The Back Of Napkin Solving Problems And Selling Ideas With Pictures Dan Roam

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Presenting Virtually - Patti Sanchez 2021-10-19 Provide practical tips that help business communicators address basic problems they run into when creating and delivering presentations in a virtual format.Teach proven principles in short, skimmable chapters and sections that are

easy for busy managers andprofessionals to digest and apply in the moment.Create the content foundation for a supplemental training offering from Duarte TBD, which may be an onlinecourse OR a series of short virtual workshops with lessons and simple practice activities drawn from eachchapter.

The Back of the Napkin - Dan Roam 2008
Explains how to use visual-thinking tools to solve business problems and convey ideas with little more than a scrap of paper.

The Knack - Norm Brodsky 2008
A columnist for Inc. outlines his theories about street-smart businesspeople who appear to possess unique intuitive gifts, in an anecdotal guide that shares real-life stories about how companies met various challenges by identifying potential problems, focusing on goals, and maintaining perspective. 30,000 first printing.

Advanced Presentations by Design - Andrew Abela 2008-11-03
Advanced Presentations by Design overturns much of the conventional wisdom and practice for creating presentations. Based on over 200 research studies from the fields of communication, marketing, psychology, multimedia, and law, it provides fact-based answers to critical questions about presentation design, including how to adapt your presentation to different audience personality preferences, what role your data should play and how much of it you need, how to turn your data into a story, and how to design persuasive yet comprehensible visual layouts.

The 5 Essential People Skills - Dale Carnegie Training 2010-02-18
Have you ever walked away from a conversation full of doubts and insecurities? Do you feel as if you've lost a little ground after every staff meeting? Most people are either too passive or too aggressive in their business lives, and they end up never getting the support, recognition, or respect that they desire. The business leaders and trainers from Dale Carnegie Training® have

discovered that applying appropriate assertiveness to all interactions is the most effective approach to creating a successful career. The 5 Essential People Skillsshows how to be a positively assertive, prosperous and inspired professional. Readers learn to: •Relate to the seven major personality types •Live up to their fullest potential while achieving personal success •Create a cutting-edge business environment that delivers innovation and results •Use Carnegie's powerhouse Five-Part template for articulate communications that grow business •Resolve any conflict or misunderstanding by applying a handful of proven principles Once readers know and can employ these powerful skills, they will be well on their way to a new level of professional and personal achievement.

Getting to Innovation - Arthur B. VanGundy 2007-07-16
As an acknowledged guru in the field of creativity and innovation, Arthur VanGundy has inspired businesses in a variety of industries to generate more original, cutting-edge ideas. Getting to Innovation is a detailed guide to achieving the critical first step in formulating creative and useful ideas–i.e., asking the right questions that define the challenges facing any organization. Readers will discover: * how to write positioning and rationale statements for each challenge * how to link together multiple objectives in priority frameworks * the top 10 techniques for generating creative ideas * tips for designing and running brainstorming retreats * advice on how to select the best ideas from the many that have been generated When it comes to true innovation, it's not formulating the great ideas, but asking the right questions that will ultimately lead to results. Getting to Innovation offers the tools to help every company tap into its most inspired thinking.

The Back of the Napkin - Dan Roam 2009
Tries to enhance analytical skills by building up one's intrinsic abilities in a primer for business

leaders on how to develop ideas and enable faster results using to-the-point visual methods.
27 Principles Every Investor Should Know - Steven J. Atkinson 2019-07-10

Unfolding the Napkin - Dan Roam 2009
This companion workbook to "The Back of the Napkin" helps readers put Roam's principles into practice with step-by-step guidelines. It's filled with case studies, do-it-yourself exercises, and plenty of blank space for drawing.
The Art of Visual Notetaking - Emily Mills 2019-03-05
Improve your bullet journals, to-do lists, class notes, and everything in between with The Art of Visual Notetaking and its unique approach to taking notes in the twenty-first century. Visual notetaking is the perfect skill for journaling, class lectures, conferences, and any other time that retaining information is key. Also referred to as sketchnoting, visual notetaking is ideal for documenting processes, planning projects, outlining ideas, and capturing information. And as you'll learn in The Art of Visual Notetaking, this approach doesn't require advanced drawing or hand-lettering skills; anyone can learn how to use simple lines, connectors, shapes, and text to take dynamic notes. In The Art of Visual Notetaking, aspiring sketchnoters and journalers will find helpful "Getting Started" pages of icons and badges for common note-taking purposes, with tips and encouragement for creating you own unique icons. You'll go on to discover instruction and how-to techniques, tips, and tutorials that focus on visual notetaking for different settings, from a business meeting, workshop, or convention, to a college lecture or sermon. Expert instruction from a professional sketchnote artist and educator demonstrates how to visually arrange and compile ideas, focal points, and key concepts.
How to be Strategic - Fred Pelard 2020-10-08
FT BUSINESS BOOK OF THE MONTH 'A comprehensive, concise, and practical guide that

