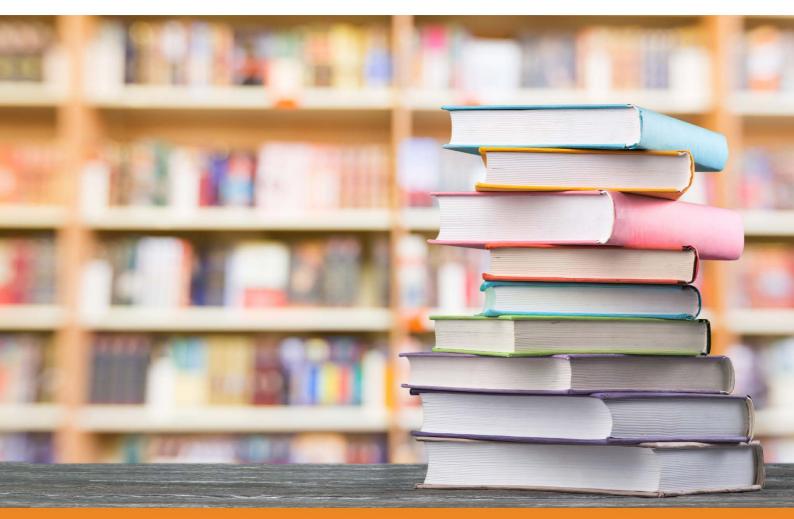
WILEY



Wiley EMEA Trade Catalogue



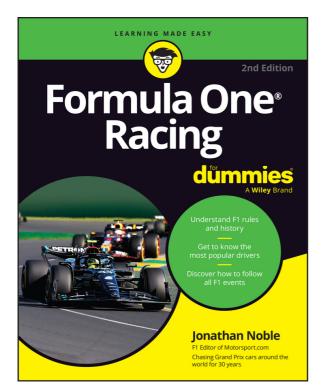
December 2023 Titles

Dummies



Formula One Racing For Dummies, 2nd Edition

Jonathan Noble



View on Edelweiss

Dummies

BISAC: *Sports & Recreation* 9781394206384
Paperback
December 26, 2023
£18.99 | 21,40 € | \$24.99
(EUR-DE:22,90 €)

Previous Edition: 978-0-7645-7015-5

A crash course in the exciting world of professional motor racing

Formula One Racing For Dummies has all the information you need to start following this exciting motor sport. You'll learn the basic dynamics and rules of F1, and you'll get a primer on the drama, strategies, politics, and rivalries that have turned the sport into a global sensation. Written by an industry expert, this book is full of fun anecdotes that will get beginners and die-hards alike excited for the next race. Get to know the contemporary F1 scene, with profiles of current team managers and drivers, info on the best media coverage and F1 news sources, and the latest rules and technical regulations. For fans who watch F1 on TV and those who attend the races in person, this fast-paced Dummies guide is a perfect way to bolster your enjoyment of the sport.

- Discover the anatomy of Formula One racecars, including hybrid engines and modern safety systems
- Learn what goes on behind the scenes, so you know what's at stake when you watch races
- Get to know the most popular drivers, their racing styles, and their backstories
- Familiarize yourself with the championships, pit stops, and new tracks

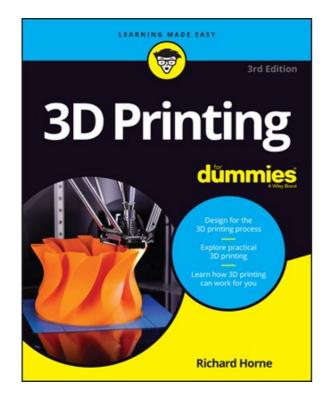
Following F1 is a lot more exciting when you have a little knowledge about the sport. Formula One Racing For Dummies,

About the Author

Jonathan Noble (London, UK) has been Motorsport.coms F1 editor since 2015. Motorsport Network is the home of the worlds largest audience of motorsport enthusiasts. Jonathan is a member of the Guild of Motoring Writers and has won multiple awards for journalism, including the Guild of Motoring Writers Award, and the prestigious Medaglia dOro at the Lorenzo Bandini Awards, for his contribution to F1 journalism.

3D Printing For Dummies, 3rd Edition

Richard Horne



Print out whatever you can dream up

3D Printing For Dummies is an easy reference for anyone new to the process of taking a digital file and turning it into an object in the real world. (Pretty amazing stuff, right?) It's also a handy guide for more experienced users looking to learn the latest and greatest in additive manufacturing. Updated for the latest generation of machines and materials, this book walks you through creating models and printing 3D objects. You'll get the scoop on the impact of these versatile machines in production and manufacturing, reuse and recycling, intellectual property design controls, and more. It's an exciting time to get into 3D printing, and this friendly Dummies guide is here to help you do it.

- Wrap your mind around the technology of 3D printing
- Understand how 3D printing is transforming industries
- Get an intro to making your own digital models
- Consider the pros and cons of 3D printing for your hobby or business needs

3D Printing For Dummies is a perfect resource for anyone interested in learning about and taking advantage of 3D printing technology.

View on Edelweiss

Dummies

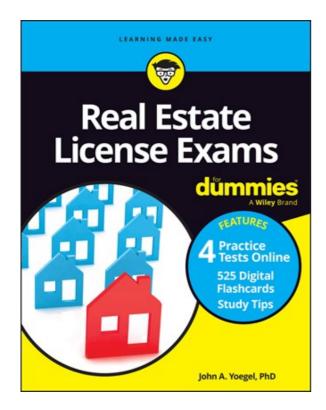
BISAC: *Computers* 9781394169474 Paperback December 6, 2023 £22.99 | 25,70 € | \$29.99

About the Author

Richard Horne (Gloucestershire, UK), well-known in the 3D printing community as RichRap, is an electronics engineer, product designer, technical salesman, and problem solver working in a wide range of industries and applications. He has more than twenty years of experience in the electronics industry as an engineer, marketer, and product designer. In his work with the RepRap project, he blogs and shares ideas to make 3D printing easier for everyone to understand.

Real Estate License Exams For Dummies

Book + 4 Practice Exams + 525 Flashcards Online John A. Yoegel



View on Edelweiss

Dummies

BISAC: *Business & Economics* 9781394204113
Paperback
December 26, 2023
£22.99 | 25,70 € | \$29.99
(*EUR-DE:27,90 €*)

Get ready to close on your new career as a real estate agent

Real Estate License Exams For Dummies is packed with all the information you need to know to get your license and begin your lucrative and rewarding real estate career. With four practice tests and 525 flashcards online, you'll be well on your way to launching the real estate career of your dreams. Plus, there are more practice questions throughout each of the subject review sections in the book, so you can work through all the topics covered on the test. With real estate laws for all 50 states, this is your perfect study guide, no matter where you're planning to work. Learn the latest on real estate taxes, contracts, mortgage types, and beyond. Then, get test-day tips that will help you succeed. Real estate, here you come.

- Review everything you need to know to pass your real estate licensing exam
- Get proven study techniques and testing strategies to help you earn a high score
- Use flash cards, a glossary of terms, and online practice tests to prepare
- Learn about new fair housing initiatives and other changes in the market

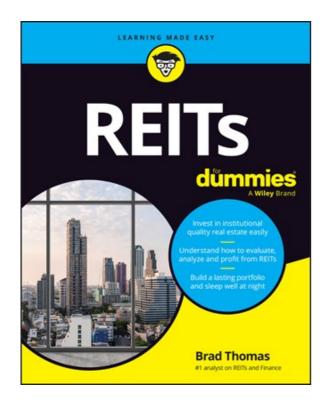
Looking to start or restart a career in real estate? *Real Estate License Exams For Dummies* is your guide.

