

GABAL

TALKING POINTS FOR A NEW DECADE



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SPRING 2020

GABAL. YOUR PUBLISHER.

For inspiration. For a voice that understands.
For practical guidance.

GABAL. YOUR PUBLISHER.

GABAL provides proven practical knowledge and publishes media products on the topics of business, success, and life. With over 600 experienced, international authors from various industries and education, we inspire businesses and people to move forward.

For inspiration. For a voice that understands. For practical guidance.

GABAL is your publisher, because we want to bring you forward: motivating in effect, sympathetic in appearance, and pragmatically-oriented toward results.

YOUR LIFE

The Your Life books help the reader make more of one's life by exploring new directions and ways of thinking, and learning to get both large and small everyday problems under control.

YOUR SUCCESS

The Your Success books cover soft skill topics such as motivation, public speaking, self-management, and mental strategies for success.

YOUR BUSINESS

Your Business offers books about current trends and developments in the areas of sales, marketing, management, entrepreneurship, and corporate governance.

NEW BOOKS SPRING 2020

Patricia Küll *Listen to Your Head or Follow Your Heart?* p. 5
Nele Kreyßig *Wish you Could Change People? Here's Why You Shouldn't* p. 7
Tobias Beck *Talk the Talk* p. 8
Nicholas Pesch *The Self-Assured Leader* p. 13
Kerstin Friedrich *The Playbook for Game Changers* p. 15
Katharina Maehrlein *Making Agility Work for You* p. 16

Peter Kruse *Next Practice* p. 17
Roger Rankel *Modern Customer Acquisition* p. 19
Hans-Georg Willmann *30 Minutes to Great Employability* p. 28
André May *30 Minutes to Successful Recruiting* p. 28
Rainer Krumm, Sonja Wittig *30 Minutes to a Strong Team Culture* p. 29
Veit Etzold *30 Minutes to Effective Change Communication* p. 29

BACKLIST HIGHLIGHTS

Backlist Highlights *Personal Development* p. 20
Backlist Highlights *Success & Career* p. 22
Backlist Highlights *Business & Management* p. 24

Backlist Highlights *Whitebooks* p. 26
Backlist Highlights *30 Minute Series* p. 30
Madame Missou p. 32

Tobias Beck
Unbox Your Life!
 Cancelling chronic complainers, living life liberated, and other secrets to success

Tobias Beck
Unbox Your Relationship!
 How to draw people to you and build relationships that last

Matthew Mockridge
Gate C30
 A Story about true Happiness

Madame Missou
discovers the secrets of happiness

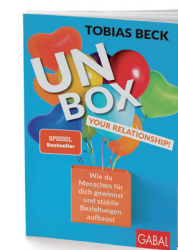
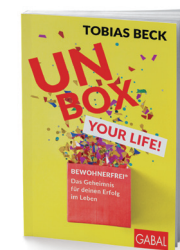
Monika Matschnig
Body Language: The Key to Success
 How to persuade and inspire others at work

Ilja Grzeskowitz
The Changemaker Mindset
 How Innovation and Change Start with Inner Transformation

Sylvia Löhken
Quiet Impact
 How to Be A Successful Introvert

Kathrin Sohst
The Power of High Sensitivity
 Take Advantage of your Strengths

Backlist Highlights



Patricia Küll has worked as an editor and TV presenter since 1996. Over her more than 25-year presenting career, she has met and interviewed thousands of people, often with very revealing results. As a consequence, Patricia Küll has acquired a vast wealth of human knowledge. In addition to her presenting work, she has been putting this knowledge into practice since 2012 as a certified systemic coach and trainer for stress management. Patricia Küll teaches seminars and lectures on the topics of happiness, self-management and stress management. She is a member of the German Speaker Association (GSA) and has a lecturing post in the Department of Social Sciences at the University of Koblenz, where she has also been responsible for initiating research on topic of satisfaction. The results are incorporated into her work.

A professor of general management at Ludwigshafen University, **Jörg B. Kühnapfel** has written on business management, happiness management and day-to-day forecasting in numerous books and scientific articles. He is a firm advocate of the “economic imperialism” school of thought, which is predicated on the fact that everything has measurable costs and benefits.

Listen to Your Head or Follow Your Heart?

How to make better decisions, with examples from ten key decision-making crossroads

Patricia Küll, Jörg B. Kühnapfel

17 rules for happiness that will make you sing

Actually, things are going very well – at work, with the family, with friends. Actually, we have no reason to whine. That’s the truth. But viewed in quiet moments, a grey fog often seems to suffocate our lives. Nothing truly gives us joy any more.

