

Rights List

Spring 2017

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Motivating. Sympathetic. Pragmatic.



Become the **maitre** of your professional life



YOUR PROFESSIONAL LIFE IS
LIKE A BOX OF CHOCOLATES

— you never know exactly what you're going to get. Sometimes, the filling of the day is tasteless and bland; sometimes, it's a sweet and seductive paradise. Whether the formulation is successful is up to you. You have the whisk in your hands; it's only you who can beat the ingredients together that they become something delicious and whet your appetite for more.

*Titbits for transforming
a bland "job sandwich"
into a rich and
delicious buffet*





This book provides winning recipes for a happy professional life in the form of step-by-step instructions, so tackling the topic from a never-before-seen cookbook-inspired approach.

With the right kitchen utensils, a well thought-out *mise en place* and the right attitude at the “stove”, you can become the true *maitre* of your professional life. In their clever recipe book, Astrid Braun-Höller and Katharina Pohl provide you with the ideas you need for a happy working day.

Typically “dry” topics such as leadership, conflict and project management, communication, assessment centres, life-work balance, public speaking and presentations are rendered part of a completely new emotional universe and presented in an amusing, unique and easily digestible way.

The merging of two previously unrelated genres is what affords this book its particular sense of creativity and entertainment value and increases the reader's desire to use and build on the recipes themselves.



Astrid Braun-Höller
Katharina Pohl
How Would You Like It?
Winning recipes for a happy work life
With watercolour drawings
180 pages
ISBN: 978-3-86936-757-6



*"People are still people;
leadership is still leadership."*

Barbara Liebermeister

Barbara Liebermeister is a management consultant, author and speaker. She began her professional career in the marketing departments of international corporations such as Christian Dior, L'OREAL and Hoechst. Her main areas of focus are leadership, self-management and relationship management in the digital age. She provides consulting services primarily to company executives and the political sector – in each case tailored to their individual business needs and requirements.



Digitalisation – why should you care? Countless factors are changing rapidly as a consequence of the digital age, and nowhere more so than in business. This has led many leaders to feel unsettled, since our networked world has confronted them with a variety of completely new and unforeseen challenges and questions.

But though, admittedly, many things are changing, others are the same as they always were: people are still people, and leadership is still leadership. It must adapt, yes, but is more needed nowadays than ever: The more diffuse, unstable and strongly characterised by change the environment of a company becomes, the more employees long for stability and a sense of orientation.

The leaders of tomorrow must be empathic and socially competent in the first instance and technically competent in the second. Yes, digitization is progressing - yet less is changing between executives and employees than you might imagine. Or, more precisely expressed: things are changing in a different way than you thought – because it's not about algorithms, but people. Executives must have empathy and win people over; otherwise, they might as well not be there at all.

Personality can't be digitalised



Fotos: Monkey Business Images/Shutterstock, Jan Lauer

Barbara Liebermeister
**Digitalisation: Neither Here Nor There
People are still people –
leadership is the decisive factor**
264 pages
ISBN: 978-3-86936-750-7

Carsten K. Rath is speaker, manager of grand hotels and author of multiple books. He has appeared on stages around the world in his role as keynote speaker on the topics of service excellence and leadership excellence. Further, he is a lecturer at universities, works as a consultant for the management of renowned companies. Die Welt named him the "rockstar of grand hotellerie".



Leaders manage
relationships –
corporate monkeys
manage
coconuts!



In today's brave new world of life and work, belief in dependence poses a fatal threat for many organisations. Any "bound" leader who attempts to lead free people is bound to fail – because the way to lead is not through dependencies, but through relationships.

Carsten K. Rath is engaged in a passionate struggle against obsolete beliefs. He remoulds the old foundations of leadership: The future belongs to leaders without barriers in their minds. Outstanding performance and genuine innovation are only possible as part of a barrier-free approach. Excellent leadership leads to freedom!

The book addresses the needs of executives who feel trapped in old hierarchical models and styles of instruction and are seeking finally to implement more decision-making freedom and freedom of action.



Carsten K. Rath
What's the Cost of Freedom?
Leadership without Dependence
 256 pages, 4c, Illustrations
 ISBN: 978-3-86936-749-1

- Freedom is the leitmotiv of the new world of work
- Leadership without mental barriers facilitates flexibility and innovation when dealing with markets in flux

Peter Ivanov is a management consultant and executive coach. He has more than 20 years of experience in international management. In the corporate world he has led virtual teams, some of which comprised more than 100 members spread across the world. Today he is an internationally demanded keynote speaker at corporate events and at congresses in all of Europe.

