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Give and Take Book Summary by Adam Grant

Interestingly, according to Give and Take, both the worst and the best performers in a firm tend to be givers. The givers at the bottom tend to give away too much time to get their work done, or were too nice to customers. But givers also fill out the top ranks.

About Give and Take. A groundbreaking look at why our interactions with others hold the key to success, from the bestselling author of Originals For generations, we have focused on the individual drivers of success: passion, hard work, talent, and luck.

The majority of giving starts with a request for help, Grant said, but in a “lone ranger” culture those requests are never made, and givers end up frustrated. The final key to ensuring a giver-friendly culture is strategic hiring.

In this video interview with McKinsey’s Rik Kirkland, Wharton School professor Adam Grant elaborates on his recent book, Give and Take: Why Helping Others Drives Our Success, which explores the evolving world of workplace dynamics, why selfishness fails, and how working with, for, and through others continues to be the recipe for personal and organizational success. An edited transcript of Grant’s remarks follows.

Wharton’s Adam Grant on the key to professional success ...

Give and Take presents the road to success for the twenty-first century.” —Maria Eitel, founding CEO and president, the Nike Foundation “In an era of business literature that drones on with the same-

old, over-used platitudes, Adam Grant forges into brilliant new territory. Give and Take helps readers understand how to maximize their

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In Give and Take, Adam Grant, an award-winning researcher and Wharton's highest-rated professor, examines the surprising forces that shape why some people rise to the top of the success ladder while others sink to the bottom.

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5 Awesome Takeaways From Adam Grant's "Give & Take" Book ...

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Give and Take: Why Helping Others Drives Our Success by ...

Who is Adam Grant and why does he think helping others drives our success. Adam Grant sends a message to the world in his book “Give and Take: Why Helping Others Drives Our Success.” The message is that success doesn’t have to come at others expense! Grant is a talented storyteller and researcher.

Give and Take highlights what effective networking, collaboration, influence, negotiation, and leadership skills have in common. This landmark book opens up an approach to success that has the power to transform not just individuals and groups, but entire organizations and communities.

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Book: GIVE AND TAKE-Why Helping Others Drives Our Success Author: Adam Grant [clear] Synopsis: Our success depends on how we approach and interact with others. Every time we interact with another person, we have a choice to make, do we claim as much value as we can, or contribute without worrying about what we receive in return.

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