How can we regain happiness and a sense of levity in our everyday lives? How can we manage to see the blue of the sky in moments of profound despair? What can we learn from times of crisis?

Patricia Küll shows what is important: to recognise who you are and what you expect from life and to work on yourself with discipline.

For happiness does not fall from heaven – we ourselves can actively shape it.



Patricia Küll
From Today, I Sing in the Shower
What You Can Do to Be Happy in Your Life
192 pages, paperback
978-3-86936-802-3

- 17 rules for happiness that anyone can apply to their own everyday life – professionally and in private
- Stories to show how – even in spite of the worst strokes of fate – you can enjoy your everyday life
- Each chapter ends with an exercise
- Informal, engaging style of language
- Numerous concrete tips for everyday life

Practical tips and tools for making important decisions wisely

We make thousands of decisions every day, the majority without thinking about them. Instead, we decide in the usual fashion: with our gut feeling or sense of reason, without any conscious decision-making thought.

Yet other, more important decisions preoccupy us endlessly. We ponder for days and nights on end, with no satisfactory solution in sight. Often, our head is saying one thing and our heart another. Which of the two gives better advice, and in which situations do we prefer one over the respective other?

Wouldn't it be great if there were a “recipe book for decisions” – one which, rather than offering the best solution for conceivable problem, describes an easily understandable approach for finding it? Now, there is!

In this book, Patricia Küll and Jörg Kühnapfel use ten key decision-making scenarios to illustrate tried-and-tested tools for devising personalised solutions. It's for everyone: those who listen to their heads, those who follow their hearts and those who deploy both on a case-by-case basis. Whether cost-benefit calculations, ikigai, time travel or utility analysis: the authors present an array of proven decision-making methods, illustrating each theory with head and heart-based perspectives on ten key questions of life. As the reader, you are equipped to make healthy, self-determined decisions that will empower you to live a happy life.



216 pages, paperback
978-3-86936-971-6

Dr **Sylvia Löhken** is a highly in-demand coach and speaker who specialises in how introverts and extroverts can work together. She has a PhD in linguistics and communication, and is a qualified coach. She works with many of Europe's leading companies and institutions such as Berlin Regional Bank, Vienna University of Economics and Business, and University of Hamburg.

Bold Encounters. The Art of Genuine Conversation

How to create relationships with words

Sylvia Löhken, Tom Peters

As director of the HRperformance Institut and an expert in personality, generational diversity, potential exploitation and young professionals, **Nele Kreyßig** advises medium-sized and large enterprises on making best use of their available resources and potential. She has worked as an independent consultant and business trainer since 2014. In addition to a degree in business administration, Nele Kreyßig holds numerous additional qualifications as a business trainer, management coach, expert and trainer for stress management.

Wish you Could Change People? Here's Why You Shouldn't

Nele Kreyßig

Achieving genuine human interaction

We communicate now more than ever before – and our access to communication has never been easier. Within what seems like the blink of an eye, smartphones have completely revolutionised the way we keep in touch. We exchange information on a seemingly constant basis. Yet talking alone does not constitute genuine interaction.

What differentiates a genuine interaction from small talk, WhatsApp messages, tweets and social media posts? How can we engage in genuine dialogue – the kind that facilitates deep, meaningful human interaction?

In this cleverly observed book, Sylvia Löhken and Tom Peters show how to manage the fears and inhibitions we often face when making ourselves open to genuine human connection. And this effort pays off: sharing interactions with others does us good as social beings, so long as we conduct them in ways that make sense to us.

What's more, being interesting and approachable in conversation is an important factor for our careers. The more responsibility people have in their professional lives, the more their success depends on their communication – on the creation and nurturing of organic, vibrant relationships.

Löhken and Peters illustrate the opportunities that await when we permit ourselves to engage in meaningful encounters and are brave enough to open ourselves up by engaging in open dialogue with our contemporaries, we form trust-based relationships and get to know both ourselves and others. The authors show how to lay the foundations for genuine interaction and to conduct conversations such that they bring benefit to all parties involved.



200 pages, hardcover
978-3-86936-941-9

So, what do you do when others get on your nerves? Change your perspective!

Let's be honest: our fellow human beings can be exhausting, trying creatures. How easy would it be if the world worked according to our rules; if our fellow humans would behave in reasonable, sensible ways (according to us)? If only we could find a way to get others to change!