will enable anyone, in any situation, to develop their strategic thinking' Tiffani Bova, Chief Growth Evangelist, Salesforce, WSJ bestselling author, Growth IQ 'A must read for everyone who ever deals with complex important challenges. There are many take-away gems here that will help you push through the knotty centre of hard-to-resolve problems. Highly recommended!', Richard Rumelt, author of Good Strategy, Bad Strategy Being strategic is a critical skill. It enables you to solve problems on a day-to-day basis while also keeping an eye on the long term, anticipating opportunities and mitigating threats along the way. Fred Pelard has been teaching strategic thinking to executives at all levels at leading companies around the world for almost 20 years. How to Be Strategic is his accessible and thorough guide to strategic thinking in any situation. It contains 12 smartly illustrated, workable methodologies from leading experts like Eric Ries, Chan Kim, and Barbara Minto, and will help you find your own path to the right solution every time. 'A wonderful and inspirational look into wide-ranging frameworks and theories to spark new thinking and strategy' Tom Goodwin, author of Digital Darwinism and Head of Futures and Insight at Publicis Groupe 'Practical and comprehensive' Roeland Assenberg, Director, Strategy and Banking, Monitor Deloitte Netherlands

Street-Fighting Mathematics - Sanjoy Mahajan 2010-03-05
An antidote to mathematical rigor mortis, teaching how to guess answers without needing a proof or an exact calculation. In problem solving, as in street fighting, rules are for fools: do whatever works—don't just stand there! Yet we often fear an unjustified leap even though it may land us on a correct result. Traditional mathematics teaching is largely about solving exactly stated problems exactly, yet life often hands us partly defined problems needing only moderately accurate solutions. This engaging

book is an antidote to the rigor mortis brought on by too much mathematical rigor, teaching us how to guess answers without needing a proof or an exact calculation. In Street-Fighting Mathematics, Sanjoy Mahajan builds, sharpens, and demonstrates tools for educated guessing and down-and-dirty, opportunistic problem solving across diverse fields of knowledge—from mathematics to management. Mahajan describes six tools: dimensional analysis, easy cases, lumping, picture proofs, successive approximation, and reasoning by analogy. Illustrating each tool with numerous examples, he carefully separates the tool—the general principle—from the particular application so that the reader can most easily grasp the tool itself to use on problems of particular interest. Street-Fighting Mathematics grew out of a short course taught by the author at MIT for students ranging from first-year undergraduates to graduate students ready for careers in physics, mathematics, management, electrical engineering, computer science, and biology. They benefited from an approach that avoided rigor and taught them how to use mathematics to solve real problems. Street-Fighting Mathematics will appear in print and online under a Creative Commons Noncommercial Share Alike license.

The Art of Judgment - John Adair 2020-07-09 An essential guide for any business leader looking to hone, develop and master the art of judgment. The success of any organization or individual depends upon making good decisions, arrived at through the use of a sound judgment. Too often, this elusive characteristic has been misperceived as an unchangeable, entrenched element of our character, over which we have little control. In fact, judgment is an art – one that can be honed, developed and mastered. In The Art of Judgment, John Adair draws upon his decades of experience and expertise to provide a practical and fascinating insight into how you can harness the full potential of your judgment.

These in-depth methods are summarised in 10 key principles, which include: - Thinking to Some Purpose - Experience – the Seedbed - Truth – the Leading Star - How to Share Decisions - The Role of Values With the divisiveness of public discourse and the complexities of modern business, it is more difficult than ever to be sure that you're making the right decision. Adair provides a clear pathway to improving your judgment, beginning with an exploration of the machinations behind decision-making, before demonstrating how you can develop a stronger understanding and control of your judgment. This is an essential companion for any business leader interested in making the best decisions, whether personal or for their organization. Good judgment is the secret behind any success, and also has the potential to accelerate one's own career. This book provides insight, expertise and inspiration for anyone looking to cultivate and develop their art of judgment.

