does my foot hurt? "Equal parts quest, physiology treatise, and running history.... The climactic race reads like a sprint.... It simply makes you want to run." —Outside Magazine Isolated by Mexico's deadly Copper Canyons, the blissful Tarahumara Indians have honed the ability to run hundreds of miles without rest or injury. In a riveting narrative, award-winning journalist and often-injured runner Christopher McDougall sets out to discover their secrets. In the process, he takes his readers from science labs at Harvard to the sun-baked valleys and freezing peaks across North America, where ever-growing numbers of ultra-runners are pushing their bodies to the limit, and, finally, to a climactic race in the Copper Canyons that pits America's best ultra-runners against the tribe. McDougall's incredible story will not only engage your mind but inspire your body when you realize that you, indeed all of us, were born to run. Look for *Born to Run 2*, coming in December!

SPIN® -Selling Editions Didier

"Productivity books focus on doing more. Jim and Tonianne want you to focus on doing better....Personal Kanban takes the same Lean principles from manufacturing that led the Japanese auto industry to become a global leader in quality, and applies them to individual and team work. Personal Kanban asks only that we visualize our work, and limit our work-in-progress."--Back cover.

The Image of the City Vintage

The inspirational bestseller that ignited a movement and asked us to find our WHY Discover the book that is captivating millions on TikTok and that served as the basis for one of the most popular TED Talks of all time—with more than 56 million views and counting. Over a decade ago, Simon Sinek started a movement that inspired millions to demand purpose at work, to ask what was the WHY of their organization. Since then, millions have been touched by the power of his ideas, and these ideas remain as relevant and timely as ever. **START WITH WHY** asks (and answers) the questions: why are some people and organizations more innovative, more influential, and more profitable than others? Why do some command greater loyalty from customers and employees alike? Even among the successful, why are so few able to repeat their success over and over? People like Martin Luther King Jr., Steve Jobs, and the Wright Brothers had little in common, but they all started with WHY. They realized that people won't truly buy into a product, service, movement, or idea until they understand the WHY behind it. **START WITH WHY** shows that the leaders who have had the greatest influence in the world all think, act and communicate the same way—and it's the opposite of what everyone else does. Sinek calls this powerful idea The Golden Circle, and it provides a framework upon which organizations can be built, movements can be led, and people can be inspired. And it all starts with WHY.

The Curated Closet Editions Didier

Looks at the principles and clean code, includes case studies showcasing the practices of writing clean code, and contains a list of heuristics and "smells" accumulated from the process of writing clean code.

Tip Top !. John Wiley & Sons

What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships—and you'd be wrong. The best salespeople don't just build relationships with

customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, *The Challenger Sale* argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one—the Challenger—delivers consistently high performance. Instead of bludgeoning customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experience that drives higher levels of customer loyalty and, ultimately, greater growth.

Modern PHP HarperCollins

In this enhanced digital edition of *The MELT Method*, Sue Hitzmann shows you how to live without pain, illustrating her MELT techniques with 20 instructional videos plus 10 audio clips, so you can listen hands-free while you start your journey toward a pain-free body. In *The MELT Method*, therapist Sue Hitzmann offers a breakthrough self-treatment system to combat chronic pain and erase the effects of aging and active living—in as little as ten minutes a day. With a focus on the body's connective tissues and the role they play in pain, stress, weight gain, and overall health, Hitzmann's life-changing program features techniques that can be done in your own home. A nationally known manual therapist and educator, Hitzmann helps her clients find relief from pain and suffering by taking advantage of the body's natural restorative properties. *The MELT Method* shows you how to eliminate pain, no matter what the cause, and embrace a happier, healthier lifestyle.