Each of us views the world from our own unique perspective. In doing so, we frequently overlook the fact that we are shaped by our environment, our experiences and our individual dispositions.

"Wish You Could Change People? Here's Why You Shouldn't" makes a persuasive case for giving up trying to change others. Instead, it argues, we must be curious about others' perspectives on life and alert to their potential. We must pursue mutually enriching cooperation, satisfaction and – in a professional context – shared success. In the book, Nele humorously equips readers to appreciate their counterparts' worldviews, using personal stories to illustrate a more understanding, open and tolerant way of dealing with one another.

Nele was awarded the publishers' prize at the international speaker slam in Munich in February 2018 with an excerpt from the keynote "A different path to success: The generation mix is the key!".



180 pages, flexcover
978-3-86936-970-9

Tobias Beck is now one of Europe's best-loved speakers. German magazine FOCUS has honored his work with several awards and he reaches an audience of millions online. He has trained hundreds of thousands of people at his seminars and is a personal consultant to well-known CEOs. As a university lecturer, he explains, how the principles of success and motivational psychology can work for others too.



New book by
SPIEGEL
Bestseller author
Tobias Beck

Talk the Talk

How you can inspire people
and build a thriving business
as a trainer and speaker

Tobias Beck

Content

Seek your role models / Embrace your role

Meeting my mentors
The audience is the star
Celebrity twin: Learning from
role models
[...]
Stand for something: A life
free from energy vampires

Structure

Structure vs. content
No-one wants to feel like
they're at school
Appealing to the four persona-
lity types
An open system vs. a closed
one
Code of honour
Don't be fooled by things that
seem easy
Everything is interconnected

Performance

Creating an impact
Where should I stand – and
how?
The halo effect
The "Command" method
Avoiding negative colloquia-
lisms
The duck
Dealing with hecklers
Dealing with critics
Dealing with stage fright
The Dalai Lama effect

Appealing to people

The German approach
As-is-ing
The "Goose" method
Friendly or formal
The secret template
Zooming in
Vulnerability

Techniques / Learning techniques

Making it big and colourful
The open circle
Learning types: Auditory, visual,
kinaesthetic
Super-learning
Learning on different levels
The flipchart vs. the projector
Preparation (and what should
you do with the crib sheet?)
The debriefing

Fields of business & earning opportunities

Earning money by "speaking"

Marketing & springboards

Marketing for trainers and
speakers
The springboard
Your target audience is like you
Barter agreements

A step-by-step guide to the secrets of professional speaking

Welcome to an industry that generates billions in profit per year. Over the next few years, more than a million trainers, coaches and keynote speakers will be in high demand. As various facets of life are immersed ever deeper in online spheres, and the world becomes ever more digital, people crave events that allow them to feel human again.

If huge numbers of people are continually being forced to realign themselves due to perpetual societal change, it is only natural that they will ask "Why?" "What to do?" and "How to do it?". To answer this question, they need an external sounding board. At a societal level, people are seeking greater personal and professional success. Who will help them achieve it? Well, why not you!

This book is a practical handbook based on 15 years of public speaking experience – with more than 250,000 participants over 1,500 seminar days.

What you hold in your hands is a step-by-step guide; a toolkit filled with the same tools I use at my talks and seminars. Follow the instructions, take up the tools and apply them to your life on the stage. Everything else will happen of its own volition!



248 pages, hardcover
978-3-86936-968-6

"Unbox Your Life will help you do just that--unbox your life and in the process discover your life's mission. Personal discovery and sense of self-worth is the foundation of any healthy relationship which is why the private victory must precede the public victory. This book is a must-read for anyone looking to build relationships that last."

Sean Covey, President, FranklinCovey Education and New York Times best-selling co-author of The 4 Disciplines of Execution

**SPIEGEL
Bestseller**
Sold to 9
territories

Unbox your Relationship!

How to draw people to you and build relationships that last

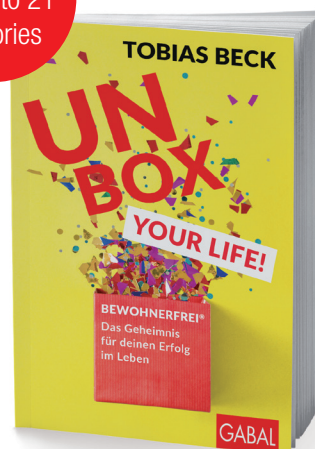
Tobias Beck

Successfully steer your own life instead of having it determined by others, advises Tobias Beck in this German bestseller.

