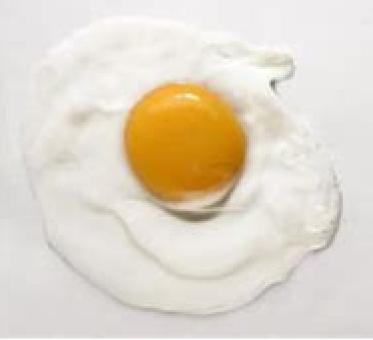
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psychology to create effective leadership strategies Out ,2002-06 Out is a fashion style celebrity and opinion magazine for the modern gay man Let's Be Frank Frank Biondi, Jane Biondi Munna, 2022-09-20 Integrity Kindness Hard work Substance and value Are these the words that describe a media mogul They are when it s the late Frank Biondi the former CEO of HBO Universal Studios and Viacom who leaves a legacy far beyond the movies and TV you love Through Frank s example we can learn how to make good relationships alongside great deals earn respect while earning multi million dollar returns and maintain character even when surrounded by an industry full of characters Let's Be Frank began in the final years of Frank Biondi s life as he recorded the story of his career while fighting stage four cancer a battle he sadly lost in 2019 His daughter Jane Biondi Munna compiled his words along with recollections from media industry luminaries Peter Chernin Tom Freston Alan Horn Sherry Lansing Alan Schwartz and more so that we can all draw inspiration from Frank Biondi s remarkable business acumen and management style and channel our inner Frank as we navigate life s challenges and opportunities The Powerful and the Damned Lionel Barber, 2020-11-05 Extraordinary TONY BLAIR Riveting PHILIPPE SANDS Brutal brilliant and scurrilously funny MISHA GLENNY The real scoop isn t on the front page As FT editor I was a privileged interlocutor to people in power around the world each offering unique insights into high level decision making and political calculation often in moments of crisis These diaries offer snapshots of leadership in an age of upheaval Lionel Barber was Editor of the Financial Times for the tech boom the global financial crisis the rise of China Brexit and mainstream media s fight for survival in the age of fake news In this unparalleled no holds barred diary of life behind the headlines he reveals the private meetings and exchanges with political leaders on the eve of referendums the conversations with billionaire bankers facing economic meltdown exchanges with Silicon Valley tech gurus and pleas from foreign emissaries desperate for inside knowledge all against the backdrop of a wildly shifting media landscape The result is a fascinating and at times scathing portrait of power in our modern age who has it what it takes and what drives the men and women with the world at their feet Featuring close encounters with Trump Cameron Blair Putin Merkel and Mohammed Bin Salman and many more this is a rare portrait of the people who continue to shape our world and who quite literally make the Close More Sales! Mike Stewart, 1999 The most successful salespeople are the ones that continually learn and news improve their performance This positive and realistic guide encourages both newcomers and seasoned pros to learn or rediscover the basics of superlative salesmanship Written by a professional sales trainer the book is filled with proven techniques for mastering each stage of the process from properly planning and actively listening to asking for the sale

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