About the Author

John A. Yoegel, PhD, DREI, (Greenwich, CT) is a certified real estate instructor and a member of the Real Estate Educators Association (REEA). He teaches prelicensing and continuing education courses for salespeople, brokers, and appraisers.

REITs For Dummies

Brad Thomas



View on Edelweiss

Dummies

BISAC: Business & Economics 9781394185351 Paperback December 5, 2023 £22.99 | 25,70 € | \$29.99 (EUR-DE:27,90 €)

Get the 411 on real estate investment trusts (REITs) and how they might fit into your portfolio

Are you looking for exciting—but responsible—new investment opportunities that go beyond simple stocks and bonds?

In *REITs For Dummies*, celebrated investing lecturer and author Brad Thomas delivers an easy-to-understand guide to getting started with real estate investment trusts—also known as "REITs." These flexible and lucrative investment tools package together individual properties so you can invest in land and buildings without the hassle of being a landlord.

In the book, you'll get a straightforward tour of REIT property sectors and the different ways you can invest in REITs. You'll also find:

- Strategies for selecting the best REITs for you and your family
- Ways to navigate the sector and generate durable income that helps you sleep well at night
- Options for those who want to go beyond the United States and investigate international REIT products.

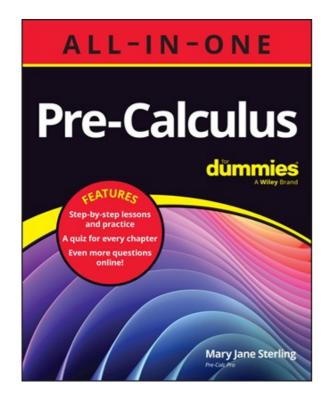
You already know about the basics of stock and bond investing. Now it's time to learn about some of the other interesting financial products available to the responsible investor. In *REITs For Dummies*, you'll get the jargon-free and

About the Author

Brad Thomas (West Palm Beach, FL) has over 30 years of real estate investing experience. Hes published over 4,000 articles during the last 12 years, and he is the #1 writer on Seeking Alpha, the world's largest investing community (over 103,000 followers). He is also the editor of the Forbes Real Estate Investor. Brad also teaches REITs at NYU and guest lectures at Cornell, Penn State, Georgetown, and Clemson.

Pre-Calculus All-in-One For Dummies (+ **Chapter Qui zzes Online)**

Book + Chapter Quizzes Online Mary Jane Sterling



Pre-Calculus All-in-One For Dummies is a great resource if you want to do you best in Pre-Calculus. Packed with lessons,

The easy way to understand and retain all the concepts

taught in pre-calculus classes

examples, and practice problems in the book, plus extra chapter quizzes online, it gives you absolutely everything you need to succeed in pre-calc. Unlike your textbook, this book presents the essential topics clearly and concisely, so you can really understand the stuff you learn in class, score high on your tests (including the AP Pre-Calculus exam!), and get ready to confidently move ahead to upper-level math courses. And if you need a refresher before launching into calculus, look no further—this book has your back.

- Review what you learned in algebra and geometry, then dig into pre-calculus
- Master logarithms, exponentials, conic sections, linear equations, and beyond
- Get easy-to-understand explanations that match the methods your teacher uses
- Learn clever shortcuts, test-taking tips, and other hacks to make your life easier

Pre-Calculus All-in-One For Dummies is the must-have resource for students who need to review for exams or just want a little (or a lot of!) extra help understanding what's happening in class.

View on Edelweiss

Dummies

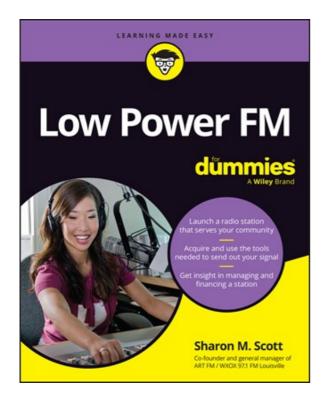
BISAC: *Mathematics* 9781394201242 **Paperback** December 5, 2023 £30.99 | 34,20 € | \$39.99 (EUR-DE:37,90 €)

About the Author

Mary Jane Sterling (Peoria, IL) is the author of Algebra I For Dummies, Algebra II For Dummies, Trigonometry For Dummies, Pre-Calculus For Dummies, and oodles of other For Dummies titles. She was a Professor of Mathematics at Bradley University in Peoria, Illinois for more than 35 years, teaching algebra, business calculus, geometry, finite mathematics, and more during her tenure. She continues to teach college-level math courses via distance learning.

Low Power FM For Dummies

Sharon Scott



View on Edelweiss

Beginner-friendly advice on how to start and run a local FM station

There are approximately 2000 low power FM radio stations in the United States. That number will grow as more licenses are issued in the coming years. Low Power FM For Dummies walks you through the key steps you need to take to establish, manage, and help run one of these hyper-local broadcast operations. You'll get easy-to-follow help on everything from making all your gear work to financing your operation, managing your staff, and complying with rules and regulations.

Not sure where to begin? No worries! This book explains the process of getting a broadcast license and collecting all the necessary tools. It also provides insight on starting with a station that streams online only. Already got started? That's great too! You'll learn to refine your approach to low-power FM station management with the useful tips found within. Low Power FM For Dummies will also help you:

- Serve your community at a hyper-local level with programming aimed directly at the people in your area
- Manage the people, technology, processes, and systems that underlie a well-run low-power FM station
- Guide the operations of a new or established station as a volunteer, board member, or creator

Dummies

BISAC: *Technology & Engineering* 9781394185320 Paperback December 19, 2023 £22.99 | 25,70 € | \$29.99

About the Author

Sharon Scott (Louisville, KY) is the Co-Founder and General Manager of ART FM / WXOX 97.1 FM Louisville, a noncommercial radio station committed to providing artists and community members access to the airwaves for creative and experimental use. The station currently has over 100 volunteer DJs working to provide music, news, and entertainment to listeners all over the world. Scott's radio-advocacy has been covered by sources such as The New York Times, The Hill, and The Chronicle of Higher Education. Scott was also a key organizer in the first-ever Grassroots Radio Conference Virtual Summit.

Jossey-Bass



Teaching the Invisible Race

Embodying a Pro-Asian American Lens in Schools Tony DelaRosa

View on Edelweiss

Jossey Bass

BISAC: *Education* 9781119930235 Hardcover December 20, 2023 £24.99 | 27,40 € | \$32.00 (*EUR-DE:30,90* €)

Transform How You Teach Asian American Narratives in your Schools!

In *Teaching the Invisible Race*, anti-bias and anti-racist educator and researcher Tony DelaRosa (he, siya) delivers an insightful and hands-on treatment of how to embody a pro-Asian American lens in your classroom while combating anti-Asian hate in your school. The author offers stories, case studies, research, and frameworks that will help you build the knowledge, mindset, and skills you need to teach Asian-American history and stories in your curriculum.

