

Gerald Steinmetz

HOW TO TALK *BUSINESS*



and talk your way through globalisation

How To Talk Business Know The Buzzwords And Thrive

Liying Dong



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Thriving in the Gig Economy Adam Sinicki, 2018-11-08 Take an in depth look into the gig economy to see how tech professionals and entrepreneurs can earn a living as freelancers and contractors Build your own business The pros and cons of the lifestyle and what to expect from it are discussed In this book author Adam Sinicki explains the impact of the gig economy and the forces that led to it as it relates to technology and working online You will understand how to make a living supplying tech skills on a per gig basis Practical instructions advice and tips are provided on goal setting lifestyle design and selecting the types of work and contracts that further your goals and support the things you value as you transition from a 9 5 job What You ll Learn Know the types of work that a tech freelancer can offer coding SEO web development 3D modeling and more Find and manage clients Negotiate pay and contracts Stay productive without a manager Discover useful tools websites and apps to build your business and ensure a steady income Who This Book Is For Entrepreneurs who are already a part of the gig economy and want to learn more about their options tech professionals looking to transition to purely freelancing contracting companies interested in learning more about this change in the jobs market technologists interested in exploring how the Internet is shaping the way people live and work and professionals interested in lifestyle design or becoming digital nomads

Thrive in Your Success (Collection) Richard Templar, 2013-08-19 In Richard Templar s *The Rules of Money* you ll discover why your money beliefs might be holding you back how to see wealth as a friend not the enemy how to make money without compromising your ethics avoid envy make a plan get your current finances under control master deal making and negotiation discover opportunities nobody else sees and much more Templar s bite size advice isn t just fun to read it s easy to use too Richar Templar s *The Rules of Work* are about how you are seen to be doing it They are about how you appear to others And they are about helping you to achieve the success you richly deserve The first edition of *The Rules of Work* became a global phenomenon topping bestseller charts around the world This new even better edition includes 10 brand new rules to take you further faster These rules are the guiding principles that will improve both what you do and how you do it giving you the unmistakable air of confidence that will win you admiration respect and the next promotion With *The Rules* under your belt you ll have the edge in everything you do without having to compromise your principles

The Peculiar Kenyan Sunny Bindra, 2010 Sunny Bindra Kenya s renowned author and business advisor has been regaling Kenyans since 2003 in his famous Sunday Nation Column A Sunny Day His bold and contrarian writing has created much discussion and debate across the country and beyond Storymoja presents a collection of selected article all written with a light touch and with a twist of his trademark edgy humour These pieces skewer all that is peculiar about Kenyans

The Challenger Customer Brent Adamson, Matthew Dixon, Pat Spenner, Nick Toman, 2015-09-08 Four years ago the bestselling authors of *The Challenger Sale* overturned decades of conventional wisdom with a bold new approach to sales Now their latest research reveals something even more surprising Being a Challenger seller isn t enough Your success

or failure also depends on who you challenge Picture your ideal customer friendly eager to meet ready to coach you through the sale and champion your products and services across the organization It turns out that s the last person you need Most marketing and sales teams go after low hanging fruit buyers who are eager and have clearly articulated needs That s simply human nature it s much easier to build a relationship with someone who always makes time for you engages with your content and listens attentively But according to brand new CEB research based on data from thousands of B2B marketers sellers and buyers around the world the highest performing teams focus their time on potential customers who are far more skeptical far less interested in meeting and ultimately agnostic as to who wins the deal How could this be The authors of The Challenger Customer reveal that high performing B2B teams grasp something that their average performing peers don t Now that big complex deals increasingly require consensus among a wide range of players across the organization the limiting factor is rarely the salesperson s inability to get an individual stakeholder to agree to a solution More often it s that the stakeholders inside the company can t even agree with one another about what the problem is It turns out only a very specific type of customer stakeholder has the credibility persuasive skill and will to effectively challenge his or her colleagues to pursue anything more ambitious than the status quo These customers get deals to the finish line far more often than friendlier stakeholders who seem so receptive at first In other words Challenger sellers do best when they target Challenger customers The Challenger Customer unveils research based tools that will help you distinguish the Talkers from the Mobilizers in any organization It also provides a blueprint for finding them engaging them with disruptive insight and equipping them to effectively challenge their own organization

Build a Recession-Proof Business Model : How to Thrive in Any Economy Silas Mary, 2025-02-13 Economic downturns are inevitable but businesses that are prepared don t just survive they thrive This book provides a strategic approach to building a business that withstands economic fluctuations market crashes and unexpected challenges Learn how to create a resilient business model diversify revenue streams and make smart financial decisions that keep your company profitable in any climate By implementing these recession proof strategies you ll protect your business from downturns while positioning yourself for rapid growth when markets recover Whether you re an entrepreneur investor or business leader this book gives you the tools to future proof your business and ensure long term stability and success

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