The Future Belongs to Virtual Teams

81% of employees are already working together with people daily that are not in the same location as they are. More and more people become a part of virtual teams.

How can virtual teams be just as productive as teams that work in the same location? Only few organizations have found a satisfactory answer to this question. Peter Ivanov shows how virtual teams can both deliver excellent performance and change the world when they are not regarded as a problem but as an opportunity and an asset.

By means of a thrilling and nigh realistic story from an earthquake region in which a team from around the world build new and earthquake-proof buildings, the author shows how “unstoppable power teams” function in the field. After each part of the narrative there are concrete methods and tips. Top experts share their insights in exclusive interviews and a “virtual” discussion round. Brief, pithy case studies of real virtual teams round the concept off

- **Technology and tools are not the focus but people and relationships**
- **Inspiration for a new world of economy, visionary and optimistic**
- **The thrillingly told story allows for an emotional approach to the topic**
- **Interviews with other experts introduce multiple perspectives**



Peter Ivanov
Everyone is A Star
 From Virtual Teams
 to Unstoppable Power Teams
 220 pages
 ISBN: 978-3-86936-752-1

Let's **Make Things Easy** Again



The average Microsoft Word or Excel user is likely to use, on a regular basis, less than 10 percent of all the functions the program offers. Over the past ten years, market researcher A. T. Kearny has identified an increase of more than 20 percent in products in department stores.

Competition means that products are puffed up with additional functions and features. Services are extended and offered in many different variants. This complexity results in a high expenditure of time, increased error proneness and leads to more customer queries and complaints.

However, customers love simple products and services.

Simple business processes make life easier. This book introduces five simplification principles and fourteen strategies. Each principle comprises two to three strategies. What can be done in concrete terms to simplify an existing process, product, service, or business model?



Bruegger, Hartschen, Scherer
Simplicity for Business Success
 Strategies for simple products,
 services and processes
 280 pages
 Illustrations
 ISBN: 978-3-86936-761-3

A successful day, a successful life

Again and again in our daily lives, we find ourselves in situations in which it would be easy to fly off the handle – but we don't have to! We always have the ability to choose how we react to a situation.

The key to this? Mindfulness. Learn about the most important elements of mindfulness and how you can apply it practically in any life situation you encounter. With the help of a self-test, basic skills and exercises, you'll train your inner observer and increase the level of balance in your day-to-day life.



Katharina Maehrlein
Mindfulness Made Practical
How to keep your head, not lose it
140 pages
ISBN: 978-3-86936-759-0

The future of presentation design: Speech Pad

“Speech Pad!” is a hands-on guide for those who want to persuade.

Rather than reciting from PowerPoint, this book is designed to encourage others to develop an enduring public speaking concept for persuading and enthusing their audience. Thanks to this concept – and his focus on the essential steps listed in the “Speech Pad!” tool - speakers can prepare optimally, present themselves confidently and inspire their audience.



Patrick Nini
Speech Pad: How Good Presenting Has Changed ... and how you can learn and practise it
320 pages
ISBN: 978-3-86936-754-5

The four NEGOT stages of flexible negotiating

Entrepreneurs and executives usually adopt one of two attitudes towards negotiations: Either they cooperate and work with the other party to develop joint solutions, or they view it as a competitive situation; one in which the other party is an "opponent" to be defeated.

COOPETITION means to practise cooperative and competitive negotiation at the same time, an approach that allows negotiations to be actively steered in the right direction.



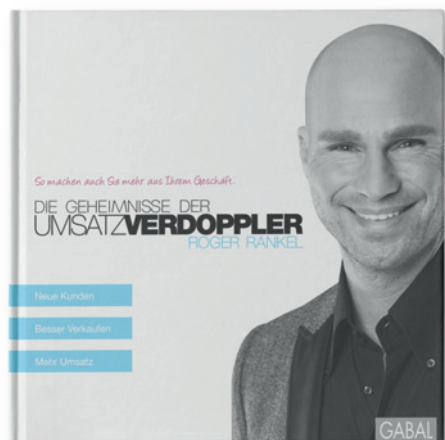
Jutta Portner
COOPETITION
How you can cooperate flexibly AND fight your corner in negotiations
320 pages
ISBN: 978-3-86936-755-2

"Probably the best book out there on sales & marketing"

Marketing professional Roger Rankel gives a glimpse into the world of the sales genius and reveals the secrets of the best among the best.

In "The Secrets to Doubling Your Turnover", he ignites a colourful firework of ideas, tried-and-tested strategies, unexpected tips and best practice examples.