Energy vampires, and chronic complainers. We all know a Debbie Downer with a negative attitude, moaning the whole day long because nothing ever goes right: the weather is miserable, it's Monday, and to top it all off, the doughnut has a hole! Tobias shows us there's a way out: to simply not bother with such relationships at all. Polarizing, provocative and exaggerated, the Liberated® philosophy urges readers to liberate themselves from negative people in order to live successfully and authentically.

Memorable stories and proven techniques. With success stories that are as entertaining as they are instructive and success factors based on 15 years of personal experience in the field of personality development and behavioral psychology, Unbox Your Life features proven-to-work strategies. Easy to read and unconventional, it is part workbook, self-help, nonfiction, and narrative.

Bestseller
Sold into 21
territories



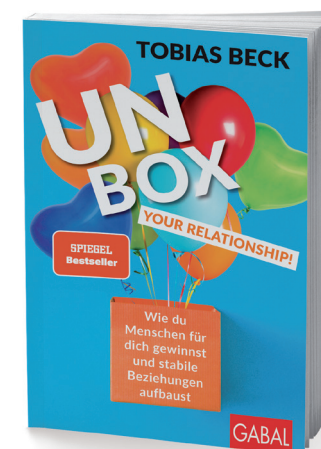
Unbox your Life!
A liberated life®: The secret to success
144 pages, paperback
978-3-86936-869-6

Are you ready to have the best relationships of your life?

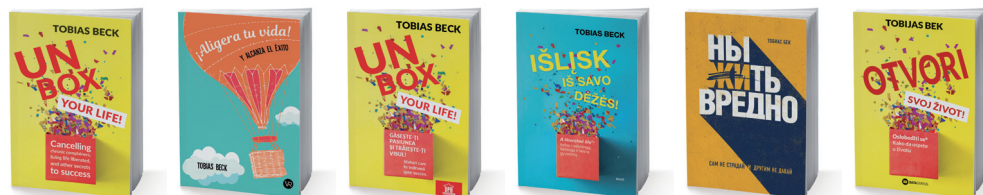
Thanks to our networked world, we have more relationships than ever before. We've never been in touch with so many people at any one time, and it's never been so hard for us to open up to one another.

In this new book, Tobias Beck takes you on a journey aimed at achieving the best relationships of your life. As a first step, you must fall in love with yourself – because your relationship with yourself determines the standards of compassion, understanding, respect, and trust that is reflected in your relationships with others.

In Tobias' many humorous stories, you'll recognise your partner, family, friends, colleagues and yourself, and thus learn to understand all these people better. Tobias will take you on a journey to yourself and the people you love – with empathy, poignancy and plenty of laughs along the way.



176 pages, paperback
ISBN 978-3-86936-938-9



"With raw honesty, Tobias shares the struggles he's dealt with, the paths it has led him down and the learnings he's gained from it all. The result is a collection of gems which will help you form an amazing relationship with yourself and others."

John Strelecky, #1 Bestselling author of The Why Café and The Big Five for Life

For more than 20 years, **Nicole Pathé** has been an independent trainer, coach, speaker and expert on the topic of clarity and courage in business. With her company, pingcom, and a team of skilled trainers, she has built a reputation as a specialist in human resources and executive development. Her clients include bankers, service providers and SMEs from a variety of sectors.

Show Your Worth and Shape Your Workplace

How to assert yourself in the workplace with clarity and courage

Nicole Pathé

Getting the most out of your job with clarity and courage

Many companies are suffering from an insidious and highly contagious virus known as chronic dissatisfaction. Typical symptoms include the Monday blues and a firm belief in their defencelessness against the volatility of modern organisations. By contrast, top employees are immune to this dissatisfaction virus. They develop a strong defence system based on two vital skills: clarity about their own resources and the courage to exploit their potential. This is what employees need to ensure that their place of work becomes or remains a source of satisfaction in times of VUCA, change and digital transformation.

This book offers employees the tools they need to attain a keen sense of self-confidence and, at the same time, to understand what is happening in their organisation. Alongside the eight principles for clarity and courage, the author provides practical examples and theories help readers to understand themselves and others better.

"Everything one could wish for in a work of non-fiction: not long-winded, precisely observed, full of relatable examples and well-written to boot."