You'll learn to embrace Asian American joy and a pro-Asian American lens—as opposed to a deficit lens—that is inclusive of Brown and Southeast Asian American perspectives and disability narratives. You'll also find:

- Self-interrogation exercises regarding major Asian American concepts and social movements
- Ways to center Asian Americans in your classroom and your school
- Information about how white supremacy and anti-Blackness manifest in relation to Asian America, both internally and externally

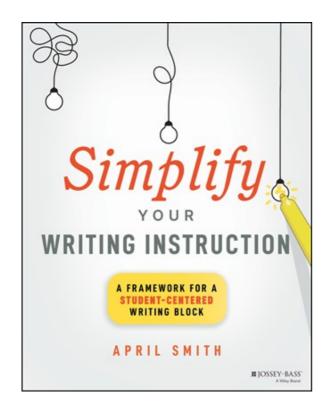
An essential resource for educators, school administrators, and K-12 school leaders, *Teaching the Invisible Race* will also earn a place in the hands of parents, families, and community

About the Author

Tony DelaRosa (Miami, FL) (he/siya) is an Anti-Bias & Anti-Racist Educator, Motivational Speaker, DEIB Consultant, Poet, and overall Cultural Broker. In 2013, he co-founded Pulse Poetry, a school elective course and after school program which uses spoken word pedagogy and public speaking to empower youth voice in Indianapolis, Boston, Miami, and across the globe. He served as a Board Director of the Filipino Young Leaders Program (FYLPRO) a 501c3 sponsored by Philippine Embassy to strengthen US to Philippine relations in the field of education. His work has been featured in NPR, Harvard Ed Magazine, the Smithsonian, the Hechinger Report, Hyphen Magazine: Asian American Unabridged, and elsewhere. He's currently working on an education series called "#ISANGBAGSAKasVERB" which focuses on cross-ethnoracial coalition building to help communities practice solidarity in action

Simplify Your Writing Instruction

A Framework For A Student–Centered Writing Block April Smith



View on Edelweiss

Jossey Bass

BISAC: Education 9781394171576 Paperback December 25, 2023 £24.99 | 27,40 € | \$32.00 (EUR-DE:30,90 €)

Set up your writing block quickly and easily with a simple, research-based framework

Schools need their writing instruction *simplified*. Most classrooms share writing time with another subject, making it difficult for students to receive the direct writing instruction they need. Between the lack of time, increased gaps in writing skills, and inconsistent writing curriculum, teachers are struggling to bring their students up to grade level.

Simplify Your Writing Instruction provides you with a classroom-tested framework that helps you set up your writing block within the limited time and resources you have. Step by step, this practical guide shows you how to amplify your students' writing skills, employ simple feedback opportunities and interventions, streamline your lessons, use simple differentiation techniques to help reach students of all ability levels, and more.

Author April Smith is a former teacher who has trained more than 50,000 K-12 educators on best practices for writing instruction. While in the classroom, she learned that having simple and consistent systems in place is critical. Accordingly, none of the tasks and strategies will require you to create or prep anything complicated or time-consuming. In *Simplify Your Writing Instruction*, you will find easy-to-use checklists, implementation tasks, customizable templates, student writing samples, helpful tables and charts, and a simple

About the Author

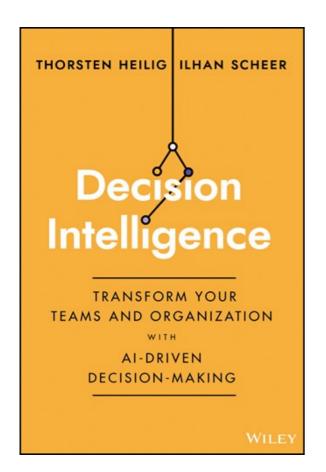
April Smith (Goodyear, Arizona) began creating her own writing resources for her own classroom and sharing them with teachers around the world in 2014. This original pack of writing resources sold over 4,000 times, and prompted April to realize that teachers were desperate for simple ideas to use in their classroom. From 2019-2022, April gave 13 online workshops on writing and averaged around 6,000 registrants for each. From there, she created her writing curriculum Simplify Writing that currently has over 5,500 adopters and has brought in over a million in revenue for her business. Aprils first book about project-based learning sold over 10,000 copies the first year, and continues to be one of the top-selling and top-rated books on Amazon.

Business



Decision Intelligence

Transform Your Team and Organization with Al-Driven Decision-Making *Thorsten Heilig*



View on Edelweiss

Dramatically improve your decisions with data and AI

In *Decision Intelligence: How to Transform Your Team and Organization with Al-Driven Decision-Making*, a team of pioneering decision and Al strategists delivers a digestible and hands-on resource for professionals at every part of the decision-making journey. The book discusses the latest technology and approaches that bridge the gap between behavioral science, data science, and technological innovation.

Discover how leaders from various industries and environments are using data and AI to make better future decisions, taking both human as well as business factors into account. This book covers:

- A business-ready introduction to decision intelligence, exploring why traditional decision-making strategies are outdated and how to transition to decisionintelligence
- The evolution of decision intelligence, coming from analytics and modern techniques like process mining and robotic process automation
- An examination of decision intelligence at the organizational level, including discussions of agile transformation, transparent organizational culture, and why psychological safety is a crucial enabler for new ways of decision-making in modern companies

Wiley

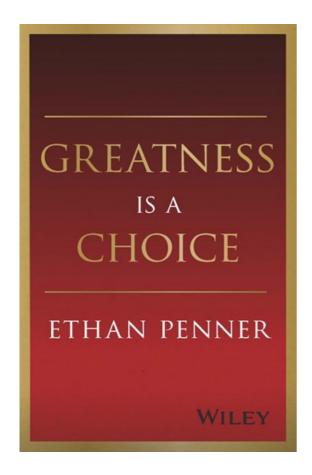
BISAC: *Business & Economics* 9781394185061 Hardcover December 26, 2023 £24.99 | 27,40 € | \$32.00 (*EUR-DE:30,90* €)

About the Author

Thorsten Heilig (paretos.com) is the founder and CEO of Paretos, a pioneering decision intelligence platform used by Fortune500 and Dax30 companies. He previously served as the COO of Moovel (now a Mercedes Benx/Daimler AG company). Heilig is also a management consultant and speaker who keynotes about agile, data transformation, and new leadership. Ilhan Scheer (accenture.com) is the Managing Director of Intelligence s an international leader on digital transformation and psychological safety in organizations. Hes also a C-level coach and speaks on agility, psychological safety, and change.

Greatness Is a Choice

Ethan Penner



View on Edelweiss

A battle-tested guide on how to live a great life

In *Greatness Is a Choice*, Wall Street legend Ethan Penner presents a jewel box filled with thoughts and ideas that challenge readers by stimulating a higher level of awareness and critical thinking. Penner's forthright style makes the book invaluable to a broad range of readers. Each chapter is a guidepost for today's challenging societal issues, but the words are also rooted in timeless thinking culled from Penner's considerable personal and professional experiences. *Greatness Is a Choice* asks readers to consider new ideas and strategies as critical tools in the pursuit of a better life for themselves and their families.

Greatness Is a Choice is also a compendium of values and ideals anyone can adopt to achieve greater personal and societal fulfillment. Penner writes about kindness, respect, and faith, along with a healthy reverence for family and legacy. Penner challenges readers to see the natural interconnectivity of politics, finance, economics, ideology, faith, nature, and music. Readers will:

- Discover new ways of thinking about how to define and attain personal success.
- Be reminded of the American principles that contributed to the nation's rapid ascent and still serve as a beacon of hope, equality, and prosperity.

Wiley

BISAC: *Business & Economics* 9781394185757 Hardcover December 26, 2023 £18.99 | 21,40 € | \$25.00 (*EUR-DE:22,90* €)

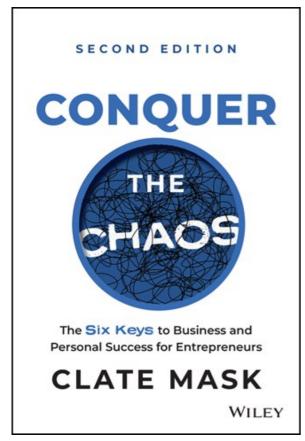
About the Author

Ethan Penner, (San Francisco, California; https://mosaicrei.com/; http://www.societism.com/) is a founder of Mosaic and its Managing Partner. He is a recognized pioneer in the fields of real estate and finance with a 30-year career marked by filling voids and responding to unseen or poorly understood opportunities. He is also credited with being the primary driver in the creation of the Commercial Mortgage-Backed Securities market for which he received broad recognition including being named one of the U.S. Real Estate Industry?s 100 icons of the 20th century. In 2011, Real Estate Forum voted him one of the Real Estate Industry?s 65 living legends in their 65th anniversary issue.

