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Salary surveys worldwide regularly place software architect in the top 10 best jobs, yet no real guide exists to help developers become architects. Until now. This book provides the first comprehensive overview of software architecture's many aspects. Aspiring and existing architects alike will examine architectural characteristics, architectural patterns, component determination, diagramming and presenting architecture, evolutionary architecture, and many other topics. Mark Richards and Neal Ford—hands-on practitioners who have taught software architecture classes professionally for years—focus on architecture principles that apply across all technology stacks. You'll explore software architecture in a modern light, taking into account all the innovations of the past decade. This book examines: Architecture patterns: The technical basis for many architectural decisions Components: Identification, coupling, cohesion, partitioning, and granularity Soft skills: Effective team management, meetings, negotiation, presentations, and more Modernity: Engineering practices and operational approaches that have changed radically in the past few years Architecture as an engineering discipline: Repeatable results, metrics, and concrete valuations that add rigor to software architecture Become a confident leader and use data, experience, and intuition to drive your decisions Agile decision making is imperative as you lead in a data-driven world. Amid streams of data and countless meetings, we make hasty decisions, slow decisions, and often no decisions. Uniquely bridging theory and practice, *Decisions Over Decimals* breaks this pattern by uniting data intelligence with human judgment to get to action — a sharp approach the authors refer to as Quantitative Intuition (QI). QI raises the power of thinking beyond big data without neglecting it and chasing the perfect decision while appreciating that such a thing can never really exist. Successful decision-makers are fierce interrogators. They square critical thinking with open-mindedness by blending information, intuition, and experience. Balancing these elements is at the heart of *Decisions Over Decimals*. This book is not only designed to be read - but frequently referenced - as you face innumerable decision moments. It is the hands-on manual for confident, accurate decision-making you've been looking for; the rare resource that provides a set of pragmatic leadership tools to accelerate: Effectively framing the problem for stakeholders Synthesizing intelligence from incomplete information Delivering decisions that stick Strike the right balance between information and intuition and lead the smarter way with the real-world guidance found in *Decisions Over Decimals*. In the rush to make decisions, many business professionals overlook an invaluable resource... one that could mean the difference between overwhelming success and outrageous failure. Readily available information is becoming the key factor behind better decision-making-especially as businesses prepare for the 21st century. *Getting it Right: Avoiding the High Cost of Wrong Decisions* is the first book to link information and decision making as a single powerful tool. Drawn from Deborah C. Sawyer's 20+ years of research to support business decisions, she now invites readers to consider and learn decision-making strategies once known only to a few professionals. Going behind the scenes, Sawyer leads you through a review of recent and past business decisions. Some were disasters-others were triumphs. In each case, Sawyer can show you where information would have prevented catastrophe-and how it ensured success. Also noting the many situations that keep recurring in business and industry today, *Getting it Right:*

Avoiding the High Cost of Wrong Decisions emphasizes that today's actions are tomorrow's consequences. Sawyer explains how information currently being ignored or excluded from decision-making will have a negative impact over the next 10 to 25 years. Fortunately, Sawyer knows when a simple infusion of the right information can save companies a bundle. Let her experiences and observations empower you to build the same abilities-and make better decisions for now and the future! In today's competitive, always-on global marketplace, businesses need to be able to make better decisions more quickly. And they need to be able to change those decisions immediately in order to adapt to this increasingly dynamic business environment. Whether it is a regulatory change in your industry, a new product introduction by a competitor that your organization needs to react to, or a new market opportunity that you want to quickly capture by changing your product pricing. Decisions like these lie at the heart of your organization's key business processes. In this IBM® Redpaper™ publication, we explore the benefits of identifying and documenting decisions within the context of your business processes. We describe a straightforward approach for doing this by using a business process and decision discovery tool called IBM Blueworks Live™, and we apply these techniques to a fictitious example from the auto insurance industry to help you better understand the concepts. This paper was written with a non-technical audience in mind. It is intended to help business users, subject matter experts, business analysts, and business managers get started discovering and documenting the decisions that are key to their company's business operations. Getting the Holy Ghost is an ethnography that examines a small, African-American Pentecostal Church in Brooklyn, NY. Using personal stories, the book focuses on the individual process of becoming Pentecostal while challenging important concepts like crisis to explain the process... Do you want to cast aside old ways of thinking about success and replace