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



Roger Rankel
The Secrets to Doubling Your Profits
How you, too, can make more of your business
192 pages
ISBN: 978-3-86936-748-4

Business as usual is no more!

In these times of increasingly intensive change, we as individuals are faced with a fundamental decision: do we actively change and keep pace, or do we vanish into insignificance?

It has never been so easy to be successful. In 77 and 1/7 chapters, "Let's talk about change, baby!" presents the reader with inspirational viewpoints, emboldening arguments and challenging ideas not only for surviving in the markets of tomorrow, but for achieving individual success.

Successful leadership requires successful self-management

This book is the first and only guidebook conceived specifically for entrepreneurs!

After reading, you'll be fully acquainted with central aspects of the approach – meaning that in the future, more employees will lead not to more stress, but to more freedom. The book focuses on the personality of the entrepreneur and offers coaching on a comprehensive range of issues, right up to the topic of health/performance.



Ilja Grzeskowitz

Let's talk about change, baby!
A motivational manifesto for entrepreneurs and lateral thinkers – and all those who aspire to become one

184 pages

978-3-86936-758-3



Stefan Merath

Leadership for Entrepreneurs
The Path to Self-Determination and Freedom

500 pages

978-3-86936-751-4

How to get your working days back under control

A lively, practical and concise entrepreneur's handbook - perfect for a young (and young-at-heart) audience with little time to spare.

This book presents insights and findings to enable a change in the nature of your (company) leadership as well as providing tools and concrete measures to quickly restore your day-to-day business operations to full working order. The author provides practical and easy-to-implement suggestions for reimagining key areas of management.



Marc Schmidt
Change, Not Chagrin
The Anti-Frustration Program
for Entrepreneurs and Bosses
200 pages
978-3-86936-753-8

Find and keep the right employees for your business

In the age of digital transformation, the role of the employee has taken on a new significance – and it's become a key success factor for companies seeking to win over the best.

Employees now decide when to work, where to work and how much to work. That's why today, it's more important than ever to develop a contemporary strategy for winning and retaining employees. To this end, the book develops a system for recognising and attracting the right employees.



Barbara Geffroy
Edgar Geffroy
The New Power of the Employee
How to attract, inspire and retain employees
200 pages
978-3-86936-756-9

“Your Next Big Thing has the potential to become 2016’s business bible.”

Die Ratgeber

Whether you want to realize an ingenious business idea, host a cool event, develop a new app or even become a surfing instructor – this book helps you to see opportunities, ideas and potential, where others only find problems and obstacles. The book provides countless ideas for getting your next big project underway.

Your Next Big Thing takes you by the hand on a journey through 60 killer-applications that will allow you to produce remarkable ideas, acquire completely unexpected skills and will most importantly create the foundation for your best possible life, full of adventure and inner fulfillment.

“Mockridge’s book ‘Your Next Big Thing’ is a overflowing piñata that’s packed to the brim with surprises – yet at the same time is 100% serious and relevant to everyday practice. A must-read for anyone who wants to be more than a 9-5 employee.” **Managamentbuch.de**

“For those who dream of building something unique, coming up with an idea and simply taking the plunge, Matthew Mockridge’s ‘Your Next Big Thing’ is an indispensable tool.” **Emotion**



Matthew Mockridge
YOUR NEXT BIG THING
Creating BIG Ideas From Scratch
240 Pages
ISBN 978-3-86936-692-0

The Lost Art of Concentration

"The book teaches us how we can free ourselves from the distractions and the constant availability through the new media and reach a new mental freedom and greater efficiency in the job and in our private lives." **Die Ratgeber**

"There could not be a more suitable reading for all those who are constantly interrupted. When and where did our ability to concentrate get lost, what are the consequences to a lack of self-control, and how we can regain the art of focus, describes Münchhausen brilliantly and vividly by means of many tips in his book 'Concentration – how to relearn the art of focus'". **Handelsblatt**

- According to a survey by the Gallup Institute, the US domestic economy alone loses more than **500 billion US dollars** every year as a result of interruptions at work.
- A recent study from Great Britain found that 85% of all employees in large companies reply to emails within two minutes – **70% within six seconds!**

The ability to concentrate is a key qualification in the modern working world; a decisive factor for our success and efficiency. But how can it actually be achieved? In his new book, Marco von Münchhausen teaches readers how to escape the minefield of constant distraction and demonstrates clearly how we can focus better in our day-to-day lives.



