
The Deals That Made The World

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The Deal of a Lifetime

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Here's the Deal

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*The Deals That Made
The World*

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KRISTA NATHANAEL

Kind of a Big Deal Crown

President Donald J. Trump lays out his professional and personal worldview in this classic work—a firsthand account of the rise of America’s foremost deal-maker. “I like thinking big. I always have. To me it’s very simple: If you’re going to be thinking anyway, you might as well think big.”—Donald J. Trump Here is Trump in

action—how he runs his organization and how he runs his life—as he meets the people he needs to meet, chats with family and friends, clashes with enemies, and challenges conventional thinking. But even a maverick plays by rules, and Trump has formulated time-tested guidelines for success. He isolates the common elements in his greatest accomplishments; he shatters myths; he names names, spells out the zeros, and fully reveals the deal-maker’s art. And throughout, Trump talks—really talks—about how he does it. Trump: The

Art of the Deal is an unguarded look at the mind of a brilliant entrepreneur—the ultimate read for anyone interested in the man behind the spotlight. Praise for Trump: The Art of the Deal “Trump makes one believe for a moment in the American dream again.”—The New York Times “Donald Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet.”—Chicago Tribune “Fascinating . . . wholly absorbing . . . conveys Trump’s larger-than-life demeanor so vibrantly that the reader’s attention is instantly and fully

claimed.”—Boston Herald “A chatty, generous, chutzpa-filled autobiography.”—New York Post
The Deal of a Lifetime John Wiley & Sons
An unforgettable story of four women who, through grit and ingenuity, became stars in the cutthroat, high-stakes, male dominated world of venture capital in Silicon Valley, and helped build some of the foremost companies of our time. In *Alpha Girls*, award-winning journalist Julian Guthrie takes readers behind the closed doors of venture capital, an industry that transforms economies and shapes how we live. We follow the lives and careers of four women who were largely written out of history - until now. Magdalena Yesil, who arrived in America from Turkey with \$43 to her name, would go on to receive her electrical engineering degree from Stanford, found some of the first companies to commercialize internet access, and help Marc Benioff build Salesforce. Mary Jane Elmore went from the corn fields of Indiana to Stanford and on to the storied venture capital firm IVP - where she was one of the first women in the U.S. to make partner - only to be pulled back from the glass ceiling by

expectations at home. Theresia Gouw, an overachieving first-generation Asian American from a working-class town, dominated the foosball tables at Brown (she would later reluctantly let Sergey Brin win to help Accel Partners court Google), before she helped land and build companies including Facebook, Trulia, Imperva, and ForeScout. Sonja Hoel, a Southerner who became the first woman investing partner at white-glove Menlo Ventures, invested in McAfee, Hotmail, Acme Packet, and F5 Networks. As her star was still rising at Menlo, a personal crisis would turn her into an activist overnight, inspiring her to found an all-women's investment group and a national nonprofit for girls. These women, juggling work and family, shaped the tech landscape we know today while overcoming unequal pay, actual punches, betrayals, and the sexist attitudes prevalent in Silicon Valley and in male-dominated industries everywhere. Despite the setbacks, they would rise again to rewrite the rules for an industry they love. In *Alpha Girls*, Guthrie reveals their untold stories.
The Book on Negotiating Real Estate
Chelsea Green Publishing

In this short story enhanced with beautiful illustrations, the bestselling author of *A Man Called Ove*, *Beartown*, and *Anxious People* delivers an insightful and poignant tale about finding out what is truly important in life. A father and a son are seeing each other for the first time in years. The father has a story to share before it's too late. He tells his son about a courageous little girl lying in a hospital bed a few miles away. She's a smart kid—smart enough to know that she won't beat cancer by drawing with crayons all day, but it seems to make the adults happy, so she keeps doing it. As he talks about this plucky little girl, the father also reveals more about himself: his triumphs in business, his failures as a parent, his past regrets, his hopes for the future. Now, on a cold winter's night, the father has been given an unexpected chance to do something remarkable that could change the destiny of a little girl he hardly knows. But before he can make the deal of a lifetime, he must find out what his own life has actually been worth, and only his son can reveal that answer. With humor and compassion, Fredrik Backman's *The Deal of a Lifetime* reminds us that life is a

fleeting gift, and our legacy rests in how we share that gift with others.