them with behaviors that re-tool and re-invigorate your thinking about the future? In Character as Destiny, author Timothy A. Keune shows you how vision is the first step to realizing your dreams. Divided into four sections, Keune offers a message of life planning and quality thinking as the keys to success, he discusses: - Fate, destiny, fortune, luck, virtues and vices, strategy and tactics, principles and values and presents the nature of self and character, their role in our lives, and how virtues, vices, and principles work together under the umbrella term character - Tools you can use to follow your dreams, including the role of vision and how it morphs into purpose and planning for the future - Important capabilities, including judgment—making decisions and understanding their consequences - The traits of virtues and vices A comprehensive look at decision-making practices and what can be done to eradicate errors Designed to help companies in any industry make fewer mistakes, The Economist Guide to Decision Making is an in-depth look at the tools and techniques for preventing errors and improving efficiency. Exploring how and why decisions go awry in the first place; what decision-makers can do to counter the psychological, social, and other forces that can undermine individual judgment and pull organizations off course; and highlighting often overlooked aspects of the science of decision making, I know exactly how you feel. I also set out to apply to Microsoft, uncertain of what they were looking for. And I succeeded where most applicants fail. From my 8 years of experience working at Microsoft, I have the tips and strategies that will give you a competitive edge over other job applicants. Microsoft is an awesome place to work. They'll pay you well and give you unbeatable healthcare, in addition to other awesome perks. Most importantly, you'll learn industry standard skills that will advance your career. Not everyone can get a Microsoft job. But a lot of people who think they can't, actually can. And a lot of people who think they can, don't get in because they haven't learned from someone who's done it before. Too many applicants make avoidable mistakes and ruin their chances. Most of the information in other job application guides is generic and outdated. But my advice is up-to-date and specifically about applying to Microsoft. My book is the definitive guide to Microsoft job applications. With my advice, you are sure to impress Microsoft! WHAT YOU GET * A step-by-step guide to applying to Microsoft * An overview of the perks Microsoft gives its employees * A list of common application mistakes and how to avoid them * The exact strategies I used to get my Microsoft job Just try harder. Just work harder. Just do more. But what happens when working harder doesn't seem to be getting you better results? You've got to get unstuck. In Getting Unstuck, Bob Sullivan and Hugh Thompson show the different kinds of plateaus that can hold you back and how they can be overcome. Using case studies of both success and failure—including Derek Jeter, Blockbuster, and Google—they identify how to avoid pitfalls and to incorporate the peak behaviors that place breakthroughs within anyone's grasp. If you've ever given more and more to a broken relationship, a weight-loss regimen, or a stalled career—only to get less and less in return—Getting Unstuck will change your life. A classic textbook that has guided generations of students through the intricacies of property valuation, The Income Approach to Property Valuation remains a keen favourite amongst students and teachers alike. This new edition has been thoroughly revised and updated to meet the increasingly international perspectives of modern Real Estate students. The links between theory and practice are clearly demonstrated throughout, with a range of new international case studies and practice-based examples. The Income Approach to Property Valuation teaches readers: how to analyse market rents and sales prices to derive market evidence to support an opinion of market value; the investment method of valuation and how it is applied in practice; how specific legal factors can impact on market value when they interfere with market forces; what the market and the profession may consider to be the 'right' methodology in today's market place; and how to use spreadsheets in valuation. This extensively revised new edition is perfect both for students on Real Estate courses worldwide and for professional candidates working towards their final assessment of professional competence (APC) for the Royal Institution of Chartered Surveyors, needing to demonstrate a valuation competence at levels 2 and 3. Business revolves around making decisions, often risky decisions, usually with incomplete information and too often in less time than we need. Executives at every level, in every industry, are confronted with information overload, less leeway for mistakes, and a business environment that changes rapidly. In light of this increased pressure and