Managementjournal.de



224 pages, paperback
978-3-86936-933-4



Do you have what it takes to be a leader?
Winning people over with clarity and courage
92 pages, hardcover
978-3-86936-793-4

Few can say they are equally acquainted with the worlds of senior management and spirituality, but **Nicholas Pesch** is one of them. He oversaw more than a thousand employees over his long-standing management career and has been practising intensive meditation for more than twenty years in his own personal quest for meaning. Nicholas believes that if we can succeed in reconciling both worlds, we can experience meaning, balance and joy in the chaos of day-to-day business and be financially successful at the same time. As a top executive coach, management consultant, speaker and trained social scientist, he supports decision-makers and executives around the world with his combined approach of vertical learning, meditation and embodiment.

The Self-Assured Leader

Leading in the digital age – with focus, calm and success

Nicholas Pesch

The best form of performance enhancement isn't found in a box of pills – it's a clear, focused mind

Today, many managers find themselves tired and at their wits' end. From day to day, chaos and uncertainty prevails and gradually pushes even the most capable to their limits. The joy of work ebbs away. At some point, the joy of life goes with it.

From his many years of coaching practice, Nicholas is adept at recognising the symptoms of depression and burnout. As a successful ex-manager and top executive coach, he knows better than most the tricks and tools managers use to survive the daily treadmill.

In the book, Nicholas shows that the way out of this downward spiral lies in the transformation of management practice. Vertical learning, which has its roots in developmental psychology and neuroscience, is the key to mental, emotional and personal self-transformation. It's not a question of broadening knowledge, but of effecting fundamental change: developing higher-level mental, emotional and social skills for the improved management of employees. Changes in leadership ethos must begin in the mind.

With his self-developed approach of vertical learning, meditation and embodiment, Nicholas supports leaders on the path to MIND MOVEMENT MASTERY: a state that empowers the realisation of top performance, deep concentration, high creativity and a positive attitude towards oneself and others. This is the key to an integrative, transformational leadership style that is forward-looking for both employees and the organisation as a whole.



320 pages, hardcover
978-3-86936-966-2



The Playbook for Game Changers

How to unleash team spirit through radical transparency and gamification

Kerstin Friedrich

The Big Basics of Success Strategy – EKS – Success through Specialization

EKS is an extremely simple and effective method which anyone can use to develop top achievements and, with the right amount of ambition, become a national or the international market leader. EKS is the best kept secret among the strategy theories – notable companies, numerous hidden champions and many well-known experts laid the foundation of their success using this method.

As the conventional value system of business collapses, EKS offers a convincing alternative to combine both success and values. The new and completely revised issue of this book explains the principles and phases of EKS more extensively than before:

- concentration and specialization
- management of complex systems
- use maximization rather than profit fixation
- recognizing and developing immaterial values
- implementation of EKS in 7 steps; for the first time with a comprehensive methodology and current examples



264 pages, hardcover
978-3-86936-001-0

An economist and psychologist by education, Dr **Kerstin Friedrich**, has almost twenty years' experience as a strategy consultant. She is a leading authority on bottleneck-focused strategy and holistic specialisation strategies, with 25 years of experience in the development and implementation of strategies in SMEs.

The playing field of corporate leadership Success is a team sport

Imagine a football team where only one of the players knows the score. Not only this, but of the total eleven players, only eight know the rules. Nonsensical? Yes. Yet this is exactly how many companies function.

Leaders are keen for employees to invest in and celebrate the company's successes – yet when it comes to creating transparency and allowing space for creative ideas to be heard and implemented, the same leaders are reluctant to relinquish complete control. Instead, they allow their employees to run blind across the field.

In this book, Kerstin Friedrich shows how leadership can be largely systematised using elements of social and sports psychology and the powers of gamification, with a "Scoreboard Management" approach that creates the basis for all forms of organisational transformation and strategy change. Within it, employees learn to understand the business model to gauge the influence of their daily actions on the overall result and to contribute and implement their own ideas for process optimisation and greater customer benefit.

Scoreboard-Management™ transfers the principles of team sport to the world of corporate organisation. In practical application, it is a powerful, motivating, non-digital tool that channels the creativity and engagement of the entire team towards positive change in the organisation.



248 pages, hardcover
978-3-86936-961-7

Making Agility Work for You

Overcoming the hurdles of developing an agile mindset

Katharina Maehrlein

How to create an organization that can thrive in a turbulent VUCA environment

Agile work not only requires new methods but is, at its core, a value-based approach. In other words, it's not about doing agile things, but about being agile – and as such, requires a fresh way of thinking. While this cannot be prescribed as a magic pill, it's very possible to learn it.

