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“The Financial Times Guide to Business Development is inspirational. It is easy to read, hard to put down and there are absolute gems on every page. Read it and get fired up.” Jonathan Straight, Chief Executive of Straight plc, Ernst and Young Entrepreneur of the Year 2006 “Ian’s insights into how business is getting it wrong, act as a powerful catalyst to help businesses of all sizes improve and develop in a tough climate.” Len Tingle, BBC Political Editor, Yorkshire, veteran BBC broadcaster and writer on business issues. “... an interesting and insightful book that breaks down ‘what good businesses do’, in a format that is easy to understand. A really good read.” Gary Brook, Head of Corporate

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Want to take your company to the next level? You need a roadmap, a strategy. Preferably one that is simple, workable and saleable. This book provides you with just that. It sets out a straightforward strategy development process, the ‘Strategy Pyramid’, and guides you through it. It uses a lively central case study throughout, as well as drawing on examples of how real businesses have developed winning strategies. Whether you are intent on growing your business, or setting out on your start-up, this book offers an

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boosting your confidence when networking, as well as the latest advice on social networking sites. Successfully combine online and offline networking techniques Develop the best networking approaches and behaviours Make a great first impression, build rapport and generate strong business relationships Talk to the right people, have productive conversations and effectively work a room

Taking the lessons learned from his years studying the rise and fall of the modern music industry, Spotify's Chief Economist has crafted "a compelling and generous read" (Scott Galloway) that provides the tools to recognize and adapt to disruption in any industry. As the chief economist at Spotify, Will Page has had the best seat in the house for

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witnessing—and harnessing—the power of disruptive change. Music has often been the canary in the coal mine for major technological and societal shifts, and if there's one thing Page learned from the digital revolution, it's that businesses must be ready to pivot. Drawing practical lessons from a variety of fresh case studies covering Radiohead, Starbucks, and even Groucho Marx, Page examines the eight principles that disruption has thrown into sharp relief as keys to survival in any sector. Businesses need to be ready and willing to change and, if necessary, be prepared to rebuild entire organizations and business models to do so. Pivoting through disruption has everything to do with being able to see the revolutionary changes around the corner, recognizing your strengths, and having the confidence to let go of the old vine

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of doing business and grab onto the new. A rare book of economics offering actionable takeaways in easy-to-understand language, Tarzan Economics is the must-read book for anyone staring at their own Napster moment and wishing they knew how to fail-safe their business.

Business travel can be one of the most stressful or stimulating aspects of executive life; it all depends on how well prepared you are. After the early jetsetting buzz has worn off, business trips can quickly become hard work, long-haul drudgery. Constant travelling is demanding and exhausting, but it can also be enriching and endlessly stimulating. So how can you maximize the value of business travel for yourself and your business? What can you do to make the experience

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less draining, ease some of the frustration and generally improve its effectiveness? It's all about knowing: how to travel in comfort how to get an upgrade the quickest route from the airport to your destination what to do if you fall ill while abroad how to find the right hotel how to make the best use of your time away (including delays) how to make your hotel room work for you how to avoid those frustrating experiences with laptops and modems. A collection of tips, tricks of the trade, and anecdotes from the travel-wise, this guide aims to help make life easier, richer and more enlightening for road warriors everywhere. From planning a stress-free business trip to making the best use of all your time away, The Financial Times Guide to Business Travel is the definitive travel companion for the global executive.

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'As comprehensive an introduction to setting up a business as anyone could need.' The Daily Telegraph 'The Wisden of the small business world, threaded through with common

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