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## C2Q9H5 - NICOLE CARPENTER

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Reversing his parents immigrant path, a young writer returns to India and discovers an old country making itself new. Anand Giridharadas sensed something was afoot as his plane prepared to land in Bombay. An elderly passenger looked at him and said, Were all trying to go that way, pointing to the rear. You, youre going this way. Giridharadas was... Sales may have chosen you--and you've suddenly found yourself in a profession you're not fully prepared for. Learn how to navigate your career effectively with this invaluable resource. Sales training

expert and author Chris Lytle offers advice and inspiration new salespeople might have missed when they skipped the career--planning stage--and provides the tools you need to fast-track your sales success. Filled with money-generating strategies, humorous yet instructive anecdotes, thought-provoking axioms, and powerful tools, The Accidental Salesperson includes guidance on: selling to people who don't have time to meet, differentiating between information seekers and genuine prospects, using social media and other online tools, and building relationships competitors can't steal. Lively, entertaining, and

mercifully free of the dull theories, manipulative methods, and high-pressure tactics of most sales books--the fully updated second edition of The Accidental Salesperson guides you through every aspect of selling to customers in today's marketplace. Are you making it difficult for your potential customers to buy from you? Today's buyers are overloaded - overwhelmed by too much information and suffering from decision fatigue. Across industries, customers are delaying purchasing decisions or even choosing to stick with the status quo so they can avoid the dreaded "sales process." In response, many sales profes-

sionals are overcompensating with behaviors that are either too accommodating or that create high pressure – and alienating potential buyers in the process. How can you reconcile your need to meet sales targets with the customer’s desire for a heartfelt, authentic sales approach? Author Shari Levitin, creator of the Third-Level Selling system, offers a dynamic framework for effective selling in the Digital Age. Unlike other sales books that focus on abstract tips or techniques, *Heart and Sell* offers a science based real-world approach that will help you dramatically increase your sales—regardless of your level or industry. Discover the 7 Key Motivators that influence every decision your customer will make. Learn to align your sales process with how people buy—instead of fighting against it. Harness the power of the Linking Formula to create true urgency. Master the 10 Universal Truths so you can beat your sales quota without losing your soul. Understand the 6 Core Objections and how you can neutralize them. In a market where the right approach is key, *Heart and Sell* shows you how to blend the new science of selling with the

heart of human connection to reach more prospects and consistently close more deals. Winner of the 2021 Overseas Press Club of America Cornelius Ryan Award The former New York Times Pakistan bureau chief paints an arresting, up-close portrait of a fractured country. Declan Walsh is one of the New York Times’s most distinguished international correspondents. His electrifying portrait of Pakistan over a tumultuous decade captures the sweep of this strange, wondrous, and benighted country through the dramatic lives of nine fascinating individuals. On assignment as the country careened between crises, Walsh traveled from the raucous port of Karachi to the salons of Lahore, and from Baluchistan to the mountains of Waziristan. He met a diverse cast of extraordinary Pakistanis—a chieftain readying for war at his desert fort, a retired spy skulking through the borderlands, and a crusading lawyer risking death for her beliefs, among others. Through these “nine lives” he describes a country on the brink—a place of creeping extremism and political chaos, but also personal bravery and dogged ideal-

ism that defy easy stereotypes. Unbeknownst to Walsh, however, an intelligence agent was tracking him. Written in the aftermath of Walsh’s abrupt deportation, *The Nine Lives of Pakistan* concludes with an astonishing encounter with that agent, and his revelations about Pakistan’s powerful security state. Intimate and complex, attuned to the centrifugal forces of history, identity, and faith, *The Nine Lives of Pakistan* offers an unflinching account of life in a precarious, vital country.

A comprehensive, compelling, and insightful narrative that traces the birth, the growth, and the spread of Sikhism – one of the world’s most dynamic and progressive religions. In this perceptive work, Dr Harish Dhillon highlights the lives and times of the ten Sikh Gurus, beginning with Guru Nanak, who founded Sikhism in 1469, and ending with Guru Gobind Singh, who established the Khalsa Panth in 1699. It throws light on how the Gurus acquired profound knowledge and wisdom, which they sought to pass on to the common people through their teachings. Their life histories show how they sincerely practised what

they preached and how they led by example. Apart from these, it recounts the enormous sacrifices the Gurus made to keep the faith going. In addition, the book gives elaborate details on how Sikhism has evolved over the centuries. This volume reveals the human side of the 'Divine Gurus' venerated not only by Sikhs, but also across various faiths in India and in other parts of the world. The contents in the book are intertwined with the underlying theme that the ideal religion (or faith) is one that is based on simplicity and keeps changing with the times, yet does not forget the very essence that it started with.