Conquer the Chaos, 2nd Edition

The Six Keys to Business and Personal Success for Entrepreneurs

Clate Mask



View on Edelweiss

Wiley

BISAC: *Business & Economics* 9781394217380 Hardcover December 26, 2023 £24.99 | 27,30 € | \$30.00 (*EUR-DE:30,90* €)

Make your small business work for you with this expert guide on entrepreneurship

In the newly revised second edition of *Conquer the Chaos*, celebrated author and CEO of Keap, a world-leading provider of marketing automation software for small business, Clate Mask, delivers yet another incisive and exciting roadmap to entrepreneurial success for small business owners. The book offers six non-negotiable, must-have strategies for entrepreneurs, as well as an engaging mix of stories, quotes, anecdotes, and examples that highlight businesspeople who have successfully confronted and overcome the daunting challenges that accompany self-employment.

You'll also find:

- A brand-new section on lifecycle automation and work, as well as work-life balance as a business owner
- How to avoid becoming trapped by your business and, instead, find time, money, and freedom in your entrepreneurial journey
- Strategies to move beyond surviving in your small business and begin growing and evolving

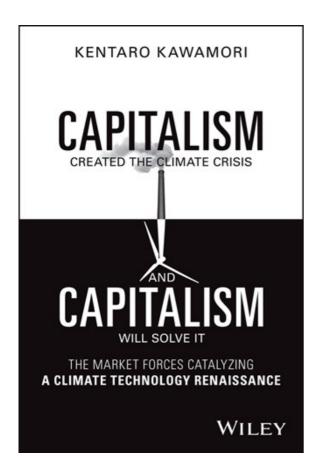
An extraordinary take on small business ownership and entrepreneurship from someone who's been on the frontlines of a growing company, *Conquer the Chaos* is a must-have resource for anyone hoping to get more money, more enjoyment, and more flexibility out of their company.

About the Author

Clate Mask (https://keap.com/; Gilbert, Arizona) is the CEO of Keap, formerly known as Infusionsoft, the leading provider of marketing automation software for small businesses. Keap is quickly becoming the leader in marketing and sales software for entrepreneurs. The company has grown to \$100 million in annual sales with over a hundred thousand users. They have 2000 partners who teach and serve their customers through various webinars, events, blogs, and podcasts. Keap has also won numerous accolades for both their software and business model and has been featured on the Inc. 500 list. Mask is the co-author of Conquer the Chaos (2010), published with Wiley.

Capitalism Created the Climate Crisis and Capitalism Will Solve It

The Market Forces Catalyzing a Climate Technology Renaissance *Kentaro Kawamori*



View on Edelweiss

Wiley

BISAC: *Business & Economics* 9781394201556 Hardcover December 26, 2023 £25.99 | 29,10 € | \$34.00 (*EUR-DE:31,90* €)

Creative and practical free-market solutions to climate change

In Capitalism Created the Climate Crisis and Capitalism Will Solve It: The Market Forces Catalyzing a Climate Technology Renaissance, distinguished author Kentaro Kawamori delivers a fascinating and timely exploration of the interplay between capitalism and climate change. He explains how the capitalist system helped to contribute to the current crisis of global warming and how that same system will help to end it.

In the book, the author discusses the enormous impact of the climate crisis and how the government, the modern finance industry, the fossil fuel industry, and others combined to accelerate the warming of the world. He then considers the roles those same players will play to reverse this effect in the coming years.

You'll also find:

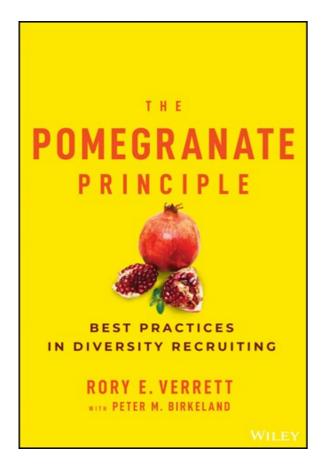
- Discussions of how climate tech innovations will transform the economy and how technology disruptors will become involved in the process
- The ways the energy industry will change to incorporate the realities and consequences of a warming climate
- Explorations of the incentives created by free market structures and how to include climate stakeholders in the discussion

About the Author

Kentaro Kawamori (persefoni.com; Mesa, AZ) is CEO and Co-Founder of Persefoni, the worlds leading Climate Management & Accounting Platform (CMAP) for enterprises and financial institutions. At Persefoni, Kawamori raised the largest-ever investment round for a Climate Tech SaaS company. Prior to starting Persefoni, Kawamori was the youngest Chief Digital Officer ever at a Fortune 500 company (the oil and gas major Chesapeake Energy). In 2020, Kawamori was recognized by Forbes on its 30 Under 30 list, and in 2022 as an EY Entrepreneur of The Year regional finalist. He is an accomplished public speaker, host of the award-winning business podcast ClimateTech with Kentaro, and has written guest columns for several business publications, including Fortune, Bloomberg, Fast Company, and NASDAQ. He has been interviewed by numerous media organizations, including CNN, The New York Times, The Financial

The Pomegranate Principle

Best Practices in Diversity Recruiting Rory E. Verrett



View on Edelweiss

Attract and retain the best and brightest professionals with these effective strategies for diverse talent recruitment

In *The Pomegranate Principle: Best Practices in Diversity Recruiting*, veteran executive search consultant and DEI expert Rory Verrett writes with clarity and expertise about the best practices in recruiting and retaining diverse talent for your organization. He offers proven, tangible solutions and accessible strategies for making the recruitment and retention of diverse talent the centerpiece of your diversity, equity, and inclusion (DEI) vision.

Divided into three sections, the book begins with a critical examination of the realities of the 21st-century talent pool, and why, without a detailed strategy, it can be challenging for companies and organizations to recruit diverse talent. The author goes on to explain, in detail, a collection of commonly employed strategies that usually serve to hinder—rather than further—organizations' DEI efforts. Finally, the book concludes with proven and innovative techniques and tools you can implement immediately to start recruiting diverse talent.

You'll also find:

 A hiring handbook for leaders and hiring managers at companies, startups, professional services firms, nonprofits, and universities

Wiley

BISAC: *Business & Economics* 9781394209330 Hardcover \$29.95

About the Author

Rory E. Verrett (Lisbon, Portugal) is the founder and managing partner of Protégé Search, a retained executive search and leadership advisory firm focused on diversity and public affairs. He previously served as a leader in the diversity and public affairs practices of two global executive search firms (Spencer Stuart and Russell Reynolds Associates), as the head of talent management and vice president of public affairs at the National Football League, and as CEO of a boutique public affairs consultancy. Rory has 20 years of experience mentoring, advising, and recruiting high performing executives from diverse backgrounds for leading companies, trade associations, and academic and nonprofit organizations. Rory has spoken to dozens of audiences, including NFL coaches, corporate executives, environmental leaders, attorneys and students on leadership, career strategy, and diversity and inclusion at venues

Our Planet Powered by AI

How We Use Artificial Intelligence to Create a Sustainable Future for Humanity Mark Minevich

A hands-on guide to evolving your company with ethical AI along with thought-provoking insights and predictions from a variety of well-known industry leaders

In *Our Planet Powered by AI*, renowned AI strategist and pioneer Mark Minevich delivers an exciting and practical discussion of how to implement groundbreaking artificial intelligence technologies at every level of your organization. You'll learn to create sustainable, effective competitive advantage by introducing previously unheard-of levels of adaptability, resilience, and innovation into your company.