This book is for anyone required to experiment, adapt and learn in a turbulent VUCA environment: managers, employees and HR managers alike. Using a to-the-point, practical style, Katharina shows how agile work can work today and which tools are required. As such, this is the ideal read for anyone seeking to make agility a lived reality.

This is a book about the dimensions of agility, common hurdles and stumbling blocks, the values of agility and the development of an agile mindset. In addition, it includes a toolbox packed with effective exercises, checklists, tests, videos and other learning aids, all of which can be downloaded – and all of which are hands-on and tried-and-tested.

A consultant, Certified Scrum Master, agile culture coach and author of numerous successful books, **Katharina Maehrlein** is an expert on the subjects of resilience, mindfulness and agility. With 21 years' experience as a coach and consultant, she has supported more than 30,000 senior leaders of SMEs, large corporations and everything in between. Katharina assists her clients in managing their day-to-day pressures and helps them cultivate a motivating, productivity-inspiring management style.



256 pages, hardcover
978-3-86936-964-8

Management classic

As the first two decades of the new millennium have made clear: in the world of business, there's no longer such thing as a "quiet zone". Change and its many implications are omnipresent. In this pioneering bestseller, Professor Peter Kruse demonstrates the rapid pace at which the complexity and dynamism of life are increasing in the face of ever-expanding technical and economic networks.

This classic of the management literature genre will help you better understand the economic developments of recent years and the challenges companies face as a result. It will also provide you with concrete, tried-and-tested tools for the strategic management of change in every organisation.

Professor Kruse's work is intended to support all those who are engaged professionally in the design and oversight of change processes. At its core, it's about providing a foundation of understanding for the strategic handling of organisational change, singling out the most important principles and offering useful suggestions for everyday management and consulting practice.

Peter Kruse (1955-2015) was a managing partner of the methodology and consulting company nextpractice GmbH in Bremen and taught as an honorary professor in general and organisational psychology at the University of Bremen. As a brain researcher, he spent more than 15 years studying complexity processing in intelligent networks. The focus of his consulting work was on the application and practical transfer of self-organisation concepts to entrepreneurial issues. He was featured several times on top 40 HR pioneers list compiled annually by human resources journal Personalmagazin.



224 pages, hardcover
978-3-86936-962-4

Roger Rankel is a leading sales expert of the German-speaking world, delivering around 150 lectures and seminars to more than 30,000 listeners each year. His books are bestsellers, and more than 500 medium-sized companies and world market leaders are already deploying his multi-award-winning customer acquisition method with success. His corporate consulting ideas and recommendations enjoy an extraordinarily high implementation rate, with finance publication *IMPULSE* noting that, "Rankel's students enjoy an average 24 percent increase in their number of new customers!"



Modern Customer Acquisition

Digital and personalised

Roger Rankel, Nicole Maria Weimar,
André Weimar

"Roger Rankel is among the most sought-after speakers in the German-speaking world."

Deutsches Rednerlexikon

"Others follow trends – he sets them! Roger Rankel is the 'trainer of sales trainers'."

Oliver Graf von Schwerin, Speakers Associates

"Roger Rankel is the founder of modern sales."

Professor Zacharias, Fachhochschule Worms

"Double your profits in less than 100 days – and by working the same amount of time!"

Bernd Seitz, Herausgeber Wissen + Karriere



Win new customers effectively – and on an ongoing basis

Named as a "top five marketing expert" by German business publication *Erfolgs-Magazin*, best-selling author Roger Rankel delivers over 150 talks and seminars per year to more than 30,000 attendees. Over 500 distributors, SMEs and world market leaders are already enjoying success with his award-winning method of customer acquisition.

Most customer journeys progress in a linear fashion from the initial contact to the closing of the sale. What happens afterwards? Often, not much. Once a new customer has become an existing one, little is done to keep them on-side; in the best case scenario, they are simply "maintained".

Together with marketing professionals André and Nicole-Maria Weimar, bestselling author and referral marketing expert Roger presents a fresh, improved, circular concept. From the trigger phase to the advocacy phase, the goal of this five-step model is to generate as many concrete leads as possible and, alongside this, to achieve the highest possible closure rate. It's an effective, systematic way of organising your business and boosting your sales.

Using numerous case studies and easy-to-implement tips and tools, the authors show how this new customer journey works in practice. The key is to create emotional customer experiences at all relevant touchpoints. If you can succeed in doing this during each of the five phases, your customers will not only remain loyal: they'll also become your advocates, thus closing the circle and transforming new customers into customers for life. By the time you've finished reading, you'll understand how modern referral marketing really works – online and offline.