*Forsaking Paradise* is a collection of stories that address and express the angst ridden dilemmas of modern Ladakhi society. Written by Abdul Ghani Sheikh, one of the foremost writers in Urdu in Ladakh today, these stories offer a glimpse into a world that has been highly romanticized but is grounded in reality.

*Answering the Cry of the Poor in a Million Villages* The church is facing a strategic opportunity—85 percent of people living in extreme poverty around the world reside in villages. These villages are

also home to the majority of the world's least reached people. The church has historically played an active role in wholistic ministry and alleviating global poverty with a goal of encouraging sustainable community development. However, while these outreaches may succeed in "helping without hurting," they still often focus on limited-scope projects that provide good solutions to a single community. In *Beyond Poverty*, Terry Dalrymple calls us to move beyond sustainable projects in a single village to transformational movements that multiply change from village to village and sweep the countryside. Through multiple case studies based on the actual experiences of more than 900 organizations in 135 different countries, this book tells the story of a large and growing network of ministries around the world using the strategy of Community Health Evangelism to change the life of the poor forever. The principles in this book are not just a theory, but proven strategy. The church is uniquely positioned to accelerate poverty alleviation worldwide. This book will help you understand the fundamentals of catalyzing transfor-

mational movements that make disciples among the poor while lifting whole communities out of cycles of poverty and disease. This is our moment! This is your opportunity to advance a global movement and answer the cry of the poor in a million villages. The women in this book are not extraordinary or famous, and yet their stories and testimonies, narrated here by one of India's best-known women journalists, provide a passionate, often deeply touching, revelation of what it means to be a woman in India today. The women tell of marriage and widowhood, unfair work practices, sexual servitude, the problems of bearing and rearing children in poverty, religion, discrimination, other forms of exploitation ... Yet they also talk of fulfilling relationships, the joys of marriage and children, the exhilaration of breaking free from the bonds of tradition, ritual, caste, religion ... Interwoven with all this is the story of one woman's journey--of how Anees Jung, the author, brought up in purdah, succeeded in shaking off the restricting influences of her traditional upbringing to become a highly successful, independent career woman, still a

comparatively rare phenomenon in India. As such, the book is essential reading for anyone wishing to understand the women of India-the silent majority that is now beginning to make itself heard.

The book 'Delhi Riots 2020: The Untold Story' is published from ground research material on the Delhi Riots that occurred in February 2020. This material was collected by the authors and their team during their many visits to the riot-affected areas of North East Delhi. The research team met both Hindu and Muslim victims of the violence and religious leaders of both communities who attempted to de-escalate the situation. The book contains eight chapters which narrate the fact and evidence-based story of the dharna-to-danga model, planned and executed by Urban Naxal and Jihadi elements in Delhi.

'The Emergency has become a synonym for obscenity. Even men and women who were pillars of Emergency rule and misused their positions to harass innocent people against whom they had personal grudges try to distance themselves from their past in the hope that it will fade out of public

memory forever. We must not allow them to get away with it,' says Khuswant Singh, while fearlessly stating his own reasons for championing the Emergency. This bold and thought-provoking collection includes essays on Indira Gandhi's government, the Nanavati Commission's report on the 1984 riots and the riots themselves, as well as captivating pieces on the art of kissing and the importance of bathing. Alongside these are portraits of historical figures such as Bahadur Shah Zafar, General Dyer, Ghalib and Maharaja Ranjit Singh as well as candid profiles of the famous personalities he has known over the years, revealing intimate details about their lives and characters. From his reflections on Amrita Sher-Gil's alleged promiscuity to the experience of watching a pornographic film with a stoic R.K. Narayan, this is

Khuswant Singh at his controversial and iconoclastic best. Selected and edited by Sheela Reddy, *Why I Supported the Emergency: Essays and Profiles* covers three quarters of a century. Straight from the heart, this is unadulterated Khuswant Singh.