volatility, the old-fashioned ways of making decisions—depending on intuition, common sense, and specialized expertise—are simply no longer sufficient. Distilling over thirty years of groundbreaking research, *Winning Decisions*, written by two seasoned business advisers and world leaders in behavioral decision studies, is a comprehensive, one-of-a-kind guide to the proven methods of making critical business decisions confidently, quickly—and correctly. Decision-making is a business skill which managers often take for granted in themselves and others—but it's not as easy as some might think. The authors, whose expertise has been sought out by over a hundred companies, including Arthur Andersen, Hewlett-Packard, IBM, and Unilever, contend that decision-making, like any other skill, must be developed and honed if it is to be used effectively. *Winning Decisions* offers step-by-step analyses of how people typically make decisions, and provides invaluable advice on how to improve your chances of getting your next big decision right the first time. The book is packed with worksheets, tools, questionnaires, case studies, and anecdotes analyzing major decisions made by organizations like British Airways, NASA, Shell Oil, and Pepsi. Some of the proven, straightforward techniques covered in *Winning Decisions* include how to: Reframe issues to ensure that the real problem is being addressed Improve the quality and quantity of your options Convert expert yet conflicting opinions into useful insights Make diversity of views and conflict work to your advantage Foster efficient and effective group decision-making Learn from past decisions--your own and those of others With *Winning Decisions*, managers and other professionals now have access to a proven set of skills and strategies they need for making the right decision, right away. A straightforward, valuable guide to reduce effort and raise profits Step inside any organization, even a very successful one, and you'll probably find a lot of waste if you know where to look. From providing a feature that consumers don't care about to exhausting efforts on tasks that only require adequate attention, there are countless areas where resources go down the drain. In *Low-Hanging Fruit*, Jeremy Eden and Terri Long provide seventy-seven of their most effective techniques for improvement, each drawn from their success working with major companies. For more than twenty years, Jeremy Eden and Terri Long have helped companies of all sizes make millions by harvesting their low-hanging fruit. In this practical guide, Eden and Long share valuable, refreshing insights in entertaining chapters that get straight to the point. This book shows you how to smoothly shift your approach, your priorities, and your mindset to reveal the hidden potential in your organization. Whether you are a member of a small team or a global executive, you will learn how to identify and solve hidden problems, improve productivity, and increase profits. Many people don't realize that there are dozens of quick, easy, and affordable ways to make things better. Don't buy into the myth that only some people have creative ideas. Typically, the people closest to the work (from the factory floor to the C-Suite) and the people closest to the customer know the best ways to improve business. We can pluck this "low-hanging fruit" every day to save time and money right away. Need to grow your company's earnings but don't know where to find the low-hanging fruit? The answer is right in front of you, but harvesting it takes skill. Eden and Long show you seventy-seven clever ways to discover possibilities and make meaningful changes. *Low-Hanging Fruit* shows you how to easily improve your job satisfaction, your team's performance, and your company's earnings. The must-read summary of J. Edward Russo and Paul Schoemaker's book: "*Winning Decisions: Getting It Right the First Time*". This complete summary of the ideas from J. Edward Russo and Paul Schoemaker's book "*Winning Decisions*" shows that in order to make effective business decisions, you need a decision-making process that is structured, sound and consistent. In their book, the authors present a four-stage process for making decisions that will help you to envision the problem as a whole and make the right decision that will be beneficial in both the present and the future. This summary also highlights the importance of learning from the effects of each decision you make in order to constantly improve your skills. Added-value of this summary: • Save time • Understand key concepts • Expand your decision-making skills To learn more, read "*Winning Decisions*" and find out how you can make the right decisions every time! A Wall Street Journal bestseller! *** We've all been there: stuck in a cycle of what-ifs, plagued by indecision, paralyzed by the fear of getting it wrong. Nobody wants to live a life of constant overthinking, but it doesn't feel like something we can choose to stop doing. It feels like something we're wired to do, something we just can't escape. But is it? Anne Bogel's answer is no. Not only can you overcome negative thought patterns that are repetitive, unhealthy, and unhelpful, you can replace them with positive thought patterns that will bring more peace, joy, and love into your life. In *Don't Overthink It*, you'll find actionable strategies that can make an immediate and lasting difference in how you deal with questions both small--Should I buy these flowers?--and large--What am I doing with my life? More than a book about making good decisions, *Don't Overthink It* offers you a framework for making choices you'll be comfortable with, using an appropriate amount of energy, freeing you to focus on all the other stuff that matters in life. Annotation Shows how, historically, men derived a great deal of power over financial and household decisions by bringing home all (or most) of a family's income. The author demonstrates how wives, instead of using their substantial incomes to negotiate more egalitarian relationships, enable their husbands to perpetuate male dominance within the family The must-read summary of J. Edward Russo and Paul Schoemaker's book: "*Winning Decisions: Getting It Right the First Time*". This complete summary of the ideas from J. Edward Russo and Paul Schoemaker's book "*Winning Decisions*" shows that in order to make effective business decisions, you need a decision-making process that is structured, sound and consistent. In their book, the authors present a four-stage process for making decisions that will help you to envision the problem as a whole and make the right decision that will be beneficial in both the present and the future. This summary also highlights the importance of learning from the effects of each decision you make in order to constantly improve your skills. Added-value of this summary: • Save time • Understand key concepts • Expand your decision-making skills To learn more, read "*Winning Decisions*" and find out how you can make the right decisions every time! We make decisions, and these decisions make us and our organisations. And in theory, decision-making should be easy: a problem is