Using real-world case studies from a variety of well-known industry leaders, the author explains the strategic archetypes, technological infrastructures, and cultures of sustainability you'll need to ensure your firm's next-level digital transformation takes root. You'll also discover:

- How AI can enable new business strategies, models, and ecosystems of innovation and growth
- How to develop societal impact and powerful organizational benefits with ethical Al implementations that incorporate transparency, fairness, privacy, and reliability
- What it means to enable all-inclusive artificial intelligence

An engaging and hands-on exploration of how to take your firm to new levels of dynamism and growth, *Our Planet*

View on Edelweiss

Wiley

BISAC: *Business & Economics* 9781394180608 Hardcover December 19, 2023 £21.99 | 24,00 € | \$28.00 (*EUR-DE:26,90* €)

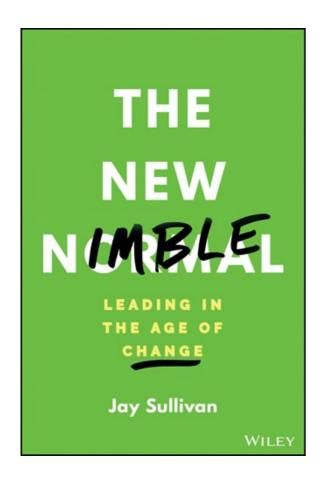
About the Author

Mark Minevich (New York, New York;

https://digitalpioneersnetwork.org/ https://markminevich.com/) is a founding partner of Going Global Ventures, Digital Cognitive Al Strategist, Artificial Intelligence expert, and UN advisor. Minevich is a senior advisor/fellow affiliated with UNOPS, G20/B20, Council on Competitiveness, IPSoft, BCG, SwissCognitive, Bootstrap Labs, Al Capital and Hanaco VC. Mark is also the co-founder and Chair of the Digital Pioneers Network and Al Pioneers Circle based in New York. He is the Executive Committee Chair at the Al for Good Foundation and Co-Chairman at the Al for the Planet Alliance. Mark is a co-host at Digital Pioneers Dialogue Podcast and contributes to several publications. In 2017, Minevich was named one of Forbes Leaders to Watch and has received the Albert Einstein Award for Outstanding Achievement and the World Trade Leadership Award from the World

The New Nimble

Leading in the Age of Change Jay Sullivan



View on Edelweiss

Wiley

BISAC: *Business & Economics* 9781394185412
Hardcover
December 5, 2023
£21.99 | 24,00 € | \$28.00
(EUR-DE:25,90 €)

Transform your organization into an adaptable and flexible innovator

In *The New Nimble: Leading in the Age of Change*, accomplished author, professor, and consultant Jay Sullivan delivers a clear, tangible, and actionable guide to implementing flexibility and creativity in your enterprise. Through interviews with senior leaders from a variety of industries and disciplines, the author shows you the trends and behaviors that allowed successful companies to navigate the constantly changing realities and complexities of the COVID-19 crisis.

The book demonstrates how the most adaptable firms internalized and institutionalized lessons from the health emergency and applied those lessons to their everyday operations. You'll discover:

- How to go beyond economic, business, and industry trends to make decisions based on immediately relevant—and rapidly changing—demands
- How to deal with pushback from staff, clients, and the public as you make the changes you need to make in your company
- Ways to apply the lessons from the COVID-19 crisis to the next unexpected and unpredictable emergency

An essential and practical handbook for managers, executives, founders, directors, entrepreneurs, and other business leaders doing their best to manage their way through chaotic

About the Author

Six Systems of a Sales Organization

Designing and Building a High-Performing Sales Team *Matt Doyon*

Transform your sales process through effective collaboration between sales leadership and front-line sales staff

In Revenue Revolution: Designing and Building a High-Performing Sales Team, the Co-Founder and CEO of Triple Session, Matt Doyon, delivers an insightful and practical discussion of how to maximize sales success by encouraging collaboration between sales leadership and front-line sales personnel. In the book, you'll learn how to utilize a design-build model to create a fully integrated sales organization made up of six interlocking systems.

The author explains why the commonly espoused, executivedriven, top-down approach is incomplete, and why it's so necessary to include the bottom-up point of view of front-line sales technique specialists. You'll also discover:

- Strategies for implementing a design-build model that work for both brand-new sales teams at recently launched companies and mature sales teams
- Rebooting an existing sales team's processes to incorporate the design-build model
- Ways to both effectively plan and execute a system that scales with the growth of your firm

An indispensable resource for sales professionals and sales team leaders, *Revenue Revolution* will also earn a place in the libraries of managers, executives, and other business leaders

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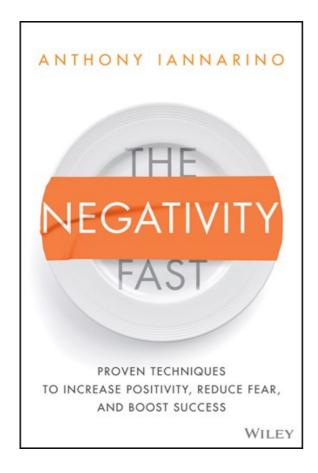
BISAC: *Business & Economics* 9781394196371 Hardcover December 5, 2023 £21.99 | 24,00 € | \$28.00 (*EUR-DE:26,90* €)

About the Author

Matt Doyon (Newton, MA; https://rockcontent.com/) is the Chief Revenue Officer at Rock Content, where he is responsible for revenue acquisition including direct, partner and referral sales, as well as revenue retention and expansion. He is also the founder of Triple Session (https://triplesession.com/) and a Partner at Upload Ventures.

The Negativity Fast

Proven Techniques to Increase Positivity, Reduce Fear, and Boost Success *Anthony Iannarino*



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Learn to transform your perspective and lead with positivity

In *The Negativity Fast: Proven Techniques to Increase Positivity, Reduce Fear, and Boost Success*, sales leader and strategist Anthony lannarino delivers an exciting and effective new take on creating and sustaining powerful sales processes. You'll learn to lead with positivity as you harness negative emotions to make lasting changes for the better and explore the power of gratitude to transform your mental outlook.

Discover how to reframe the negative events of your life into the ways they made you stronger and prepared you for future setbacks. The author also offers:

- Concrete advice on perspective-taking and strategies for avoiding being triggered by people with different beliefs
- A thirteen-week Negativity Fast, in which you'll eliminate sources of negativity for 90 days and introduce positivity into your mental diet
- Discussions of the necessity for optimism in a difficult world

An inspiring and exciting take on leadership, *The Negativity Fast* walks you through how to cultivate a positive attitude and perspective you can pass on to the people who follow you.

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BISAC: *Business & Economics* 9781119985884 Hardcover December 26, 2023 £21.99 | 24,00 € | \$28.00

About the Author

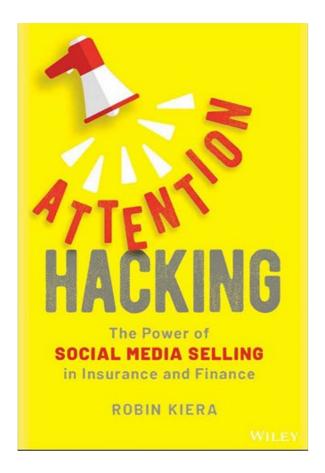
ANTHONY IANNARINO (thesalesblog.com) spent twenty years selling and leading a sales force in the highly-commoditized industry of staffing before becoming a writer and publishing daily at thesalesblog.com. During his time in sales, he recognized the strongest differentiation for a salesperson is their ability to create value for their prospective client within the sales conversation. Anthony spends much of his time drinking coffee, writing, speaking, facilitating workshops, and helping sales organizations transform their outdated, legacy approach with a modern, value-creating approach that buyers appreciate, and one that leads to revenue growth.