As the East India Company extended its sway across India in the late eighteenth century, many remarkable artworks were commissioned by Company officials from Indian painters who had previously worked for the Mughals. Published to coincide with the first UK exhibition of these masterworks at The Wallace Collection, this book celebrates the work of a series of extraordinary Indian artists, each with their own style and tastes and agency, all of whom worked for British patrons between the 1770s and the bloody end of the Mughal rule in 1857. Edited by writer and historian William Dalrymple, these hybrid paintings explore both the beauty of the Indian natural world and the social realities of the time in one hundred masterpieces, often of astonishing brilliance and originality. They shed light on a forgotten moment in Anglo-Indian history during which Indian artists responded to European influences while keeping intact their own artistic visions and styles. These artists represent the last phase of Indian artistic genius before the onset of the twin assaults - photography and the influence of western colonial art schools - ended an unbroken tradition of painting going back two thousand

years. As these masterworks show, the greatest of these painters deserve to be remembered as among the most remarkable Indian artists of all time.

Janamsakhis, as the name suggests, are stories that claim to reveal the life of the first Guru, Nanak Dev, in a chronological manner. The earliest known Janamsakhi dates back to 1658, nearly 120 years after the death of Guru Nanak in 1539. None of the Janamsakhis can claim to be the most authentic or authoritative version as, through the years, each chronicler of the Guru's life has added and altered the narrative according to the need of the times. In this volume, Dr Harish Dhillon has chosen the twenty most inspiring and interesting stories about the life and times of Guru Nanak. While the language may be contemporary, at its core this narrative has the same venerable feel that marked the tone of Janamsakhis written centuries ago. Through this work, the author has tried to make the life of the Guru more accessible to the current generation. This book enlightens as much as it informs, while focussing on the Guru's teachings as well as the various udasis

(travels) he undertook to spread the message of brotherhood, equality and love. This book will be of immense value to anyone with a particular interest in religious studies, Indian history or in simply learning more about the life of Guru Nanak.

A Buddhist monk takes up arms to resist the Chinese invasion of Tibet - then spends the rest of his life trying to atone for the violence by hand printing the best prayer flags in India. A Jain nun tests her powers of detachment as she watches her best friend ritually starve herself to death. Nine people, nine lives; each one taking a different religious path, each one an unforgettable story. William Dalrymple delves deep into the heart of a nation torn between the relentless onslaught of modernity and the ancient traditions that endure to this day. **LONGLISTED FOR THE BBC SAMUEL JOHNSON PRIZE**

'Gorgeous, spellbinding and important' Sunday Times 'Rampaging, brilliant, passionate history' Wall Street Journal 'Magnificent ... Dalrymple has uncovered sources never used before' Guardian 'Vivid ... unmatched ... revolutionary ... humane' Sun-

day Telegraph

— From multi-award-winning and bestselling historian William Dalrymple, a four-book collection chronicling the extraordinary story of the rise and fall of the East India Company. We still talk about the British conquering India, but that phrase disguises a much more sinister reality. For it was not the British government that began seizing chunks of India in the mid-eighteenth century, but a dangerously unregulated private company headquartered in one small office, five windows wide, in the city of London. Bringing together two decades of meticulous research and masterful narration, 'The Company Quartet' tells the remarkable story of how the Mughal empire, which then generated just under half the world's wealth, disintegrated and came to be replaced by the first global corporate power: the East India Company. William Dalrymple's epic, bestselling and multi-award-winning histories are now available in this magnificent paperback box set, presented in a stylish slipcase. Comprised of four individual books - The Anarchy, White Mughals, Return of a King and The Last



Mughal – this essential collection spans over two hundred years of tumultuous colonial history, covert political machinations and bloody resistance. PRIZES & AWARDS: Winner of the Wolfson Prize for History Winner of the Duff Cooper Memorial Prize Winner of the Hemingway Prize Winner of the Ryzard Kapuscinski Prize Winner of the Vodafone/Crossword Book award Winner of the Scottish Book of the Year Prize Winner of the Arthur Ross Medal of the Council on Foreign Relations. Three times longlisted and once shortlisted for the Baillie Gifford Winner of the Sykes Medal of the Royal Asiatic Society Winner of the President's Medal of the British Academy Finalist for the Cundil Prize for History

Moin Mir is a London based writer of Indian origin. He began writing under the influence of his grandfather, a scholar of Sufism, Omar Khayyam and Mirza Ghalib. He is the author of the critically acclaimed book Surat: Fall of a Port, Rise of a Prince. The Lost Fragrance of Infinity is his second book. Mir speaks frequently at leading international literature festivals on topics ranging from Sufism, history and travel writing.