Fundamentals of Graphic Language - David Sibbet 1989

The Pop-up Pitch - Dan Roam 2021-11-09 A fast and practical visual storytelling method that puts a powerful new toolkit into the hands of leaders, innovators, salespeople, teachers and anyone else who needs to quickly make an impact on increasingly distracted audiences. The Pop-Up Pitch is a radical new approach to help you create the perfect presentation, combining three key elements of persuasive storytelling-simple pictures, clear words, and powerful emotions-that together motivate audiences to pay attention, learn something new, and make effective decisions. The Pop-Up Pitch weaves together the latest insights on visual cognition, behavioral economics, and classic story structures in an easy-to-learn and inspiring storytelling algorithm. In this new era of remote, work and online presenting, it delivers powerful and persuasive outcomes for time-limited

professionals dealing with complex ideas, attention-deficit audiences, and the evolving challenges of modern meetings.

Presentation Zen Design - Garr Reynolds 2009-12-18
In his internationally acclaimed, best-selling book Presentation Zen: Simple Ideas on Presentation Design and Delivery, presentation master Garr Reynolds gave readers the framework for planning, putting together, and delivering successful presentations. Now, he takes us further into the design realm and shows how we can apply time-honored design principles to presentation layouts. Throughout Presentation Zen Design, Garr shares his lessons on designing effective presentations that contain text, graphs, color, images, and video. After establishing guidelines for each of the various elements, he explains how to achieve an overall harmony and balance using the tenets of Zen simplicity. Not only will you discover how to design your slides for more professional-looking presentations, you'll learn to communicate more clearly and will accomplish the goal of making a stronger, more lasting connection with your audience.

The Diagrams Book - Kevin Duncan 2017-11-09
While many people find it difficult to express ideas and solve problems purely with words, they often find it much easier to use diagrams. Distilled into this single, handy-sized volume, the 5th anniversary edition of The Diagrams Book is a collection of 50 of the world's most useful diagrams used by consultants, academics, MBA students, and smart managers to aid their problem-solving and thinking. LID Publishing's popular Concise Advice Lab notebooks are designed to be quick and comprehensive brainstorming tools for busy professionals. The small trim size makes it easy to take along in a briefcase or purse. Interior pages are matte finish, so ink won't smear, and there's plenty of space to jot notes. A ribbon makes it easy to mark your place, and the elastic outer band

keeps the notebook closed.

Guesstimation - Lawrence Weinstein
2009-02-09
Guesstimation is a book that unlocks the power of approximation--it's popular mathematics rounded to the nearest power of ten! The ability to estimate is an important skill in daily life. More and more leading businesses today use estimation questions in interviews to test applicants' abilities to think on their feet. Guesstimation enables anyone with basic math and science skills to estimate virtually anything--quickly--using plausible assumptions and elementary arithmetic. Lawrence Weinstein and John Adam present an eclectic array of estimation problems that range from devilishly simple to quite sophisticated and from serious real-world concerns to downright silly ones. How long would it take a running faucet to fill the inverted dome of the Capitol? What is the total length of all the pickles consumed in the US in one year? What are the relative merits of internal-combustion and electric cars, of coal and nuclear energy? The problems are marvelously diverse, yet the skills to solve them are the same. The authors show how easy it is to derive useful ballpark estimates by breaking complex problems into simpler, more manageable ones--and how there can be many paths to the right answer. The book is written in a question-and-answer format with lots of hints along the way. It includes a handy appendix summarizing the few formulas and basic science concepts needed, and its small size and French-fold design make it conveniently portable. Illustrated with humorous pen-and-ink sketches, Guesstimation will delight popular-math enthusiasts and is ideal for the classroom.

Guinness - Bill Yenne 2009-03-23
A perfectly poured history of the world's greatest beer. "Joseph Conrad was wrong. The real journey into the Heart of Darkness is recounted within the pages of Bill Yenne's fine book. Guinness (the beer) is a touchstone for