384 pages, paperback
978-3-86936-965-5



Sensitive and Strong

15-20% of the Population Are Highly Sensitive – Undeniably a Significant Minority. To be strong despite being highly sensitive – this is a wish for many highly sensitive people. Discover and identify your own high sensitivity and accept yourself with all the challenges and strengths.

Kathrin Sohst
The Power of High Sensitivity
Take Advantage of Your Strengths



The art of compassion

Empathy gives us the courage to take risks, open our hearts and make ourselves vulnerable. Empathy, used wisely, has the power to instantly change any human relationship for the better. In this book, Monika Hein describes how we can learn empathy and practise it easily in our everyday lives. She provides clarity regarding what empathy actually is and, just as importantly, what it is not.

Monika Hein
Empathy
I know how you feel



A Toolkit for Crises

In this charmingly illustrated book, Sebastian Mauritz takes us on an exciting journey to our innermost emotions. He shows us which of these emotions are most important and explains how they work. Gaining this awareness is the first step towards a self-determined life – and this, in turn, enables us to crack the “crisis code” and apply our new knowledge to potential future events

Sebastian Mauritz
Immune to Problems, Stress and Crises
How we can better manage our lives



INTERNATIONAL BESTSELLER

30-50% of any population are introverts. Sylvia Löhken helps quiet persons find their strong points – and shows ways for both introverts and extroverts to achieve the best in their joint efforts and collaborations. With their own means. And with all the differences. This book helps introverted persons to find their own strong points as well as typical obstacles in communication.

Sylvia Löhken
Quiet Impact
How to Be A Successful Introvert



How Introverts and Extroverts are Strongest Working Together

Ever wished you could understand yourself and other people better and make stronger connections with those around you? This book will be required reading for anyone who wants to understand their colleagues, partners, children better. Discover what makes introverts and extroverts tick, how they interact in teams, what they focus on, what they find difficult and what the differences mean in daily life.

Sylvia Löhken
Power of Personality
How Introverts and Extroverts Can Combine to Amazing Effect



Practical inspiration for boosting your confidence

What do confident people do differently than others? Why do some people trust in themselves to do anything, while others hardly anything at all? This book affords readers a clearly written look “behind the scenes” of self-confidence, doing away with the need for psychological jargon and getting right to the heart of how – step-by-step – we can increase our level of trust in ourselves.

Steffen Ritter
Self-Confidence
Why others have it – and how you can get it, too



Life is a journey that takes you back home

From the outside, Jason Cooper has everything: success, money and a great family. He flies all over the world – from one lucrative business deal to the next. Driven and intoxicated by his own success, he overlooks the fact that he is on the fastest possible route to losing himself. A delayed flight that threatens to destroy his most profitable business and with it, his career, will turn out to be the greatest opportunity of his life.

Matthew Mockridge
Gate C30
A Story About True Happiness



What really makes men and women tick, beyond the clichés?

When conflicts occur between the sexes in everyday life, they're often reduced to notions of the "typical woman" or "typical man". In his new book, Kishor Sridhar demonstrates that from a behavioural psychology point of view, the "typical man" and "typical woman" do not actually exist; it's much more a question of feminine and masculine behaviours, which occur regardless of the biological gender of the person in question.

Kishor Sridhar
Women Talk, Men Do?
How to Break Away From Stereotypes and Work Better Together



Personality is the Key to Professional Success

Personal relationships are key to success: In a time when workplaces are becoming more digital and more automated every day, our mindsets and our personal relationships will determine whether we succeed in tomorrow's markets.

Ilja Grzeskowitz
The Changemaker Mindset
How Innovation and Change starts with Inner Transformation



Learn how to present yourself in a persuasive and competent manner

No. 1 body language expert and bestselling author Monika Matschnig shows how to increase the effectiveness of our personality at work. Covering subjects from job interviews, presentations and sales negotiations to the persuasive impact of managers and the use of body language in an intercultural context, she gives valuable practical tips for increasing our effectiveness and highlights potential pitfalls.

Monika Matschnig
Body Language: The Key to Success
How to persuade and inspire others at work



The big value of a little time out

The book provides practical advice to help individuals find their "off switch" for greater personal well-being and, at the same time, addresses executives and companies to drive corresponding changes "from above".