'Irresistible...history at its most human. Elegant and addictively readable.' William Dalrymple During the course of the 18th- and 19th-century a small group of women rose from impoverished obscurity to positions of great power, independence and wealth. In doing so they took control of their lives - and those of other people - and made the world do their will. Men ruined themselves in desperate attempts to gain and retain a courtesan's favours, but she was always courted for far more than sex. In an age in which women were generally not well educated she was often unusually literate and literary, courted for her conversation as well as her physical company. Courtesans were extremely accomplished, and exerted a powerful influence as leaders of fashion and society. They were not received at Court, but inhabited their own parallel world - the demi-monde - complete with its own hierarchies, etiquette and protocol. They were queens of fashion, linguists, musicians, accomplished at political intrigue and, of course, possessors of great erotic gifts. Even to be seen in public with one of the great courtesans was a much-envied

achievement. In 'Courtesans' Katie Hickman, author of the bestselling 'Daughters of Britannia', focuses on the exceptional stories of five outstanding women. Sophia Baddeley, Elizabeth Armistead, Harriette Wilson, Cora Pearl and Catherine Walters may have had very different personalities and talents, but their lives exemplify the dazzling existence of the courtesan.

Two boys in Little Rock get caught up in the storm of the struggle over public school integration. For all of India's myths, stories and moral epics, Indian history remains a curiously unpeopled place. In Incarnations, Sunil Khilnani fills that space, recapturing the human dimension of how the world's largest democracy came to be. His trenchant portraits of emperors, warriors, philosophers, film stars and corporate titans—some famous, some unjustly forgotten—bring feeling, wry humour and uncommon insight to dilemmas that extend from ancient times to our own.

College student Jess Ballard's mother has gone dead under mysterious circumstances; her life uprooted to stay with estranged relatives she's

never met; and ... and there's something odd about some of the people she's been meeting at school: They're dead! Aided by Tia, her neurotic roommate, and Dr. David Pierce, a ghost-hunting professor, Jess must unravel the mystery behind her hauntings. But the closer she gets to the truth, the more danger shadows her every move. An ancient secret, long-buried, is about to claw its way to the surface, and nothing can prepare Jess for one terrifying truth ... her encounters with the world of the dead are only just beginning

Life Class is the first novel in Pat Barker's Life Class Trilogy - a powerful and unforgettable story of art and war Spring, 1914. The students at the Slade School of Art gather in Henry Tonks's studio for his life-drawing class. But for Paul Tarrant the class is troubling, underscoring his own uncertainty about making a mark on the world. When war breaks out and the army won't take Paul, he enlists in the Belgian Red Cross just as he and fellow student Elinor Brooke admit their feelings for one another. Amidst the devastation in Ypres, Paul comes to see the world anew - but have his experiences changed

him completely? 'Triumphant, shattering, inspiring' The Times 'Barker writes as brilliantly as ever... with great tenderness and insight she conveys a wartime world turned upside down' Independent on Sunday 'Vigorous, masterly, gripping' Penelope Lively, Independent 'Extraordinarily powerful' Sunday Telegraph Other titles in the trilogy: Toby's Room Noonday

The essential Khushwant Singh collection. In an essay in this anthology, Khushwant Singh claims that he is not a nice man to know. Whatever the truth of that assertion, there is little question about his skill as a witty, eloquent and entertaining writer. This book collects the best of over three decades of the author's prose—including his finest journalistic pieces, short stories, translations, jokes, plays as well as excerpts from his non-fiction books and novels. Taken together, the pieces in this selection (some of which have never been published before) show just why Khushwant Singh is the country's most widely read columnist and one of its most celebrated authors.

This riveting tale of the Kohinoor, the world's most

coveted gem, unearths fascinating new information as it moves from the Mughal court to Persia to Afghanistan; from Maharaja Ranjit Singh's durbar in Punjab to the Queen of England's Crown. A thrilling tale, full of violence, drama and intrigue. India explores the lives of everyday people in extraordinary settings through the lens of Steve McCurry, one of the most admired photographers working today. As featured on cnn.com. This new portfolio of emotive and beautiful photographs from India features 150 previously unpublished images taken across the Indian subcontinent, along with iconic photographs that are famous worldwide. Reproduced in a large format with captions, and an introductory essay, this book features a range of color pictures illustrating this most colorful of countries, capturing the lives of everyday people in extraordinary settings: from the Ganesh festival on Chowpatty beach in Mumbai to the Kolkata railway station before dawn to the flower markets of Kashmir and the streets of Old Delhi. Following Phaidon's 2013 bestseller Untold: The Stories Behind the Photographs, McCurry's India is

a new selection of the photographer's beautiful and powerful images of India, a country he has photographed many times over the last thirty years. Other Phaidon titles by Steve McCurry, include Steve McCurry, The Iconic Photographs, Steve McCurry, Unguarded Moment and Steve McCurry: South Southeast.