The New New Deal Routledge

A revolutionary approach to enhancing productivity, creating flow, and vastly increasing your ability to capture, remember, and benefit from the unprecedented amount of information all around us. For the first time in history, we have instantaneous access to the world's knowledge. There has never been a better time to learn, to contribute, and to improve ourselves. Yet, rather than feeling empowered, we are often left feeling overwhelmed by this constant influx of information. The very knowledge that was supposed to set us free has instead led to the paralyzing stress of believing we'll never know or remember enough. Now, this eye-opening and accessible guide shows how you can easily create your own personal system for knowledge management, otherwise known as a Second Brain. As a trusted and organized digital repository of your most valued ideas, notes, and creative work synced across all your devices and platforms, a Second Brain gives you the confidence to tackle your most important projects and

ambitious goals. Discover the full potential of your ideas and translate what you know into more powerful, more meaningful improvements in your work and life by *Building a Second Brain*.

Art of the Deal Open Road Media

SHORTLISTED FOR 'BEST COMMUTER READ', CMI MANAGEMENT BOOK OF THE YEAR 2017 How do you ask for a promotion, deliver tough news to clients, or secure investment for your new business? The answer is negotiation. It is the most important skill you can develop to get what you want in business and life. No matter how much experience you've got, *We Have a Deal* can help you to improve your negotiation skill - developing an awareness of your habits and abilities, recognising what's really going on in a deal, and building a flexible approach that is confident and appropriate to each situation. Negotiation expert Natalie Reynolds moves beyond the old-fashioned rules of deal making to explore why people react the way they do in certain situations and how can we use that knowledge to get a good deal. Her five-step DEALS method has helped individuals and organisations to excel at all kinds of

negotiation, from clinching a pay rise to resolving disputes, from developing partnerships to shaking hands on multi-million dollar deals. *We Have a Deal* will help you to overcome obstacles, work with different personalities and in varied cultures, and develop an intelligent and flexible approach will empower you to get the best deal, every time.

Snowfall in Cold Creek & A Deal Made in Texas Writer's Digest Books

NEW YORK TIMES BESTSELLER • Governor Andrew Cuomo tells the riveting story of how he took charge in the fight against COVID-19 as New York became the epicenter of the pandemic, offering hard-won lessons in leadership and his vision for the path forward. "An impressive road map to dealing with a crisis as serious as any we have faced."—The Washington Post When COVID-19 besieged the United States, New York State emerged as the global "ground zero" for a deadly contagion that threatened the lives and livelihoods of millions. Quickly, Governor Andrew Cuomo provided the leadership to address the threat, becoming the standard-bearer of the organized response the country desperately needed. With

infection rates spiking and more people dying every day, the systems and functions necessary to combat the pandemic in New York—and America—did not exist. So Cuomo undertook the impossible. He unified people to rise to the challenge and was relentless in his pursuit of scientific facts and data. He quelled fear while implementing an extraordinary plan for flattening the curve of infection. He and his team worked day and night to protect the people of New York, despite roadblocks presented by a president incapable of leadership and addicted to transactional politics. Taking readers beyond the candid daily briefings that became must-see TV across the globe, and providing a dramatic, day-by-day account of the catastrophe as it unfolded, *American Crisis* presents the intimate and inspiring thoughts of a leader at an unprecedented historical moment. In his own voice, Andrew Cuomo chronicles the ingenuity and sacrifice required of so many to fight the pandemic, sharing the decision-making that shaped his policy as well as his frank accounting and assessment of his interactions with the federal government, the White House, and

other state and local political and health officials. Real leadership, he shows, requires clear communication, compassion for others, and a commitment to truth-telling—no matter how frightening the facts may be. Including a game plan for what we as individuals—and as a nation—need to do to protect ourselves against this disaster and those to come, *American Crisis* is a remarkable portrait of selfless leadership and a gritty story of difficult choices that points the way to a safer future for all of us.

A Deal Made in Texas Constable "Excellent. ... Impressive." —Financial Times An award-winning investigative journalist takes us inside the ten business deals that have transformed the modern world We tend to think of our world as controlled by forces we basically understand, primarily the politicians we elect. But in *The Deals That Made the World*, Jacques Peretti makes a provocative and quite different argument: much of the world around us—from the food we eat to the products we buy to the medications we take—is shaped by private negotiations and business deals few of us know about. *The Deals That Made the*