brewers and beer lovers the world over. Guinness (the book) gives beer enthusiasts all the information and education necessary to take beer culture out of the clutches of light lagers and back into the dark ages. Cheers!" -Sam Calagione, owner, Dogfish Head Craft Brewery and author of Brewing Up a Business, Extreme Brewing, and Beer or Wine? "Marvelous! As Bill Yenne embarks on his epic quest for the perfect pint, he takes us along on a magical tour into the depths of all things Guinness. Interweaving the tales of the world's greatest beer and the nation that spawned it, Yenne introduces us to a cast of characters worthy of a dozen novels, a brewery literally dripping with history, and-of course-the one-and-only way to properly pour a pint. You can taste the stout porter on every page." -Dan Roam, author of The Back of the Napkin: Solving Problems and Selling Ideas with Pictures
How Many Licks? - Aaron Santos 2009-08-25 How many licks to the center of a Tootsie Pop? How many people are having sex at this moment? How long would it take a monkey on a typewriter to produce the plays of Shakespeare? For all those questions that keep you up at night, here's the way to answer them. And the beauty of it is that it's all approximate! Using Enrico Fermi's theory of approximation, Santos brings the world of numbers into perspective. For puzzle junkies and trivia fanatics, these 70 word puzzles will show the reader how to take a bit of information, add what they already know, and extrapolate an answer. Santos has done the impossible: make math and the multiple possibilities of numbers fun and informative. Can you really cry a river? Is it possible to dig your way out of jail with just a teaspoon and before your life sentence is up? Taking an academic subject and using it as the prism to view everyday off-the-wall questions as math problems to be solved is a natural step for the lovers of sudoku, cryptograms, word puzzles, and other thought-provoking games.
Presentation Zen - Garr Reynolds 2009-04-15

FOREWORD BY GUY KAWASAKI Presentation designer and internationally acclaimed communications expert Garr Reynolds, creator of the most popular Web site on presentation design and delivery on the Net — presentationzen.com — shares his experience in a provocative mix of illumination, inspiration, education, and guidance that will change the way you think about making presentations with PowerPoint or Keynote. Presentation Zen challenges the conventional wisdom of making "slide presentations" in today's world and encourages you to think differently and more creatively about the preparation, design, and delivery of your presentations. Garr shares lessons and perspectives that draw upon practical advice from the fields of communication and business. Combining solid principles of design with the tenets of Zen simplicity, this book will help you along the path to simpler, more effective presentations.
The McKinsey Way - Ethan M. Rasiel 1999-02-22

"If more business books were as useful, concise, and just plain fun to read as THE MCKINSEY WAY, the business world would be a better place." --Julie Bick, best-selling author of ALL I REALLY NEED TO KNOW IN BUSINESS I LEARNED AT MICROSOFT. "Enlivened by witty anecdotes, THE MCKINSEY WAY contains valuable lessons on widely diverse topics such as marketing, interviewing, team-building, and brainstorming." --Paul H. Zipkin, Vice-Dean, The Fuqua School of Business It's been called "a breeding ground for gurus." McKinsey & Company is the gold-standard consulting firm whose alumni include titans such as "In Search of Excellence" author Tom Peters, Harvey Golub of American Express, and Japan's Kenichi Ohmae. When Fortune 100 corporations are stymied, it's the "McKinsey-ites" whom they call for help. In THE MCKINSEY WAY, former McKinsey associate Ethan Rasiel lifts the veil to show you how the secretive McKinsey works its magic, and helps you emulate the firm's well-

honed practices in problem solving, communication, and management. He shows you how McKinsey-ites think about business problems and how they work at solving them, explaining the way McKinsey approaches every aspect of a task: How McKinsey recruits and molds its elite consultants; How to "sell without selling"; How to use facts, not fear them; Techniques to jump-start research and make brainstorming more productive; How to build and keep a team at the top its game; Powerful presentation methods, including the famous waterfall chart, rarely seen outside McKinsey; How to get ultimate "buy-in" to your findings; Survival tips for working in high-pressure organizations. Both a behind-the-scenes look at one of the most admired and secretive companies in the business world and a toolkit of problem-solving techniques without peer, THE MCKINSEY WAY is fascinating reading that empowers every business decision maker to become a better strategic player in any organization.

Bulletproof Problem Solving - Charles Conn 2019-03-04
Complex problem solving is the core skill for 21st Century Teams Complex problem solving is at the very top of the list of essential skills for career progression in the modern world. But how problem solving is taught in our schools, universities, businesses and organizations comes up short. In Bulletproof Problem Solving: The One Skill That Changes Everything you'll learn the seven-step systematic approach to creative problem solving developed in top consulting firms that will work in any field or industry, turning you into a highly sought-after bulletproof problem solver who can tackle challenges that others balk at. The problem-solving technique outlined in this book is based on a highly visual, logic-tree method that can be applied to everything from everyday decisions to strategic issues in business to global social challenges. The authors, with decades of experience at

McKinsey and Company, provide 30 detailed, real-world examples, so you can see exactly how the technique works in action. With this bulletproof approach to defining, unpacking, understanding, and ultimately solving problems, you'll have a personal superpower for developing compelling solutions in your workplace. Discover the time-tested 7-step technique to problem solving that top consulting professionals employ Learn how a simple visual system can help you break down and understand the component parts of even the most complex problems Build team brainstorming techniques that fight cognitive bias, streamline workplanning, and speed solutions Know when and how to employ modern analytic tools and techniques from machine learning to game theory Learn how to structure and communicate your findings to convince audiences and compel action The secrets revealed in Bulletproof Problem Solving will transform the way you approach problems and take you to the next level of business and personal success.

