

A REVOLUTIONARY APPROACH
TO **SUCCESS**



GIVE

and

TAKE



ADAM GRANT

Adam Grant Give And Take

K Morrison



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Give and Take Adam Grant, 2013-04-09 A groundbreaking look at why our interactions with others hold the key to success from the New York Times bestselling author of *Hidden Potential*, *Think Again* and *Originals*. For generations we have focused on the individual drivers of success: passion, hard work, talent, and luck. But in today's dramatically reconfigured world, success is increasingly dependent on how we interact with others. 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. Praised by social scientists, business theorists, and corporate leaders, *Give and Take* opens up an approach to work interactions and productivity that is nothing short of revolutionary. [Give and Take](#)

Adam M. Grant, 2013 Everybody knows that hard work, luck, and talent each plays a role in our working lives. In his landmark book, Adam Grant illuminates the importance of a fourth, increasingly critical factor: our reciprocity, the way we interact with others when exchanging value. *GIVE AND TAKE* changes our fundamental understanding of why we succeed, offering a new model for our relationships with colleagues, clients, and competitors. It demolishes the argument of the "me first" worldview and shows that the best way to get to the top is to focus not on your solo journey but on bringing others with you. Engaging, intriguing, and filled with surprising success stories from history to Hollywood, *GIVE AND TAKE* presents an approach to work, team building, productivity, and profitability that is nothing short of revolutionary. We have been taught to think that people who give without expecting anything in return are at risk of being exploited or burning out, but the truth is that they are often the most successful people in any given field. Using his own cutting-edge research as a professor at Wharton Business School, Adam Grant shows how helping others can lead to greater personal success. He demonstrates how smart givers avoid becoming doormats and why this kind of success has the power to transform not just individuals and groups but entire organisations and communities. **Give and Take**, 2014 **Summary of Give and Take** Alexander Cooper, 2022-07-24

Give and Take A Comprehensive Summary Thank you for purchasing the *Give and Take* summary. If you like the book, please purchase and read the original book for full content experience. *Give and Take* is a book written by Adam Grant. It is a book where the author teaches his readers the long-term benefits of giving. This does not only mean giving material things. Giving also means to give your time, energy, and everything one can give to another person. The fact is that every person has something they can give. Another fact is that some people like to give. They are very generous when it comes to giving. Other people like to receive. They like when others give to them but are not so keen on giving themselves. There is also a third group of people that the author calls matchers. How all three groups of people are connected and what the benefits are of each of these groups, you can read in the summary below and in the original book. The book is divided into several chapters to make reading and understanding what was read easier. Furthermore, each chapter deals with a specific subject regarding giving and taking. Overall, the book will teach you why it is good and beneficial for you to give but also to take when offered.

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web the raw score is converted to the standard score using the conversion tables provided and then the standard score is used to calculate the percentile rank for the child s specific