Selling is 85% emotional and 15% logical. Forget everything you've been taught about selling -- forget the hardsell, forget negotiation strategies, forget those closing techniques. In *The Inner Game of Selling*, Ron Willingham debunks the familiar myths about "sales skills," showing that those tired methods are too shallow and manipulative to do anything but alienate potential customers and drain you of energy and dignity. Today's consumers are wise to the old-fashioned gimmicks, extremely informed about their options, and very particular about what they want. The old tricks simply do not work anymore. Willingham, author of *Integrity Service* and CEO of *Integrity Systems*, opens your eyes to a whole new truth about selling: Your ability to sell is more a question of who you are than of what you know. Ac-

cordingly, why you sell is far more important than how you sell. Salespeople perform according to their inner beliefs about themselves, about what it is possible for them to sell and earn, and about what they deserve to achieve. These beliefs set the boundaries of their self-image and ultimately determine their success or failure. Willingham has synthesized his decades of experience, field-tested research, and a career-long dedication to ethical and passionate salesmanship to arrive at the groundbreaking insight that you will sell at your highest level only when you achieve emotional and spiritual alignment. Your sense of your own self-worth combined with a belief in your product will inspire that crucial ingredient in potential customers: trust. *The Inner Game of Selling* shows you how to overcome self-limiting beliefs and move on to a new relationship with your customers and, more important, a new relationship with yourself. Your new inner strengths will truly benefit you and your customers in any sales situation. Willingham is at the leading edge of a values shift in sales culture, from product-focus to personal empow-

erment. *The Inner Game of Selling* establishes a groundbreaking new paradigm that will utterly transform the philosophy and practice of selling.

The world may be more riven by murderous violence than ever before, yet Nobel Laureate Amartya Sen argues in this sweeping philosophical work that its brutalities are driven as much by confusion as by inescapable hatred. Sen argues in his new book that conflict and violence are sustained today, no less than the past, by the illusion of a unique identity. Indeed, the world is increasingly taken to be divided between religions (or 'cultures' or 'civilizations'), ignoring the relevance of other ways in which people see themselves through class, gender, profession, language, literature, science, music, morals or politics, and denying the real possibilities of reasoned choices. In *Identity and Violence* he overturns such stereotypes as the 'the monolithic Middle East' or 'the Western Mind'. Through his penetrating investigation of such subjects as multiculturalism, fundamentalism, terrorism and globalization, he brings out the need for a clear--



headed understanding of human freedom and a constructive public voice in Global civil society. The world, Sen shows, can be made to move towards peace as firmly as it has recently spiralled towards war.

Govinda's father, ruler of a small fortress kingdom at the edge of the Great Indian Desert, leads his men in a desperate attack against the besieging forces of the imperial army. Upon receiving word of his father's death, Govinda is to lead his people into the sacrificial fire to avoid being ravaged by their cruel conquerors. However, Govinda has a plan. When Govinda's plan goes awry, the emperor imprisons his mother in the palace harem, and the crown prince is forced to flee to Tibet with a caravan of lamas. At the foot of Tibet's most sacred mountain, Govinda meets a Himalayan yogi who adopts him as a son. With the help of the enigmatic Shankar Baba, Govinda begins to unravel the mysteries of his soul, discovering a past extending beyond this life and a future promising a noble partner who helps him restore the throne to its rightful heir. As the seasons pass, Shankar Baba initiates Govinda into the secrets

of enlightenment and immortality while preparing him to confront the imperial army, sinister forces controlling the throne, and a tantric sorcerer who seeks to discredit his guru. But no amount of training can prepare Govinda for what awaits him.

"Take my camel, dear, ' said my aunt Dot." So begins Macaulay's greatest novel. Traveling overland from Istanbul to legendary Trebizond, the narrator and her companions have a series of hilarious encounters. The dominant note of this novel is humorous, but the import is often tragic.