Enough - John C. Bogle 2010-06-01
John Bogle puts our obsession with financial success in perspective Throughout his legendary career, John C. Bogle-founder of the Vanguard Mutual Fund Group and creator of the first index mutual fund-has helped investors build wealth the right way and led a tireless campaign to restore common sense to the investment world. Along the way, he's seen how destructive an obsession with financial success can be. Now, with Enough., he puts this dilemma in perspective. Inspired in large measure by the hundreds of lectures Bogle has delivered to professional groups and college students in recent years, Enough. seeks, paraphrasing Kurt Vonnegut, "to poison our minds with a little humanity." Page by page, Bogle thoughtfully considers what "enough" actually means as it relates to money, business, and life. Reveals Bogle's unparalleled insights on money and what we should consider as the true treasures in our

lives Details the values we should emulate in our business and professional callings Contains thought-provoking life lessons regarding our individual roles in society Written in a straightforward and accessible style, this unique book examines what it truly means to have "enough" in world increasingly focused on status and score-keeping.

Why Not? - Barry Nalebuff 2006
A primer for fresh thinking, for problem-solving with a purpose, for bringing the world a few steps closer to the way it should be. Illustrated with examples from every aspect of life, this book offers techniques which help you take the things we all see, every day, and think about them in a new way.

Problem Solving 101 - Ken Watanabe 2009-03-05
The fun and simple problem-solving guide that took Japan by storm Ken Watanabe originally wrote Problem Solving 101 for Japanese schoolchildren. His goal was to help shift the focus in Japanese education from memorization to critical thinking, by adapting some of the techniques he had learned as an elite McKinsey consultant. He was amazed to discover that adults were hungry for his fun and easy guide to problem solving and decision making. The book became a surprise Japanese bestseller, with more than 370,000 in print after six months. Now American businesspeople can also use it to master some powerful skills. Watanabe uses sample scenarios to illustrate his techniques, which include logic trees and matrixes. A rock band figures out how to drive up concert attendance. An aspiring animator budgets for a new computer purchase. Students decide which high school they will attend. Illustrated with diagrams and quirky drawings, the book is simple enough for a middleschooler to understand but sophisticated enough for business leaders to apply to their most challenging problems.

Moments of Impact - Chris Ertel 2014-02-11

Two leading experts on "strategic conversation design" present creative methods for enabling teams to address issues while minimizing resource-depleting workshops and meetings, providing diagnostic questions, best practices, and advice.

The Game-Changer - Lafley 2008 &Lsquo;A.G. Lafley Has Made Procter And Gamble Great Again&Rsquo;&Mdash;Economist &Lsquo;Ram Charan Is The Most Influential Consultant Alive&Rsquo;&Mdash;Fortune Magazine How To Increase And Sustain Organic Revenue And Profit Growth&Mdash;Whether You&Rsquo;Re Running An Entire Company Or In Your First Management Job. Over The Past Seven Years, Procter &Amp; Gamble Has Tripled Profits; Hugely Improved Organic Revenue Growth, Cash Flow, And Operating Margins; And Significantly Boosted Dividends. How? A. G. Lafley And His Leadership Team Have Integrated Innovation Into Everything Procter &Amp; Gamble Does&Mdash;Creating New Customers And New Markets. Through Eye-Opening Stories A. G. Lafley And Ram Charan Show How P&Amp;G And Companies Such As Nokia, Lego, And Ge Have Become Game-Changers. Their Inspiring Lessons Will Help You Achieve Higher Growth And Higher Margins, Tap In To Abundant Creativity Outside Your Business, Manage Risk And Integrate Innovation Into Your Decision-Making. In A World Of Unprecedented Change And Competitiveness, Innovation Is The Best&Mdash;And Arguably The Only&Mdash;Way To Win. Innovation Is Not A Separate Activity, But The Job Of Everyone In A Leadership Position And The Integral Driving Force For Any Business That Wants To Grow And Succeed. This Is A Game-Changing Book That Helps You Redefine Your Leadership.