identified, the decision-makers generate solutions, and choose the optimal one - and powerful mathematical tools are available to facilitate the task. Yet if it is all so simple why do organisations, both private and public sector, keep making mistakes - the results of which are borne by shareholders, employees, taxpayers and ultimately society at large? This guide to decision making. by leading decision science academic Helga Drummond, aims to improve decision-making in organisations. It explores how and why decisions go awry in the first place - and offers practical advice on what decision-makers can do to counter the psychological, social and other forces that can undermine individual judgment and pull organisations off course. Full of examples of good and bad decision-making from around the world, it will make readers think more clearly about decisions big and small. Being persuasive, getting others to come over to your side of the fence, can be intimidating. Some will never try, wondering if they are coming off as abrasive, pushy, or overly insistent. This work shows readers how they can be more persuasive and influential and feel good about it, how they can act ethically and still get what they want or need. What causes potential clients to say "yes" or "no" to our proposals? Well, if we could read our potential clients' minds, we would see the five questions they use to make their decisions. Five questions? Yes. We will know the exact sequence and importance of these decision-making or decision-breaking questions. And 80% of this process happens even before our presentations or proposals begin. What does this mean to us in real life? No more convincing, proving, and information dumps. Instead, we will allow our prospects to willingly volunteer to do business with us, before we even propose solutions. Enjoy this clear and fascinating journey into our potential clients' minds. Discover why the old school sales techniques of the 1980s no longer work. Our prospects are over-marketed to, subject to constant advertising, and can search for their own solutions online. But none of this matters when we do our job of guiding them through the minefield of insecurity and doubt. In the new world of instant decisions, we need to master the words and phrases to successfully move our potential clients to lifelong clients. Easy ... when we can read their minds and service their needs immediately. Can we master these new words, phrases, and five questions quickly? Of course we can, and this book shows us how. Let sales experts Bernie De Souza and Tom "Big Al" Schreiter share their secrets of instant rapport through closing. Order your book now! Improving communication skills is the single most powerful step one can take to supercharge a career. What are the best, PROVEN ways to motivate action now, and gain lasting influence in any organization? The Truth About Getting Your Point Across reveals what really works: 59 principles and breakthrough communication techniques. Discover how to recognize an audience's unspoken expectations; run effective meetings; develop powerfully motivating presentations; give teams clear direction; brainstorm and problem-solve efficiently; successfully interview, listen, and give feedback; influence difficult colleagues; make the most of informal communication; and communicate more effectively with global colleagues. Breuer's sprawling career began in the early 80s, punctuated by major successes like the Pulitzer Prize-nominated Broadway hit *The Gospel at Colonus* and founding Mabou Mines Theater Company, a fixture of avant-garde New York theatre. His new guide to theatre-making - edited by theatre scholar Stephen Nunns - includes the best advice for creating innovative theatre straight from the source. Praise for *Great People Decisions* "Fernandez-Araoz has captured the essence of building great teams with a masterful and entirely practical study of what goes into getting people selection right." --JACK WELCH "Fernandez-Araoz does a great service with this wonderful book, teaching us how to accomplish the first task of any exceptional leader: get the right people on the bus, and into the right seats. His enduring passion, deep practical experience, and analytical methods make his approach refreshing and powerful." --JIM COLLINS, bestselling author of *Good to Great* "No matter your business or product, your service or strategy, it's all done with people. Great results only come when great people fill the right roles. In *Great People Decisions*, Fernandez-Araoz clears away the fog of myth and fad that has long clouded people decisions, bringing passion, sound experience, and wisdom to these all-important questions." --DANIEL GOLEMAN, bestselling author of *Emotional Intelligence* and *Social Intelligence* "Great People Decisions is a groundbreaking, myth-busting, and standard-setting work. To prepare yourself for the dramatic workforce changes that are expected in the next decade, the first thing you should do is read this book. The second thing you should do is put Fernandez-Araoz's advice into practice immediately." --JIM KOUZES, bestselling coauthor of *The Leadership Challenge* and *A Leader's Legacy* "Too many people say 'people are our most important assets' but then don't act on it. In this important and eloquent book, Fernandez-Araoz provides compelling evidence for why making great people decisions is essential for anyone who aspires to become