World takes us inside the sphere of these powerful players, examining ten groundbreaking business deals that have transformed our modern economy. Peretti reveals how corporate executives engineered an entire diet industry built on failure; how PayPal conquered online payments (and the specific behavioral science that underpins its success); and how pharmaceutical executives concocted a plan to successfully market medications to healthy people. For twenty years, Peretti has interviewed the people behind the decisions that have altered our world, from the CEOs of multinational corporations to politicians, economists, and scientists. Drawing on his vast knowledge, Peretti reveals a host of fascinating and startling connections, from how Wall Street's actions on food commodities helped spark the Arab Spring to the link between the AIDS epidemic in 1980s San Francisco and the subprime mortgage crisis of 2008. Touching upon tech, finance, artificial intelligence, and the other levers of power in a postglobalization environment, Peretti offers a compelling way to understand the last hundred years—and a suggestion of

what the next hundred might hold. An essential book for anyone seeking to understand the hidden forces that shape our modern economy, *The Deals That Made the World* is illuminating and surprising—and an immensely fun read. [I-deals: Idiosyncratic Deals Employees Bargain for Themselves](#) Entangled: Amara A New York Times–bestselling author’s “superbly reported” account of the dismantling of the world’s largest corporation (The Washington Post). Written by the two-time Pulitzer Prize–winning author of *Ghost Wars* and *Private Empire*, *The Deal of the Century* chronicles the decade-long war for control of AT&T. When the US Department of Justice brought an antitrust lawsuit against AT&T in 1974, the telecommunications giant held a monopoly on phone service throughout the country. Over the following decade, an army of lawyers, executives, politicians, and judges spent countless hours clashing over what amounted to the biggest corporate breakup in American history. From boardroom to courtroom, Steve Coll untangles the myriad threads of this complex and critical case and gives readers “an excellent behind-the-scenes

look” at the human drama involved in the remaking of an entire industry (*The Philadelphia Inquirer*). Hailed by the New York Times Book Review as “rich, intricate and convincing,” *The Deal of the Century* is the definitive narrative of a momentous turning point in the way America does business.

Deals of the Century Balance

An engaging guide to excelling in today’s venture capital arena Beginning in 2005, Brad Feld and Jason Mendelson, managing directors at Foundry Group, wrote a long series of blog posts describing all the parts of a typical venture capital Term Sheet: a document which outlines key financial and other terms of a proposed investment. Since this time, they’ve seen the series used as the basis for a number of college courses, and have been thanked by thousands of people who have used the information to gain a better understanding of the venture capital field. Drawn from the past work Feld and Mendelson have written about in their blog and augmented with newer material, *Venture Capital Financings* puts this discipline in perspective and lays out the strategies that allow entrepreneurs to excel in their

start-up companies. Page by page, this book discusses all facets of the venture capital fundraising process. Along the way, Feld and Mendelson touch on everything from how valuations are set to what externalities venture capitalists face that factor into entrepreneurs’ businesses. Includes a breakdown analysis of the mechanics of a Term Sheet and the tactics needed to negotiate Details the different stages of the venture capital process, from starting a venture and seeing it through to the later stages Explores the entire venture capital ecosystem including those who invest in venture capitalist Contain standard documents that are used in these transactions Written by two highly regarded experts in the world of venture capital The venture capital arena is a complex and competitive place, but with this book as your guide, you’ll discover what it takes to make your way through it. *Let’s Close a Deal* Simon and Schuster It’s Christmas Even morning. Years ago a man abandoned his son to pursue professional success; now he wonders if it’s too late to forge a relationship with him. One week earlier, in a hospital late at night, the man met a five-year-old girl with

cancer. When the man is given the chance to do something selfless that could change the destiny of the little girl in the hospital bed, he needs to find out what his own life has actually been worth in the eyes of his son before he makes the deal of a lifetime.

Done St. Martin's Press

Employees with valuable skills and a sense of their own worth can make their jobs, pay, perks, and career opportunities different from those of their coworkers in subtle and not-so-subtle ways. Work at home arrangements, flexible hours, special projects - personally negotiated arrangements like these can be a valuable source of flexibility and personal satisfaction, but at the risk of creating inequality and resentment by other employees. This book shows how such individual arrangements can be made fair and acceptable to coworkers, and beneficial to both the employee and the employer. Written by the world's leading expert on the subject, I-deals:

Idiosyncratic Deals Employees Bargain for Themselves challenges traditional notions that standardization is the way to create workplace justice. The book is filled with real examples, cases, and supporting data.

It expands conventional ideas of workplace fairness, provides details on the power that workers influence over their employment conditions, and spells out how employees and employers can channel this influence into mutually beneficial innovations. The book is "must reading" for students and scholars in the fields of human resource management and organizational behavior, and for managers and employees everywhere.