Unfolding the Napkin - Dan Roam 2009-12-29 An original workbook companion to the acclaimed business bestseller The Back of the Napkin Dan Roam's The Back of the Napkin, a BusinessWeek bestseller, taught readers the

power of brainstorming and communicating with pictures. It presented a new and exciting way to solve all kinds of problems-from the boardroom to the sales floor to the cubicle jungle. The companion workbook, Unfolding the Napkin, helps readers put Roam's principles into practice with step-by-step guidelines. It's filled with detailed case studies, guided do-it-yourself exercises, and plenty of blank space for drawing. Roam structured the book as a complete four-day visual-thinking seminar, taking readers step-by-step from "I can't draw" to "Here is the picture I drew that I think will save the world." The workbook teaches readers how to: •Improve their three "built-in" visual problem solving tools. •Apply the four-step visual thinking process (look-see-imagine-show) in any business situation. •Instantly improve their visual imaginations. •Learn how to recognize the type of problem to choose the best visual solution. If The Back of the Napkin was a guide to fine dining, Unfolding the Napkin is the cookbook

that will soon be heavily marked up and dogeared.
Lords of Strategy - Walter Kiechel 2010-03-03 Imagine, if you can, the world of business - without corporate strategy. Remarkably, fifty years ago that's the way it was. Businesses made plans, certainly, but without understanding the underlying dynamics of competition, costs, and customers. It was like trying to design a large-scale engineering project without knowing the laws of physics. But in the 1960s, four mavericks and their posses instigated a profound shift in thinking that turbocharged business as never before, with implications far beyond what even they imagined. In The Lords of Strategy, renowned business journalist and editor Walter Kiechel tells, for the first time, the story of the four men who invented corporate strategy as we know it and set in motion the modern, multibillion-dollar consulting industry: Bruce Henderson, founder of Boston Consulting Group Bill Bain, creator of Bain & Company Fred

Gluck, longtime Managing Director of McKinsey & Company Michael Porter, Harvard Business School professor Providing a window into how to think about strategy today, Kiechel tells their story with novelistic flair. At times inspiring, at times nearly terrifying, this book is a revealing account of how these iconoclasts and the organizations they led revolutionized the way we think about business, changed the very soul of the corporation, and transformed the way we work.

Draw to Win - Dan Roam 2016-09-13 Get ready for the ultimate crash course in communicating and solving problems through simple pictures. Thirty-two thousand years ago, your many-times-great-grandparents Oog and Aag drew pictures on the wall of a cave. They had an innate need to communicate, but no written language. So they found an easy and natural way to share their thoughts and stories. Today, after so many years when speaking and writing dominated, we're back in another highly visual age. About 90 percent of everything shared online is now visual—selfies, GIFs, smartphone videos, and more. This explosion of communication through pictures isn't a millenial-driven fad; it's as natural as those lines first drawn by Oog and Aag. Just turbo-charged by the latest technology. And yet over the past twenty years, as I've taught people from Fortune 500 CE0s to White House staffers how to harness the power of imagery, the biggest objection I've always heard is, "But I can't draw!" Trust me, you can. You don't need to be da Vinci to be an outstanding visual thinker and communicator. The most effective drawings are the simplest, and you can get good at those in three minutes. In this little book, I'll teach you how to use seven basic shapes to explain just about anything to just about anyone. If you've read my previous books, you'll see one or two familiar tools here, along with a bunch of new tools you can start using right away. If you're new to my approach—welcome! Get ready to

work smarter, communicate more clearly, and get better at whatever you do, just by picking up a pen. Get ready to draw to win.

Guesstimation 2.0 - Lawrence Weinstein
2012-09-30
Simple and effective techniques for quickly estimating virtually anything Guesstimation 2.0 reveals the simple and effective techniques needed to estimate virtually anything—quickly—and illustrates them using an eclectic array of problems. A stimulating follow-up to Guesstimation, this is the must-have book for anyone preparing for a job interview in technology or finance, where more and more leading businesses test applicants using estimation questions just like these. The ability to guesstimate on your feet is an essential skill to have in today's world, whether you're trying to distinguish between a billion-dollar subsidy and a trillion-dollar stimulus, a megawatt wind turbine and a gigawatt nuclear plant, or parts-per-million and parts-per-billion contaminants.

Lawrence Weinstein begins with a concise tutorial on how to solve these kinds of order of magnitude problems, and then invites readers to have a go themselves. The book features dozens of problems along with helpful hints and easy-to-understand solutions. It also includes appendixes containing useful formulas and more. Guesstimation 2.0 shows how to estimate everything from how closely you can orbit a neutron star without being pulled apart by gravity, to the fuel used to transport your food from the farm to the store, to the total length of all toilet paper used in the United States. It also enables readers to answer, once and for all, the most asked environmental question of our day: paper or plastic?