The Age of Kali is a panorama of the Indian subcontinent, poised between chaos, westernization and immemorial tradition. It is like Dalrymple's previous books, erudite, engaging and entertaining. Martin Gayford, Spectator Books of the Year

Sir William Wallace of Ellerslie is one of history's greatest heroes, but also one of its greatest enigmas - a shadowy figure whose edges have been blurred by myth and legend. Even the date and place of his birth have been mis-stated - until now. James Mackay uses all his skills as a historical detective to produce this

definitive biography, telling the incredible story of a man who, without wealth or noble birth, rose to become Guardian of Scotland. William Wallace, with superb generalship and tactical genius, led a country with no previous warlike tradition to triumph gloriously over the much larger, better-armed and better-trained English forces. Seven hundred years later, the heroism and betrayal, the valiant deeds and the dark atrocities, and the struggle of a small nation against a brutal and powerful empire, still create a compelling tale.

"An illustrated, popular science reader for any age."-

- Set in South Pakistan, this controversial novel is a searing study of evil. It is the tragic and shocking story of the beautiful Heer, brutalized and corrupted by Pir Sain, the so-called man of God whom she is married to at the age of fifteen.

In Xanadu is, without doubt, one of the best travel books produced in the last 20 years. It is witty and intelligent, brilliantly observed, deftly constructed and extremely entertaining. Dalrymple's gift for transforming ordinary humdrum experience into something extraordi-

nary and timeless suggests that he will go from strength to strength Alexander Maitland, Scotland on Sunday

By showing that kitchen skill, and not budget, is the key to great food, Good and Cheap will help you eat well—really well—on the strictest of budgets. Created for people who have to watch every dollar—but particularly those living on the U.S. food stamp allotment of \$4.00 a day—Good and Cheap is a cookbook filled with delicious, healthful recipes backed by ideas that will make everyone who uses it a better cook. From Spicy Pulled Pork to Barley Risotto with Peas, and from Chorizo and White Bean Ragù to Vegetable Jambalaya, the more than 100 recipes maximize every ingredient and teach economical cooking methods. There are recipes for breakfasts, soups and salads, lunches, snacks, big batch meals—and even desserts, like crispy, gooey Caramelized Bananas. Plus there are tips on shopping smartly and the minimal equipment needed to cook successfully. And when you buy one, we give one! With every copy of Good and Cheap purchased, the publisher will donate a

free copy to a person or family in need. Donated books will be distributed through food charities, nonprofits, and other organizations. You can feel proud that your purchase of this book supports the people who need it most, giving them the tools to make healthy and delicious food. An IACP Cookbook Awards Winner.

'All those interested in South Asia and its complex politics and culture should read this book' - Pankaj Mishra  
The demise of Pakistan - a country with a reputation for volatility, brutality and radical Islam - is regularly predicted. But things rarely turn out as expected, as renowned journalist Declan Walsh knows well. Over a decade covering the country, his travels took him from the raucous port of Karachi to the gilded salons of Lahore to the lawless frontier of Waziristan, encountering Pakistanis whose lives offer a compelling portrait of this land of contradictions. He meets a crusading lawyer who risks her life to fight for society's most marginalised, taking on everyone including the powerful military establishment; an imperious chieftain spouting poetry at his desert fort; a roguish politician waging a mini-war against

the Taliban; and a charismatic business tycoon who moves into politics and seems to be riding high - till he takes up the wrong cause. Lastly, Walsh meets a spy whose orders once involved following him, and who might finally be able to answer the question that haunts him: why the Pakistanis suddenly expelled him from their country. Intimate and complex, unravelling the many mysteries of state and religion, this formidable book offers an arresting account of life in a country that, often as not, seems to be at war with itself. 'Thrilling, big-hearted' - Memphis Barker, Daily Telegraph  
'Sets a new benchmark for non-fiction about the complex palace of mirrors that is Pakistan' - William Dalrymple

WINNER OF THE 2022 BRITISH BOOK AWARD FOR NARRATIVE NONFICTION  
\*\*\*THE BOOK THAT INSPIRED THE CHANNEL 4 DOCUMENTARY 'EMPIRE STATE OF MIND'\*\*\* THE SUNDAY TIMES BEST-SELLER  
'The real remedy is education of the kind that Sanghera has embraced - accepting, not ignoring, the past' Gerard deGroot, The Times

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EMPIRE explains why

there are millions of Britons living worldwide. *EMPIRE* explains Brexit and the feeling that we are exceptional. *EMPIRE* explains our distrust of cleverness. *EMPIRE* explains Britain's particular brand of racism. Strangely hidden from view, the British Empire remains a subject of both shame and glorification. In his bestselling book, Sathnam Sanghera shows how our imperial past is everywhere: from how we live and think to the foundation of the NHS and even our response to the COVID-19 crisis. At a time of great division, when we are arguing about what it means to be British, *Empireland* is a groundbreaking revelation - a much-needed and enlightening portrait of contemporary British society, shining a light on everything that usually gets left unsaid.