Finance & Accounting



Attention Hacking

The Power of Social Media Selling in Insurance and Finance *R Kiera*



Why do people queue in front of Apple stores all night long — but not with you? And isn't it grotesque that mobile phones are more in demand than, for example, products for wealth accumulation, health and family protection? However, this does not have to be the case. There are tools and strategies that your industry can use to attract customers. This book uses the insurance industry to show how to do it. And it's easy! Because insurers and intermediaries help people in their darkest hours. But despite billions invested in sales and marketing, no one is interested in it.

In this book, Dr. Robin Kiera teaches tools and tactics he has already used to successfully position numerous insurers on social media. He explains step by step how you too can reach millions of people through the relevant channels. *Sell More with Attention Hacking* brings you closer to your goal: to sell more! Like Apple.

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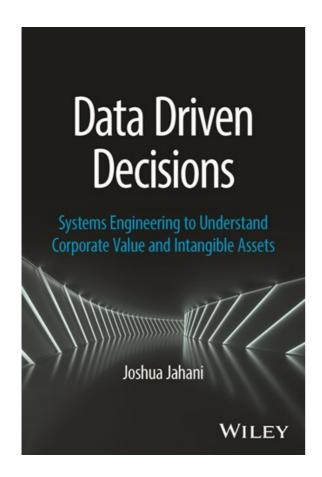
BISAC: *Business & Economics* 9781394189052 Hardcover November 16, 2023 £29.99 | 33,90 € | \$37.50 (*EUR-DE:36,90* €)

About the Author

Robin Kiera, Hamburg, Germany is the CEO of Digitalscouting, one of the hottest consulting and marketing agencies in Europe, hacking the attention of insurance and finance and working with top-ranked influencers, speakers, and thought leaders in the industry. Robin is a frequent public speaker at insurance and tech events.

Data Driven Decisions

Systems Engineering to Understand Corporate Value and Intangible Assets Joshua Jahani



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BISAC: *Business & Economics* 9781394202331 Hardcover £40.00 | 45,20 € | \$50.00

Expand your enterprise into new regions using systems engineering and data analysis

In Data Driven Decisions: Systems Engineering to Understand Corporate Valuation and Intangible Assets, investment banker, systems engineer, and Cornell University lecturer Joshua Michael Jahani delivers an incisive and unique unveiling of how to use the tools of systems engineering to value your organization, its intangible assets, and how to gauge or prepare its readiness for an overseas or cross-border expansion.

In the book, you'll learn to implement a wide range of systems engineering tools, including context diagrams, decision matrices, Goal-Question-Metric analyses, and more. You'll also discover the following:

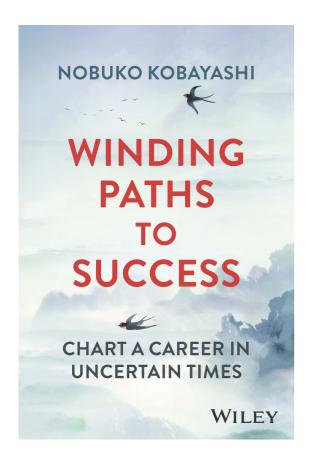
- How to communicate corporate value measurements and their impact to owners, executives, and investors.
- Explorations of the relevant topics when considering an international expansion, including macroeconomics, joint ventures, market entry, corporate valuations, mergers and acquisitions, and company culture.
- A comprehensive framework and methodology for examining available global regions in your search for the perfect expansion target.
- A deep understanding of specific sectors in which intangible assets have a particular impact, including

About the Author

Joshua Jahani teaches Systems Engineering at Cornell University and owns Jahani & Associates, a professional services firm with 200 employees focused on expanding to MENA, ASEAN, and LATAM Countries for USA companies. J&A is headquartered in New York City and has deep connections in the Middle East and North America. The firm provides mergers and acquisitions (M&A) advisory, private placement and commercialization, fund advisory, and global trade services to clients all over the world.

Winding Paths to Success

Chart a Career in Uncertain Times Nobuko Kobayashi



View on Edelweiss

Japanese women are an enigma to the world. Demure and exotic, they are often portrayed as sufferers in the chauvinistic culture – for example, married women on average spend as twice as long time on chores compared to their partners. Designated to a second-class citizen status in the working world, they are ultra-minority in the decision-making positions (e.g. half of public companies have all-male boards). It is lamentable when more than thirty years have passed since the Equal Employment Act was enacted in 1987.

"And where are the women?" asks a perplexed Belgian CEO who freshly assumed his role at a blue-chip Japanese company, Mitsubishi Chemical Holdings. This book tries to answer this question through firsthand interviews with successful senior Japanese women who have embarked on a career around 1987, thus approaching retirement. They range from corporate, entrepreneurs to academic. They are a minority compared to their male peers in the cohort, but they present a wide spectrum of how a minority can carve out a long and rewarding career. Diversity of their colorful lives tells a reality of Japanese women not relegated to a monolithic, victimized position in the society. Often their careers take an unexpected turn making them more thrilling rides than straightforward paths of men. The mentors play an important role. The role models are often amiss, but not missed by these trailblazers. It is also about riding the wave – if the employer is routing for women to ascend, why feel ashamed about seizing the opportunity? They are tales of individual struggles and

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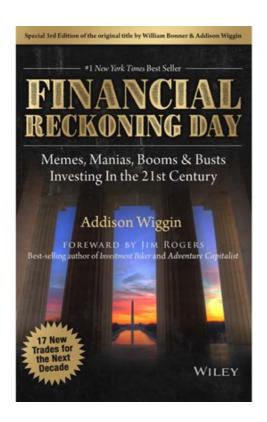
BISAC: *Business & Economics* 9781394157990 Hardcover November 30, 2023 £22.00 | 26,90 € | \$29.95 (*EUR-DE:26,90* €)

About the Author

Nobuko Kobayashi (Tokyo, Japan) is Asia-Pacific Strategy Execution Leader for EY. She co-leads the EY-Parthenon Consumer practice in Japan, advising C-suite clients in consumer industry both from Japanese and multinational companies. She has over a decade of management consulting experience, with a focus on growth strategy, organizational strategy and corporate development (M&A) for consumer and retail sector. She shares her views on a range of topics from corporate governance to gender diversity on various media outlets, including Nikkei Asian Review and Bloomberg. Prior to joining EY, she worked as an analyst for a US activist fund as well as a senior investment professional for Mitsubishi International Corporation based in New York City. Nobuko earned an MBA from Harvard Business School and a master's degree in Theoretical and Mathematical Physics from the University of Tokyo.

Financial Reckoning Day, 3rd Edition

Memes, Manias, Booms & Busts ... Investing In the 21st Century Wiggin



It has been 14 years since *Financial Reckoning Day 2E* was published. At the time, many critics felt the authors were overly critical of the United States increasing debt and the start of what seemed to be foreshadowing of economic concerns. Now, in 2023, much of what the authors predicted has come true--high unemployment rates in the US, record setting foreclosures and bankruptcies along with the near global collapse of the financial institutions once thought to be so secure. Maverick investment writer Addison Wiggin brings readers even more down-to-earth wisdom in this updated edition. It reveals that the hazards of democratic consumer capitalism and the financial follies of history are not a thing of the past. Wiggin remains an astute observer of the global financial arena.

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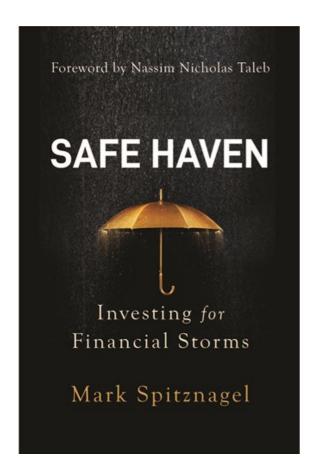
About the Author

Addison Wiggin is a best-selling writer, publisher, and filmmaker, with over two decades experience. An acclaimed New York Times best- selling author, his books also include: The Demise of the Dollar, Empire of Debt and The Little Book of the Shrinking Dollar. Addison is the writer and executive producer of the documentary I.O.U.S.A., an exposé on the national debt, shortlisted for an Academy Award. Addison started his latest project, a podcast called The Wiggin Sessions, during the pandemic in a tornado warning. He films from a homegrown studio in Baltimore, Maryland where he lives with his family. Addison has interviewed, at length, many of the world's most accomplished financiers, investors, politicians and executives.