Fluent Forever Editions Didier

Is your closet jam-packed and yet you have absolutely nothing to wear? Can you describe your personal style in one sentence? If someone grabbed a random piece from your closet right now, how likely is it that it would be something you love and wear regularly? With so many style and shopping options, it can be difficult to create a streamlined closet of pieces that can be worn easily and confidently. In *The Curated Closet*, style writer Anuschka Rees presents a fascinatingly strategic approach to identifying, refining, and expressing personal style and building the ideal wardrobe to match it, with style and shopping strategies that women can use every day. Using *The Curated Closet* method, you'll learn to: • Shop smarter and more selectively • Make the most of your budget • Master outfit formulas and color palettes • Tweak your wardrobe for work • Assess garment fit and quality like a pro • Curate a closet of fewer, better pieces Including useful infographics, charts, and activities, as well as beautiful fashion photography, *The Curated Closet* is the ultimate practical guide to authentic and unique style.

Personal Kanban Editions Didier

A simple yet revolutionary approach to improving your body's oxygen use, increasing your health, weight loss, and sports performance—whether you're a recovering couch potato or an Ironman triathlon champion. With a foreword by New York Times bestselling author Dr. Joseph Mercola. Achieve more with less effort: The secret to weight loss, fitness, and wellness lies in the most basic and most overlooked function of your body—how you breathe. One of the biggest obstacles to better health and fitness is a rarely identified problem: chronic over-breathing. We often take many more breaths than we need—without realizing it—contributing to poor health and fitness, including a host of disorders, from anxiety and asthma to insomnia and heart problems. In *The Oxygen Advantage*, the man who has trained over 5,000 people—including Olympic and professional athletes—in reduced breathing exercises now shares his scientifically validated techniques to help you breathe more efficiently. Patrick McKeown teaches you the fundamental relationship between oxygen and the body, then gets you started with a Body Oxygen Level Test (BOLT) to determine how efficiently your body uses oxygen. He then shows you how to increase your BOLT score by using light breathing exercises and learning how to simulate high altitude training, a technique used by Navy SEALs and professional athletes to help increase endurance, weight loss, and vital red blood cells to dramatically improve cardio-fitness. Following his program, even the most out-of-shape person (including those with chronic respiratory conditions such as asthma) can climb stairs, run for a bus, or play soccer without gasping for air, and everyone can achieve: Easy weight loss and weight maintenance Improved sleep and energy Increased concentration Reduced breathlessness during exercise Heightened athletic performance Improved cardiovascular health Elimination of asthmatic symptoms, and more. With *The Oxygen Advantage*, you can look better, feel better, and do more—it's as easy as breathing.

Tip Top! Simon and Schuster

A National Bestseller! David Leadbetter is the most recognized golf instructor in the history of the game. His new book, *The A Swing*, is his first for a decade and is an evolution of his swing theories that have successfully helped thousands of golfers globally. His tour players, whom he has coached over the years, have amassed 19 major golf championships. David has been prolific during his 30+ year career in producing books, videos, teaching aids that have inspired golfers of every level to reach their potential. *The A Swing - A* stands for Alternative - is a simple way to swing the club, which follows biomechanically sound, scientific principles, and only requires minimal practice. *The A Swing* has been thoroughly tested with a wide range of players, from tour level to beginner, junior to senior, and the results overall have been nothing short of dramatic. *The A Swing* is a way to develop a consistent, repetitive motion which will improve accuracy and distance, and is easy on the body. It will fix many of golf's common faults, and the book takes you through an easy, step-by-step approach. With over 200 illustrations, easy drills, and the 7-Minute Practice Plan, golfers now have the opportunity to play the way they've always dreamed of. Golf is a frustrating game, even for the top players, but *The A Swing* will make it easier and more fun. It could really change the way the game has been taught, which hasn't changed for years - it is not an exact method, and has leeway for individualism. David is excited that *The A Swing* will help golfers the world over enjoy the game more. In essence, *The A Swing* is a shortcut to great golf. Whatever your level of play is now, whatever your goals, however you've been struggling with the game, *The A Swing* could change your golfing life.

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