The Deal from Hell Roaring Brook Press

Among the Trump era's savviest insiders, one name stands especially tall: Kellyanne. As a highly respected pollster for corporate and Republican clients and a frequent television talk show guest, Kellyanne Conway had already established herself as one of the brightest lights on the national political scene when Donald Trump asked her to run his presidential campaign. She agreed, delivering him to the White House, becoming the first woman in American history to manage a winning presidential campaign, and changing the American landscape forever. Who she is, how she did it, and who tried to stop her is a fascinating story of personal triumph and political intrigue that

has never been told...until now. In *Here's The Deal*, Kellyanne takes you on a journey all the way to the White House and beyond with her trademark sharp wit, raw honesty, and level eye. It's all here: what it's like to be dissected on national television. How to outsmart the media mob. How to outclass the crazy critics. How to survive and succeed male-dominated industries. What happens when the perils of social media really hit home. And what happens when the divisions across the country start playing out in one's own family. In this open and vulnerable account, Kellyanne turns the camera on herself. What she has to share—about our politics, about the media, about her time in the White House, and about her personal journey—is an astonishing glimpse of visibility and vulnerability, of professional and personal highs and lows, and ultimately, of triumph. *Trump: The Art of the Deal* Princeton University Press

"What if the way we understand our world is wrong? What if it isn't politicians and events that shape our lives, but secret deals made by people you've never heard of? This book tells the story of the secret

deals that are changing the world, and revolutionizing everything we do, including money, the food we eat, what we buy, and the drugs we take to stay well. These deals never make the news: they are made high up in boardrooms, on golf courses, and in luxury cars: each sealed by world-changing handshakes. This is the story of those handshakes."--Publisher's description.

Fables of Fortune John Wiley & Sons
Widespread poverty and malnutrition, an alarming refugee crisis, social unrest, and economic polarization have become our lived reality as the top 1% of the world's seven-billion-plus population pushes the planet—and all its people—to the social and ecological brink. In *Oneness vs. the 1%*, Vandana Shiva takes on the Billionaires Club of Gates, Buffet, and Zuckerberg, as well as other modern empires whose blindness to the rights of people, and to the destructive impact of their construct of linear progress, have wrought havoc across the world. Their single-minded pursuit of profit has undemocratically enforced uniformity and monocultures, division and separation, monopolies and external control—over

finance, food, energy, information, healthcare, and even relationships. Basing her analysis on explosive, little-known facts, Shiva exposes the 1%'s model of philanthrocapitalism, which is about deploying unaccountable money to bypass democratic structures, derail diversity, and impose totalitarian ideas based on *One Science, One Agriculture, and One History*. She calls for the “resurgence of real knowledge, real intelligence, real wealth, real work, real well-being,” so that people can reclaim their right to: Live Free. Think Free. Breathe Free. Eat Free.

The Sweetheart Deal Ballantine Books
From the bestselling author of the *Angel Falls* series, two enemies say “I do” in the first irresistible book about Blossom Glen. Pastry chef Tessa Montgomery knows what everyone in the teeny town of Blossom Glen says about her. Spinster. Ice Queen. Such a shame. It's enough to make a woman bake her troubles away, dreaming of Parisian delicacies while she makes bread at her mother's struggling boulangerie. That is until Tessa's mortal enemy—deliciously handsome (if arrogant) chef Leo Castorini, who owns the restaurant next door—proposes a business

plan...to get married. Leo knows that the Castorinis and the Montgomerys hate each other, but a marriage might just force these stubborn families to work together and blend their businesses for success. The deal is simple: Tessa and Leo marry, live together for six months, and then go their separate ways. Easy peasy. It's a sweetheart deal where everyone gets what they want—until feelings between the faux newlyweds start seriously complicating the mix. Have they discovered the perfect recipe for success...or is disaster on the way? Each book in the Blossom Glen series is STANDALONE: * *The Sweetheart Deal* * *The Sweetheart Fix* *The Deal of a Lifetime* Harlequin
In a riveting account based on new documents and interviews with more than 400 sources on both sides of the aisle, award-winning reporter Michael Grunwald reveals the vivid story behind President Obama's \$800 billion stimulus bill, one of the most important and least understood pieces of legislation in the history of the country. Grunwald's meticulous reporting shows how the stimulus, though reviled on the right and the left, helped prevent a

depression while jump-starting the president's agenda for lasting change. As ambitious and far-reaching as FDR's New Deal, the Recovery Act is a down payment on the nation's economic and environmental future, the purest distillation of change in the Obama era. The stimulus has launched a transition to a clean-energy economy, doubled our renewable power, and financed unprecedented investments in energy efficiency, a smarter grid, electric cars, advanced biofuels, and green manufacturing. It is computerizing America's pen-and-paper medical system. Its Race to the Top is the boldest education reform in U.S. history. It has put in place the biggest middle-class tax cuts in a generation, the largest research investments ever, and the most extensive infrastructure investments since Eisenhower's interstate highway system. It includes the largest expansion of antipoverty programs since the Great Society, lifting millions of Americans above the poverty line, reducing homelessness, and modernizing unemployment insurance. Like the first New Deal, Obama's stimulus has created legacies

that last: the world's largest wind and solar projects, a new battery industry, a fledgling high-speed rail network, and the world's highest-speed Internet network. Michael Grunwald goes behind the scenes—sitting in on cabinet meetings, as well as recounting the secret strategy sessions where Republicans devised their resistance to Obama—to show how the stimulus was born, how it fueled a resurgence on the right, and how it is changing America. The New New Deal shatters the conventional Washington narrative and it will redefine the way Obama's first term is perceived.