Safe Haven: Investing for Financial Storms

Investing for Financial Storms

Mark Spitznagel



What is a safe haven?

What role should they play in an investment portfolio? Do we use them only to seek shelter until the passing of financial storms? Or are they something more? Contrary to everything we know from modern financial theory, can higher returns actually come as a result of lowering risk? In *Safe Haven*, hedge fund manager Mark Spitznagel—one of the top practitioners of safe haven investing and portfolio risk mitigation in the world—answers these questions and more. Investors who heed the message in this book will never look at risk mitigation the same way again.

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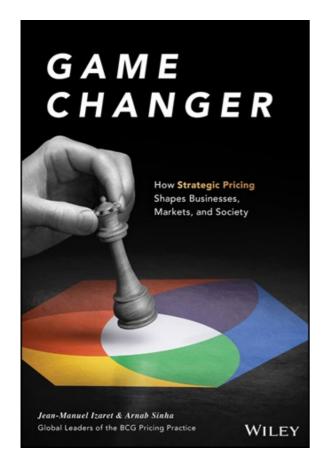
BISAC: *Business & Economics* 9781394214853 Paperback December 4, 2023 £17.99 | 20,00 € | \$21.95

About the Author

MARK SPITZNAGEL is the Founder and Chief Investment Officer of the hedge fund Universa Investments and the author of the book *The Dao of Capital*.

Game Changer

How Strategic Pricing Will Reshape Your Business, Your Market, and Society *Jean-Manuel Izaret*



More and more leaders in the last few years have challenged their own pricing models, invested in price optimization, and confronted disruptive event after disruptive event, from the pandemic to inflation to supply chain constraints. But without an overarching pricing strategy - and the structured framework to derive and support it - these leaders have often overlooked opportunities to shape their markets to their advantage. The book is aimed at senior executives and business leaders who understand that pricing is a powerful lever, yet feel it is hard to act on. It offers the pricing strategies and tactics most leaders lack, with a logical, practical framework called The Pricing Triangle that will enable them to provide strategic pricing guidance to their functional teams with greater confidence, speed, and efficiency. The Triangle draws its shape from the need for companies to coordinate pricing decisions across three sets of three drivers: Inputs: Costs, competitors prices, and most importantly, the value the company creates for customers Customer Behavior: Elasticity, price discrimination, and game theory Market forces: Commoditization, innovation, and market consolidation. The Strategic Pricing Triangle elevates the development of pricing strategy to the same level as other key strategies within the company.

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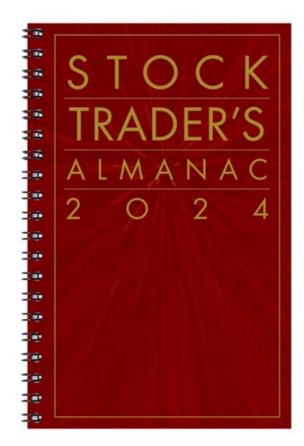
BISAC: *Business & Economics* 9781394190584 Hardcover December 12, 2023 £39.99 | 44,90 € | \$49.00 (EUR-DE:32,90 €)

About the Author

Jean-Manuel Izaret (JMI) is the global leader of the Marketing, Sales and Pricing practice at Boston Consulting Group (BCG). Before that, he led the pricing practice for more than 12 years and grew the business more than ten-fold. JMI has supported many Fortune 500 companies in developing and implementing their pricing strategies. He has focused in particular on pricing model changes that entail complex transformations of organizations and often involve significant business model changes. He has published numerous articles on pricing and delivered a TED Talk on ?A new Netflix-style pricing model that could make medicine more affordable.? JMI received an engineering degree and his PhD from Ecole Centrale of Paris, and a Master?s in Economics from Institut d?Etudes Politiques of Paris.

Stock Trader's Almanac 2024

Jeffrey A. Hirsch



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The Most Trusted Almanac Used by Savvy Investors to Profit Year after Year!

Created by Yale Hirsch in 1967, the Stock Trader's Almanac has delivered money-making insights and strategies to investors for more than six decades. The Almanac originated such important market phenomena as the "January Barometer" and the "Santa Claus Rally" and was instrumental in popularizing other tradable strategies, such as "The Best Six Months Strategy" (commonly known as "Sell in May and Go Away") and the four-year Presidential Election Cycle.

Mr. Hirsch imparted his knowledge of the stock market to his son, Jeffrey Hirsch. who joined the organization as a market analyst and historian under the mentorship of his father in 1990 and became editor-in-chief some years later. Even since, Jeff has carried on his father's tradition of constantly improving the Stock Trader's Almanac and has been tireless in his efforts to explain how investors can use the Stock Trader's Almanac to beat the market.

Jeff regularly appears on major news networks such as CNBC, CNN and Bloomberg; he is quoted extensively in major newspapers and financial publications; and he is in high demand as conference speaker. In short, he is the media's "go-to guy" on all things related to applying the lessons of history to today's stock market.

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BISAC: Business & Economics 9781394203161 Paperback December 19, 2023 £37.99 | 42,80 € | \$50.00 (EUR-DE:45,90 €)

About the Author

Computing & Technology



Generative Al

Navigating the Course to the Artificial General Intelligence Future *Martin Musiol*

Generative AI: Revolutionizing Business and Everyday Life provides an overview of the short but eventful history of GenAI, describes the impressive achievements that GenAI models have reached so far, and explores how the technology is likely to evolve in the future.

The book breaks down complex but foundational GenAl concepts which won't change frequently into simplified pieces and paints a promising future of this tech. You'll see why it's likely that different types of models merge into broader Al with higher quality which paves the way for Artificial General Intelligence - AGI. The book explores the transformational potential for a wide range of industries, for individuals, and for society.

The author boldly addresses the ethical implications of GenAl, including the potential for misuse (e.g. deepfakes), biased models, and workforce replacement. And he balances that by highlighting the potential upsides and chances that the adoption of GenAl and the creation of new ways of working carry.

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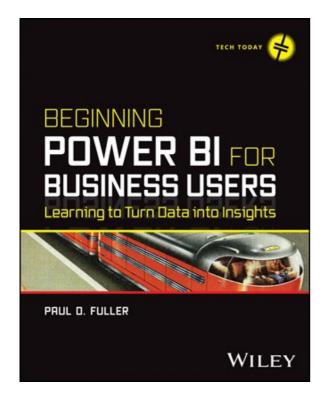
BISAC: *Business & Economics* 9781394205912 Hardcover December 31, 2023 £22.99 | 25,70 € | \$30.00 (*EUR-DE:27,90* €)

About the Author

Martin Musiol (Bavaria, Germany) is the founder of generativeAl.net, a lecturer on Al to over 1000 students, and publisher of the newsletter 'Generative Al: Short & Sweet'. Long before the buzz surrounding generative Al, he was already advocating for its significance in 2015. Since then, he has been a frequent speaker at conferences, podcasts, and panel discussions, addressing the technological advancements, practical applications, and ethical considerations of generative Al. As a Data Science Manager at Infosys Consulting (previously at IBM), Musiol helps companies globally harness the power of generative Al to gain a competitive advantage.