Founders at Work - Jessica Livingston
2008-11-01
Now available in paperback—with a new preface and interview with Jessica Livingston about Y Combinator! Founders at Work: Stories of Startups' Early Days is a collection of interviews

with founders of famous technology companies about what happened in the very earliest days. These people are celebrities now. What was it like when they were just a couple friends with an idea? Founders like Steve Wozniak (Apple), Caterina Fake (Flickr), Mitch Kapor (Lotus), Max Levchin (PayPal), and Sabeer Bhatia (Hotmail) tell you in their own words about their surprising and often very funny discoveries as they learned how to build a company. Where did they get the ideas that made them rich? How did they convince investors to back them? What went wrong, and how did they recover? Nearly all technical people have thought of one day starting or working for a startup. For them, this book is the closest you can come to being a fly on the wall at a successful startup, to learn how it's done. But ultimately these interviews are required reading for anyone who wants to understand business, because startups are business reduced to its essence. The reason their founders become rich is that startups do what businesses do—create value—more intensively than almost any other part of the economy. How? What are the secrets that make successful startups so insanely productive? Read this book, and let the founders themselves tell you.

The Back of the Napkin (Expanded Edition) - Dan Roam 2013-02-26
An expanded guide to enhancing analytical skills by building up one's intrinsic abilities is a primer for business leaders on how to develop ideas and enable faster results using to-the-point visual methods. Original.

Made to Stick - Chip Heath 2007-01-02
NEW YORK TIMES BESTSELLER • The instant classic about why some ideas thrive, why others die, and how to make your ideas stick. "Anyone interested in influencing others—to buy, to vote, to learn, to diet, to give to charity or to start a revolution—can learn from this book."—The Washington Post Mark Twain once observed, "A lie can get halfway around the world before the

truth can even get its boots on." His observation rings true: Urban legends, conspiracy theories, and bogus news stories circulate effortlessly. Meanwhile, people with important ideas—entrepreneurs, teachers, politicians, and journalists—struggle to make them "stick." In Made to Stick, Chip and Dan Heath reveal the anatomy of ideas that stick and explain ways to make ideas stickier, such as applying the human scale principle, using the Velcro Theory of Memory, and creating curiosity gaps. Along the way, we discover that sticky messages of all kinds—from the infamous "kidney theft ring" hoax to a coach's lessons on sportsmanship to a vision for a new product at Sony—draw their power from the same six traits. Made to Stick will transform the way you communicate. It's a fast-paced tour of success stories (and failures): the Nobel Prize-winning scientist who drank a glass of bacteria to prove a point about stomach ulcers; the charities who make use of the Mother Teresa Effect; the elementary-school teacher whose simulation actually prevented racial prejudice. Provocative, eye-opening, and often surprisingly funny, Made to Stick shows us the vital principles of winning ideas—and tells us how we can apply these rules to making our own messages stick.

Egghead - Bo Burnham 2013-10-01
A strange and charming collection of hilariously absurd poetry, writing, and illustration from one of today's most popular young comedians... EGGHEAD: Or, You Can't Survive on Ideas Alone Bo Burnham was a precocious teenager living in his parents' attic when he started posting material on YouTube. 100 million people viewed those videos, turning Bo into an online sensation with a huge and dedicated following. Bo taped his first of two Comedy Central specials four days after his 18th birthday, making him the youngest to do so in the channel's history. Now Bo is a rising star in the comedy world, revered for his utterly original and intelligent voice. And, he can SIIIIIIIIING! In EGGHEAD, Bo brings his

brand of brainy, emotional comedy to the page in the form of off-kilter poems, thoughts, and more. Teaming up with his longtime friend, artist, and illustrator Chance Bone, Bo takes on everything from death to farts in this weird book that will make you think, laugh and think, "why did I just laugh?"

Blah Blah Blah - Dan Roam 2011-11-01
Ever been to so many meetings that you couldn't get your work done? Ever fallen asleep during a bulletpoint presentation? Ever watched the news and ended up knowing less? Welcome to the land of Blah Blah Blah. The Problem: We talk so much that we don't think very well. Powerful as words are, we fool ourselves when we think our words alone can detect, describe, and defuse the multifaceted problems of today. They can't-and that's bad, because words have become our default thinking tool. The Solution: This book offers a way out of blah-blah-blah. It's called "Vivid Thinking." In Dan Roam's first acclaimed book, The Back of the Napkin, he taught readers how to solve problems and sell ideas by drawing simple pictures. Now he proves that Vivid Thinking is even more powerful. This technique combines our verbal and visual minds so that we can think and learn more quickly, teach and inspire our colleagues, and enjoy and share ideas in a whole new way. The Destination: No more blah-blah-blah. Through Vivid Thinking, we can make the most complicated subjects suddenly crystal clear. Whether trying to understand a Harvard Business School class, or what went down in the Conan versus Leno battle for late-night TV, or what Einstein thought about relativity, Vivid Thinking provides a way to clarify anything. Through dozens of guided examples, Roam proves that anyone can apply this systematic approach, from leftbrain types who hate to draw to right-brainers who hate to write. This isn't just a book about improving communications, presentations, and ideation; it's about removing the blah-blah- blah from your life for good.