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\_\_\_ 'Empireland takes a perfectly-judged approach to its contentious but necessary subject' Jonathan Coe 'I only wish this book has been around when I was at school' Sadiq Khan, Mayor of London 'This remarkable book shines the brightest of lights into some of the darkest and most misunderstood corners of our shared history'

James O'Brien

Black and white photographs explores both the history of Goa's Catholic past and its struggle to deal with its multicultural multireligious present.

The death of the Emperor Charles VI in 1741 was the catalyst for a conflict ostensibly about the female inheritance of the Hapsburg patrimony but, in reality, about the succession to the Imperial Throne. The great European powers were divided between those, such as Britain, who supported the Pragmatic Sanction and the rights of the Archduchess Maria-Theresia, daughter of Charles VI, and those who challenged it, including Bavaria which were supported by France. The conflict quickly escalated into what is now known as the War of the Austrian Succession, and a series of turbulent political events brought the crisis to a head on the road to Hanau, near Dettingen. There, the French moved to put into place a complex manoeuvre which had the potential to end the war at a single stroke. A column of French troops would cross the Main near Dettingen and block the road to Hanau, their orders being to simply hold their ground

and bar the route of the Allied British and Hanoverian advance. A second column would cross the Main behind the enemy and then follow their line of march northwards. The bulk of the army would use a combination of bridges and pontoon-bridges to cross the Main and engage the enemy from the flank as they were strung out on the line of march. However, the plan relied heavily on the blocking force, and command of this crucial sector fell to an inexperienced nobleman Louis-Auguste, Duc de Grammont, who chose to attack rather than hold his position. Consequently, the manoeuvre failed and the French broke, fleeing for the Main and safety, with the Gardes Francaises famously swimming the river. Supported by specially commissioned artwork including maps and battleplates, this title explores the battle in depth, detailing its build-up, events, and aftermath, as well as analysing the strengths and weaknesses of the commanders, armies, and tactics of both sides.

Animals are worshipped in India in many ways: as deities—the elephant-god Ganesha and the monkey-god Hanuman; as avatars—like Vishnu's fish,

tortoise and boar forms; and as vahanas—the swan, bull, lion and tiger were all vehicles of major deities and are thus sacred by association. Some animals, like the snake, are worshipped out of fear. Birds such as the crow are associated with the abode of the dead, or the souls of ancestors, while the cow's sanctity may derive from its economic value. There are also hero-animals, such as the vanaras, and animals which were totemic symbols of tribes that were assimilated into Vedic Hinduism. Sacred Animals of India draws on the ancient religious traditions of India—Hinduism, Buddhism and Jainism—to explore the customs and practices that engendered the veneration of animals in India. This book also ex-

amines the traditions that gave animals in India protection, and is a reminder of the role of animal species in the earth's biodiversity.

Joe Girard was an example of a young man with perseverance and determination. Joe began his working career as a shoeshine boy. He moved on to be a newsboy for the Detroit Free Press at nine years old, then a dishwasher, a delivery boy, stove assembler, and home building contractor. He was thrown out of high school, fired from more than forty jobs, and lasted only ninety-seven days in the U.S. Army. Some said that Joe was doomed for failure. He proved them wrong. When Joe started his job as a salesman with a Chevrolet agency in East-

pointe, Michigan, he finally found his niche. Before leaving Chevrolet, Joe sold enough cars to put him in the Guinness Book of World Records as 'the world's greatest salesman' for twelve consecutive years. Here, he shares his winning techniques in this step-by-step book, including how to: o Read a customer like a book and keep that customer for life o Convince people reluctant to buy by selling them the right way o Develop priceless information from a two-minute phone call o Make word-of-mouth your most successful tool Informative, entertaining, and inspiring, HOW TO SELL ANYTHING TO ANYBODY is a timeless classic and an indispensable tool for anyone new to the sales market.