a great leader or build a great company. If you follow the sage advice he offers in this book, you are sure to make great people decisions." --NITIN NOHRIA, Senior Associate Dean of Faculty Development, Harvard Business School, and coauthor of *Paths to Power* and *In Their Time* Today's world is complex and getting more so each day. Huge multinational corporations, international crisis and fast breaking events require most people to make decisions on a daily basis without the tools to understand the long term impact that today's decision might create. Because most people have never really been trained in how to make important complex decisions most people rely on experience, and 'gut reaction' which is okay for many decisions, but not okay for decision that will have meaningful impact on organizations and individual. Decision makers need to develop the art and science of strategic decision making. Here, Professor Thomas Martin explains the need for decision makers to modify their thinking about how they deal with acquiring and analyzing information in each of the decision-making process steps. This approach requiring thinking modification will lengthen the process, make it more complex, and to some more arduous, but the comprehensiveness of the new thinking approach should lead to improved and more effective decision making. In this book, Dr. Martin presents a thinking modification framework that asserts that in the decision-making process, there are three situational states - a current state, future state, and a transitional state that one must deliberate in finding a solution. For each of these situational states, Martin develops an identical five-step process to determine the best decision to

make. The steps of this process include: • Change-Needing Situational Analysis • Challenge Framing & Causal Analysis • Generating Solution Ideas • Choosing a Solution Set • Implementation and Aftermath Planning This book will appeal to decision makers, leaders, and students of management who want a specific framework that details the process behind making strategic, well-informed decisions. Without a realistic postsecondary strategy, more than half of students fail to graduate college or land rewarding jobs. Educators and parents can improve students' odds by encouraging them to develop the long-term initiative and commitment of a solid career plan. Getting Real examines real-world occupational trends and projections to help teens gain "career maturity" and a sense of direction. The second edition has been expanded to address students with special needs and those at risk of dropping out, and includes a new chapter on understanding today's teens and parents. Offering a systematic, six-step plan for helping adolescents integrate youthful aspirations with economic realities, the author examines: The fundamentals of the labor market, Myths and misconceptions that can limit students' choices, Alternative options to a four-year degree, Career exploration strategies and activities, such as job shadowing and work-study. Develop confident, clear-thinking teens who can make well-informed academic and career decisions about their future! Book jacket. A comprehensive guide to gaining a 360-degree overview of the VBA programming language and learning how to build your own programs for automating routine tasks Key FeaturesExtend the capabilities of Excel and other Office applications with the help of Microsoft VBATake your Excel programming skills to the next level by creating custom applications with dialogue boxes and the range objectAutomate repetitive and monotonous office work with VBA Excel programmingBook Description Visual Basic for Applications (VBA) is a programming language developed by Microsoft to automate tasks in MS Office applications. This book will help you to focus on the essential aspects of your role by automating mundane tasks in Excel and other Office applications. With comprehensive coverage of VBA delivered in the form of practice problems and bite-sized recipes, this book will help you to hit the ground running. Unlike most books that assume prior programming experience, this book starts with the fundamentals and gradually progresses to solving bigger problems. You'll start by becoming familiar with VBA so that you can start recording macros right away. With this foundation in place, you'll advance to using the full capabilities of the language as you apply loops, functions, and custom dialog boxes to design your own automation programs. You'll also get to grips with embedded macros and other advanced tools to enhance productivity and explore topics relating to app performance and security. Throughout this VBA book, you'll cover multiple practice projects in Excel, Word, and PowerPoint while exploring tips and best practices to hone your skills. By the end of this book, you'll have developed the skills you need to use VBA to create your own programs that control MS Office applications. What you will learnUnderstand the VBA programming language's role in the context of the MS Office suiteDiscover various aspects of VBA programming such as its terminology, syntax, procedures, functions, and formsInvestigate the elements, features, and characteristics of the VBA Editor to write and edit custom scriptsAutomate Excel sheets with the help of rangesExplore error handling and debugging techniques to catch bugs in your programsCreate and use custom dialog boxes to collect data from usersCustomize and extend Office apps such as Excel, PowerPoint, and WordWho this book is for This book is for experienced Excel users, business analysts, finance professionals, and business users looking to boost their productivity by learning VBA programming to automate repetitive, tedious, or complex tasks. No prior programming experience is required to get started with this book.

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