Gamestorming - Dave Gray 2010-07-14
Great things don't happen in a vacuum. But creating an environment for creative thinking and innovation can be a daunting challenge. How can you make it happen at your company? The answer may surprise you: gamestorming. This book includes more than 80 games to help you break down barriers, communicate better, and generate new ideas, insights, and strategies. The authors have identified tools and techniques from some of the world's most innovative professionals, whose teams collaborate and make great things happen. This book is the result: a unique collection of games that encourage engagement and creativity while bringing more structure and clarity to the workplace. Find out why -- and how -- with Gamestorming. Overcome conflict and increase engagement with team-oriented games Improve collaboration and communication in cross-disciplinary teams with visual-thinking techniques Improve understanding by role-playing customer and user experiences Generate better ideas and more of them, faster than ever before Shorten meetings and make them more productive Simulate and explore complex systems, interactions, and dynamics Identify a problem's root cause, and find the paths that point toward a solution
The Disruption Dilemma - Joshua Gans 2016-03-18
An expert in management takes on the conventional wisdom about disruption, looking at companies that proved resilient and offering managers tools for survival. "Disruption" is a business buzzword that has gotten out of control. Today everything and everyone seem to be characterized as disruptive—or, if they aren't disruptive yet, it's only a matter of time before they become so. In this book, Joshua Gans cuts through the chatter to focus on disruption in its initial use as a business term, identifying new ways to understand it and suggesting new tools to manage it. Almost twenty years ago Clayton

Christensen popularized the term in his book The Innovator's Dilemma, writing of disruption as a set of risks that established firms face. Since then, few have closely examined his account. Gans does so in this book. He looks at companies that have proven resilient and those that have fallen, and explains why some companies have successfully managed disruption—Fujifilm and Canon, for example—and why some like Blockbuster and Encyclopedia Britannica have not. Departing from the conventional wisdom, Gans identifies two kinds of disruption: demand-side, when successful firms focus on their main customers and underestimate market entrants with innovations that target niche demands; and supply-side, when firms focused on developing existing competencies become incapable of developing new ones. Gans describes the full range of actions business leaders can take to deal with each type of disruption, from "self-disrupting" independent internal units to tightly integrated product development. But therein lies the disruption dilemma: A firm cannot practice both independence and integration at once. Gans shows business leaders how to choose their strategy so their firms can deal with disruption while continuing to innovate.

Show and Tell - Dan Roam 2014-04-10 "If I tell you the truth, if I tell it with a story, and if I tell that story with pictures, I can keep you glued to your seat. Let me show you how." For the vast majority of us, giving a presentation is an extremely difficult and nerve-wracking process, whether we're in a one-on-one meeting, a conference room with a dozen strangers, or a lecture hall in front of thousands. But according to Dan Roam, the visual communications expert and acclaimed author of The Back of the Napkin, it doesn't have to be so hard. We struggle when we forget the basic steps we learned in kindergarten: show and tell. In this short but powerful book, Roam introduces a new set of tools for making extraordinary presentations in

any setting. He also draws on ideas he's been honing for more than two decades, as an award-winning presenter who has brought his whiteboard everywhere from Fortune 500 companies to tiny startups to the White House. Even if you're already a good speaker, you'll learn more about understanding your audience, organizing your content, building a clear storyline, creating effective visuals, and channeling your fear into fun. And you'll master three fundamental rules: • When we tell the truth, we connect with our audience, we become passionate, and we find self-confidence. • When we tell a story, we make complex concepts clear, we make ideas unforgettable, and we include everyone. • When we use pictures, people see exactly what we mean, we captivate our audience's mind, and we banish boredom. From nailing the opening to leaving a lasting impression, you'll soon be able to give the performance of a lifetime . . . time after time. PLEASE NOTE: This eBook edition of SHOW AND TELL is carefully laid out to match the print book; this means it reads much better as designed pages, but you won't be able to use some features such as highlighting and annotating text.