Alpha Girls Penguin

BESTSELLING AUTHOR COLLECTION

Reader-favorite romances in collectible volumes from our bestselling authors. Snowfall in Cold Creek by New York Times bestselling author RaeAnne Thayne Previously published as Dalton's Undoing Single mother Jenny Boyer is new to the small town of Pine Gulch. As a school principal who needs to be respected, Jenny knows the last man she should be getting involved with is the town's most notorious bachelor. Yet whenever Seth Dalton is around, Jenny feels herself falling...like all

of the women who came before her. Seth is infamous for leaving a trail of broken hearts behind him. But every time Jenny looks into this supposed player's eyes, she sees tenderness—both for herself and her children. It's hard to believe love is just a game to Seth, especially when Jenny has seen how kind and gentle he can be. Could this rowdy cowboy finally be ready to settle down? FREE BONUS STORY INCLUDED IN THIS VOLUME! A Deal Made in Texas by USA TODAY bestselling author Michelle Major When Christine Briscoe finds herself dancing with Gavin Fortunado at his sister's wedding, she could swear it's a dream. So when the flirtatious attorney asks her to be his pretend girlfriend, Christine knows she won't have trouble filling the role. Sparks ignite quickly between the two, but considering Gavin's reputation, Christine might be heading for heartbreak...or maybe straight down the aisle.

We Have a Deal Simon and Schuster Imagine private jets ready for an afternoon flight to New York City for a transcontinental shopping trip . . . luxury yachts circling the globe awaiting their owner's arrival . . . fully staffed but rarely

visited vacation homes throughout the world. The rich live trouble free lives of graceful ease. Or do they? In *Fables of Fortune*, author Richard Watts pulls back the brocade curtain to reveal the precarious path of wanting more. As the advisor to the super rich, Watts reflects on the reality of wealth and a difficult and heartbreaking lesson: "The wealthiest person is not who has the most, but who needs the least." The successes and failures of life inspire the heartbeat of passion and self-actualization. Watts will challenge readers to reconsider key life questions of personal value and discover surprising new answers. *Fables of Fortune* reveals an honest, comparative, eye-opening analysis for any reader who believes wealth is a rose without thorns. Read on and gain perspective and appreciation for your own real fortune in life.

The Deal Simon and Schuster

Art today is defined by its relationship to money as never before. Prices of living artists' works have been driven to unprecedented heights, conventional

boundaries within the art world have collapsed, and artists now think ever more strategically about how to advance their careers. Artists no longer simply make art, but package, sell, and brand it. Noah Horowitz exposes the inner workings of the contemporary art market, explaining how this unique economy came to be, how it works, and where it's headed. He takes a unique look at the globalization of the art world and the changing face of the business, offering the clearest analysis yet of how investors speculate in the market and how emerging art forms such as video and installation have been drawn into the commercial sphere. By carefully examining these developments against the backdrop of the deflation of the contemporary art bubble in 2008, "Art of the Deal" is a must-read book that demystifies collecting and investing in today's art market.

Groupon's Biggest Deal Ever Simon and Schuster

The inside story of the meteoric rise of Groupon from startup to \$30 billion online giant and the audacious genius behind it,

founder Andrew Mason In late 2010, Groupon made an incredible gamble. Rather than take Google's \$6 billion buyout offer, founder Andrew Mason turned the search giant down and decided to go it alone. The experts thought he was insane. Groupon was little more than two years old and staffed from top to bottom with twenty-somethings. The wild ride couldn't last, but Mason thought otherwise, and with knowledge of a possible IPO he liked his odds. A discount service that offers a deal a day at local merchants in countless cities in more than forty-three countries, Groupon is the fastest-growing company in Internet history and is as committed to innovating a new model for commerce as it is to creating an office culture and editorial voice based on radical transparency and absurd humor. Groupon's *Biggest Deal Ever* is the exclusive and unparalleled account of the incredible rise of discount giant Groupon and the compelling story of its offbeat founder Andrew Mason as he created a juggernaut of online commerce and ignited a consumer revolution.