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collection participant observation and interviews with Johnstone his colleagues and former students Keith Johnstone A Critical Biography is a fascinating journey through the physical spaces that have served as Johnstone's transformative classrooms and into the conceptual spaces which inform his radical pedagogy and approach to artistic work of Customer Connections Jim Karrh, 2019-09-01 Engaging practical and immediately useful for any business and its messengers on how to talk about their business and connect with their customers. The vast majority of word of mouth happens offline in everyday conversations In The Science of Customer Connections Karrh offers simple concepts plus practical guidance for individual professionals teams and complex organizations to be part of those conversations in ways that grow their business With clear language and a sense of humor Karrh guides readers step by step to create A message that is memorable interesting to buyers and built to share A growing set of messengers who include your story in their everyday conversations Management habits that build consistency and scale Readers will be equipped to engage customers and employees build trustworthiness and grow profitably without necessarily having to change their business model offerings pricing distribution or people Instead they can quickly elevate the way that everyone close to the business talks about it consistently resulting in stronger cross selling and upselling of additional products and services higher customer satisfaction and more consistent employee engagement Inspirational real world examples are presented from entrepreneurs and career changers growth companies and large global organizations Hack Your Bureaucracy Marina Nitze, Nick Sinai, 2022-09-13 In this deeply empowering and practical book Cecilia Mu oz two technology and innovation leaders reveal dozens of tactics that enabled them to accomplish seemingly impossible reforms in organizations of all types and sizes Whether you just started your first entry level job run the entire company or just feel trapped by your condo association bylaws it s time to it s time to learn how to get big things done and make a lasting impact with Hack Your Bureaucracy From local government to the White House Harvard to the world of venture capital Marina Nitze and Nick Sinai have taken on some of the world s most challenging bureaucracies and won Now they bring their years of experience to you teaching you strategies anyone can use to improve your organization through their own stories and those of fellow bureaucracy hackers including Find Your Paperclip use small steps to achieve big change Set Your North Star keep your end goal in sight Cultivate the Karass assemble an adept team and network Don t Waste a Crisis turn every opportunity into a chance for change And more Change doesn't happen just because the person in charge declares it should even if that person is the CEO of your company or the President of the United States Regardless of your industry role or team Hack Your Bureaucracy shows how to get started take initiative on your own and transform your ideas into impact

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