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Give and Take highlights what effective networking,

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collaboration, influence, negotiation, and leadership skills have in common. 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.

Give and Take: A Revolutionary Approach to Success

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by Adam ...

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, Estée Lauder, Nike, and NASA - Give and Take highlights what effective networking,

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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 ...

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(Japanese-language Edition) by Adam Grant, Hardcover | Barnes & Noble®. An innovative, groundbreaking book that will captivate readers of Malcolm Gladwell, Daniel Pink, The Power of Habit, and. Our Stores Are OpenBook AnnexMembershipEducatorsGift CardsStores & EventsHelp.

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“With Give and Take, Adam Grant has marshaled compelling evidence for a revolutionary way of thinking about personal success in business and in life. Besides the fundamentally uplifting character of the case he makes, readers will be delighted by the truly engaging way he makes it. This is a must

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read.” —Robert
Cialdini, author of
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**Give and Take: Why
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Drives Our Success**

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“With Give and Take,
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...

This landmark book opens up an approach to success that has the power to transform not

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Revolutionary
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(Hardcover published
in 2013), (Kindle
Edition published in
2013), 0143124986...

Editions of Give and Take: A Revolutionary Approach to ...

Givers are the most likely to experience long-term success, according to Adam Grant's research in 'Give and Take'. The most effective leaders prefer to give rather

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than take. Givers focus on what others need from them and endeavour to be generous with their time, knowledge, energy, skills, ideas and interactions with others.

5 Insightful Notes From 'Give & Take' by Adam Grant (2020)

Give and Take highlights what effective networking,

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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

changes our

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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...

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“With Give and Take, Adam Grant has marshaled compelling

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evidence for a revolutionary way of thinking about personal success in business and in life. Besides the fundamentally uplifting character of the case he makes, readers will be delighted by the truly engaging way he makes it. This is a must read.” —Robert Cialdini, author of Influence

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GRANT’S Give and
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Approach to Success
by Adam Grant is an interesting perspective on the three different types of people in life; givers, takers and matchers. By identifying and assessing the different characteristics of each, Grant provides an interesting insight onto who is actually more successful in life based on their approach.

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“Givers tilt reciprocity in the other direction, preferring to give more than they get. Whereas takers tend to be self-focused, evaluating what other people can offer them, givers are other-focused, paying more attention to what other people need from them.”

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Adam Grant - Book Summary

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 Revolutionary Approach to Success, Adam Grant categorizes people into three types: givers, matchers, and takers. Givers proactively help others, matchers have

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a "you scratch my back, I'll scratch yours" attitude, and takers are the

Book Review: Give and Take: A Revolutionary Approach to ...

Backed up by anecdotes of success across a range of industries and scenarios, as well as numerous academic studies, the arguments of Give and Take are

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grounded in ample research...His writing style draws you in...it's an interesting take on game theory in a practical context, and the notion that givers can succeed is an inspirational one.

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Whether we give or take depends on the specific situation. Give

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away your power in
conversation to get
others on your side.
Givers can't burn out if
they see how big their
impact is. If you want
to (like me) build an
empire on making
honey, not hand
grenades, then this is
for you!

Give And Take Summary - Four Minute Books

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Give and Take: Why
Helping Others Drives
Our Success How to
Take Advantage of the
People Who Are Trying
to Take Advantage of
You: 50 Ways to
Capitalize on the
System (Take the
Advantage Book 1) If
You Give a Mouse a
Cookie (If

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Give 'Til it Helps - Your Company My first reaction to Andrew M. Grant's "Give and Take: A Revolutionary Approach to Management" was "You've got to be kidding! Are you really telling me that if we hold hands, sing 'Kumbaya', and share our shovels in the sandbox, everything will be okay at the office?"

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