Beginning Power BI for Business Users

Learning to Turn Data into Insights *Paul D. Fuller*



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BISAC: *Computers* 9781394190294 Paperback December 3, 2023 £42.50 | 47,10 € | \$55.00 (*EUR-DE:51,90* €)

Discover the utility of your organization's data with Microsoft Power BI

In *Beginning Power BI for Business Users: Learning to Turn Data into Insights*, accomplished data professional and business intelligence expert Paul Fuller delivers an intuitive and accessible handbook for professionals seeking to use Microsoft's Power BI to access, analyze, understand, report, and act on the data available to their organizations. In the book, you'll discover Power BI's robust feature set, learn to ingest and model data, visualize and report on that data, and even use the DAX scripting language to unlock still more utility from Microsoft's popular program.

Beginning with general principles geared to readers with no or little experience with reporting or data analytics tools, the author walks you through how to manipulate common, publicly available data sources—including Excel files and relational databases. You'll also learn to:

- Use the included and tested sample code to work through the helpful examples included by the author
- Conduct data orchestration and visualization to better understand and gain insights from your data

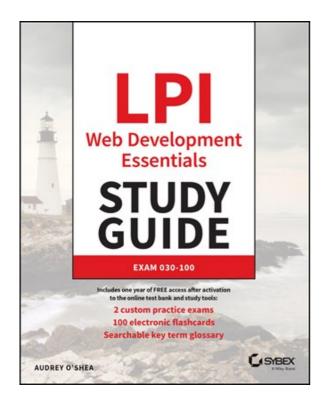
An essential resource for business analysts and Excel power users reaching the limits of that program's capabilities, Beginning Power BI for Business Users will also benefit data

About the Author

Paul Fuller (Danville, IL) has 25+ years of experience in app development, business intelligence, and data warehousing. He provides technical leadership and delivery oversight for complex and challenging data platform projects. He advises clients on best practices for implementing and maintaining data platform solutions including data engineering, modeling, and analytics. He has developed and delivered multiple custom training packages for clients for technologies including Power BI, dimensional data modeling, data warehousing, Azure Data Factory, SQL Server Business Intelligence toolset, and .NET programming. Paul specializes in complex data modeling and modern data platform development in Azure. He thrives on applying the right technological solutions to business challenges in a way that truly serves not just the business, but people.

LPI Web Development Essentials Study Guide

Exam 030-100 Audrey O'Shea



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Pass the LPI Web Development Essentials exam and set yourself up for success at a new web development job

In LPI Linux Professional Institute Web Development Essentials Study Guide: Exam 030-100, accomplished IT educator and systems engineer, Audrey O'Shea delivers an easy-to-follow and hands-on roadmap to passing the LPI Web Development Essentials exam and hitting the ground running at a new job as a web developer. In the book, you'll explore the software development skills, web technologies, HTML, CSS, Node.js, and JavaScript info you need to implement modern applications and solutions in a web environment.

You will find:

- Introductory coverage of SQL, HTML, JavaScript, CSS, and MongoDB
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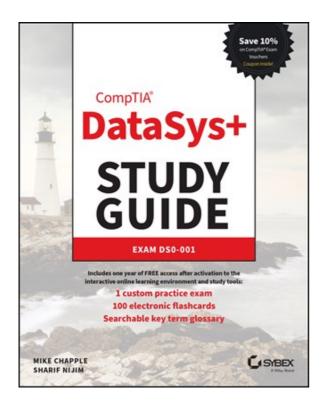
An essential and practical resource for anyone preparing for the Web Development Essentials certification exam, *LPI Linux Professional Institute Web Development Essentials Study Guide: Exam 030-100* is also the ideal book for entry-level software

About the Author

Audrey OShea (Sackets Harbor, NY), CompTIA A+, ITF+, Network + Security +, Project +, CompTIA Secure Infrastructure Specialist (CSIS) certification, CompTIA IT Operations Specialist (CIOS) certification, and several web, programming, Microsoft, and other certifications. She currently teaches electronics and CompTIA A+ and ITF+ courses at a technical school in upstate New York. Audreys information technology career started in 1989 as owner of a computer consulting firm, and since then she has held the positions of network administrator, tech support specialist, trainer, and consultant, and has been a public speaker advocating for women to enter the tech field. She holds two degrees and a New York State teaching license. She is the author of CompTIA A+ Complete Practice Tests: Core 1 Exam 220-1101 and Core 2 Exam 220-1102, Third Edition (Wiley, 2022).

CompTIA DataSys+ Study Guide

Exam DS0-001 *Mike Chapple*



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BISAC: *Computers* 9781394180059 Paperback December 31, 2023 £47.50 | 51,30 € | \$60.00 (*EUR-DE:57,90* €)

Your all-in-one guide to preparing for the CompTIA DataSys+ exam

In *CompTIA DataSys+ Study Guide: Exam DSO-001*, a team of accomplished IT experts delivers a practical and hands-on roadmap to succeeding on the challenging DSO-001 exam and in a new or existing career as a data systems professional. In the book, you'll explore the essentials of databases, their deployment, management, maintenance, security, and more.

Whether you're preparing for your first attempt at the CompTlA DataSys+ exam or for your first day on the job at a new database-related IT position, this book walks you through the foundational and intermediate skills you need to have to succeed. It covers every objective tested by the DSO-001 and skills commonly required in the real-world.

You'll also find:

- Practice test questions that measure your readiness for the real exam and your ability to handle the challenges of a new data systems position
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- Complimentary access to Sybex's interactive online learning environment and test bank, accessible from multiple devices, and including electronic flashcards and a searchable glossary

About the Author

Mike Chapple, Ph.D., Security+, CySA+, CISSP, is Senior Director for IT Service Delivery at Notre Dame overseeing information security, data governance, IT architecture, project management, strategic planning and product management functions and teaches undergraduate courses on Information Security. Mike spent 4 years in the information security research group at NSA and served as an intelligence officer in the U.S. Air Force. He is a technical editor for Information Security Magazine and has written several books. Sharif Nijim is an assistant teaching professor of IT, Analytics, and Operations in the Mendoza College of Business at the University of Notre Dame, where he teaches undergraduate and graduate courses in cloud computing, business analytics, and information technology.

Professional JavaScript for Web Developers 5th Edition

Matt Frisbie

Update and upgrade your JavaScript skillset for ES 2023 with the ultimate JavaScript guide for pros

Professional JavaScript for Web Developers, 5th edition, is the gold-standard in intermediate-to-advanced JavaScript programming development books. The author dives directly into the inner workings of JavaScript to help you clean up your code and become a more sophisticated and talented JavaScript developer. From object-oriented programming and inheritance to combining JavaScript with HTML and other markup languages, expert computer engineer Matt Frisbie walks you through everything you need to know to level-up your JavaScript game.

This new edition is updated to include ECMAScript 2023 and later standard releases, the most useful techniques, and a relentless focus on code that works seamlessly in mobile web browsers and with the latest common frameworks and libraries. With this book, you will:

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- Get acquainted with the newest frameworks and libraries
- Explore advanced topics such as web animation, workers, and the latest APIs
- Get a head start on future ES releases
- Learn to use modern syntax and best practices

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BISAC: *Computers* 9781394193219
Paperback
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About the Author

Matt Frisbie (Chicago, IL) has a BS in Computer Engineering from the University of Illinois Urbana-Champaign. He is the author of Angular 2 Cookbook and AngularJS Web Application Development Cookbook, as well as a number of video series for O'Reilly. Matt is actively involved in the JavaScript community, giving talks at meetups and doing open webcasts. He works as a software engineer at Google.

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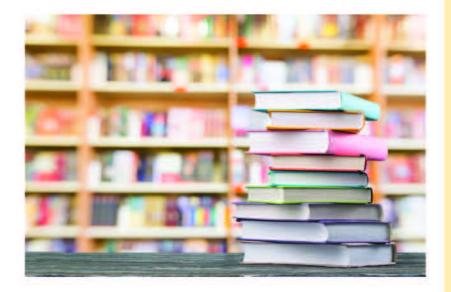
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