Cordula Nussbaum
Let It Go!
How you can really learn to switch off



A plea for more self-care and zest for life

In order to escape the vicious cycle of overwork and exhaustion, we must learn to get better at saying "NTNT": NTNT to overly-ambitious goals when they demotivate us, NTNT to our fear of failure. NTNT to those who tell us how we "should" be. In this inspiring book, Cordula Nussbaum provides a rich selection of positive messages combined with stories, anecdotes and practical suggestions for action.

Cordula Nussbaum
NTNT (No Thanks, Not Today)
66 ways to achieve greater courage, serenity and lightness of being

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Bernhard von Mutius
Disruptive Thinking
Thinking That Meets the Challenges of the Future



A Glimpse Behind the Facade of Success

The authors take a no-punches-held look at the stories we tell ourselves about business success. The rags-to-riches tale is tempting, but we don't have to search far to see that most organizations rise for a time, only to experience a dramatic fall from grace. Just look at some of the companies that used to be household names: Nokia, AOL, Pan Am, and Blockbuster.

Andreas Krebs, Paul Williams
The Illusion of Invincibility
Why managers are no smarter than the Incas of 500 years ago



It Takes Small Steps to Bank a Big Idea

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Anne M. Schüller, Alex T. Steffen
The Orbit Organization
9 steps to the business model for the digital future



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In this book, Andera Gadeib articulates clearly why humans should occupy centre stage in the digitalisation debate. She seeks to empower humans through the accomplishments of the digital age and to imagine the future of humans, for humans.

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Andera Gadeib
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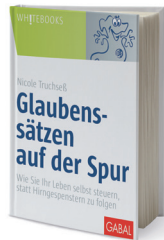
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Ingrid Gerstbach
77 Tools for Design Thinkers
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Nicole Truchseß
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How you can regain control and free yourself from the constructs in your head



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Stéphane Etrillard
Achieving Goals with Self-Assurance
10 tips on how to win favour in the workplace with poised, confident interactions



5 methods to ensure more happiness in life

In this book, Monika Pohl presents a mindfulness-based approach designed to promote health and wellbeing in a holistic way. The goal is to get you fit for the challenges of the Working World 4.0.

Monika A. Pohl
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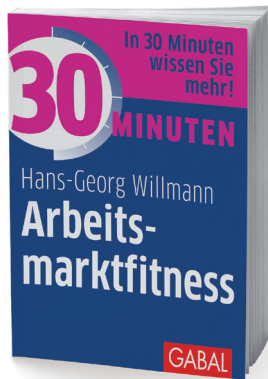
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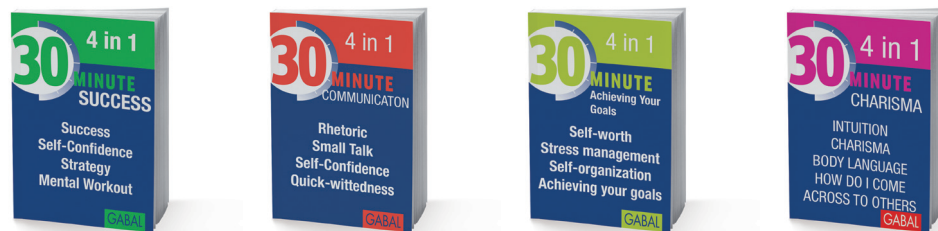
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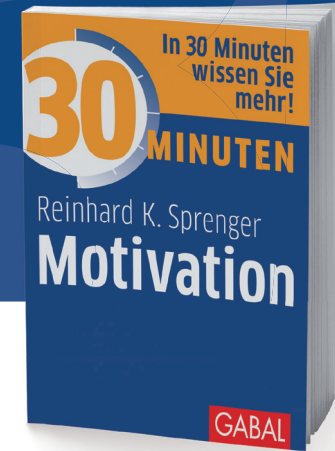


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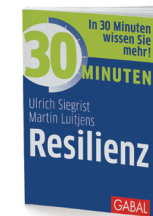
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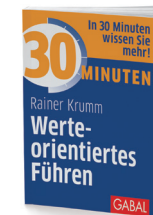
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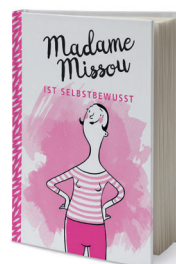
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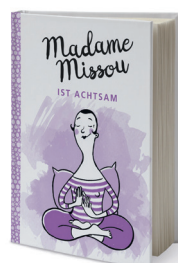
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