Marco von Münchhausen
Concentration
How to Relearn the Art of Focus
184 pages
978-3-86936-719-4

"'Concentration' by Marco von Münchhausen is an important book on an often neglected topic. It reminds us that excellence, but also the joy of doing, is not possible without the ability to focus. Marco von Münchhausen shows us how we can easily (re-)train this ability." **Berufsbilder**

15–20% of the population
is **highly sensitive** –
undeniably a significant
minority

To be strong despite being highly sensitive – this is a wish for many highly sensitive people who experience their high sensitivity as a burden.

Discover and identify your own high sensitivity and accept yourself with all the challenges and strengths. Reflect on and process your experiences with the help of authentic stories for different situations in life. Get up and use resources, strategies, and concepts that make you strong, and integrate them into your everyday life. The aim: living a sensitive and strong life.



Kathrin Sohst
The Power of High Sensitivity
Take Advantage of Your Strengths
220 pages, Hardcover
ISBN: 978-3-86936-688-3

"Many of those affected by high sensitivity feel overwhelmed by their higher-than-average levels of emotion. Kathrin Sohst shows why – contrary to popular belief – high sensitivity is not a weak point, but a strength. Her book aims to give highly sensitive people the courage to 'stand by' their sensitivity and to approach their presumed weakness as a positive thing." **Buchjournal**

"The faster and more efficiency-oriented our society becomes, the more significant the topic of high sensitivity. Author Kathrin Sohst explains what it means to be highly sensitive, how people deal with the issue of high sensitivity and how she learned to perceive and live her high sensitivity as a strength." **Berufebilder**



Practical inspiration for a more **self-confident life**



What do confident people do differently than others? Why do some people trust in themselves to do anything, while others hardly anything at all? How can we succeed in achieving greater self-confidence, and how long does this process take?

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.

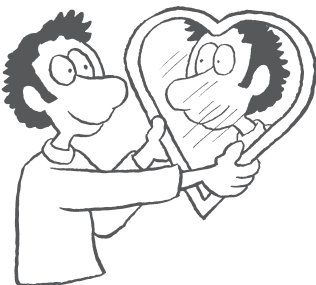
- **Practical inspiration for a more self-confident life**
- **Numerous exercises to help you put advice directly into practice**
- **No superficial, one-size-fits-all recipes for success**



Steffen Ritter

Self-Confidence

Why others have it –
and how you can get it, too
216 pages
ISBN: 978-3-86936-724-8



"Steffen Ritter breaks down the qualities of self-confident people and divides the book into three inherently interwoven parts: self-worth, self-trust and self-love. This allows the reader to peek behind the scenes of self-confidence and learn about the milestones one encounters on one's way to a more self-confident life. In addition, the author provides helpful ideas for immediate action. The humorous illustrations by Werner Tiki Küstenmacher make reading this book a real treat." **Businessbestseller**

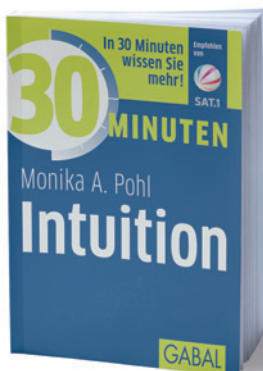
Sound expertise summed up in a **practice-oriented** and **easy-to-understand** format

Our gut feeling plays a decisive role in our lives.

In this guide, you'll learn about the link between intuition and self-determination and how it strengthens your image in the eyes of others while simultaneously promoting your mental and physical health. With the help of practical exercises, you'll learn to listen to your gut feeling, interpret it correctly and make the right decisions for your life.

Comfort is an illusion; improvisation is an art, not an emergency last resort.

Spontaneity and flexibility are among the two most frequently used terms in job and personal ads. In this guide, you'll learn how to use spontaneity and courage to free yourself from dicey situations, accept your mistakes and live openly by being attentive to the here and now. Live a culture of error and allow creative solutions to flourish.



Monika A. Pohl
30 Minutes to Intuition
96 pages
978-3-86936-768-2



Ralf Schmitt
30 Minutes to Spontaneity
96 pages
978-3-86936-767-5

**More than
5 Mio copies sold
in 15 languages:
Our 30-Minute-
Series**

GABAL Rights List Spring 2017

The books give you the tools to gain key competencies in a special field at an advanced rate – and leave you with skills you can keep on using.

Failures happen – every hour, of every day, to everyone. When we learn, research, practise creativity or strive for high performance, failure is not a mistake, but a driver of discovery and progress.

This book is an aid to all those who seek to overcome their reluctance for failure and defeat and learn how to fail smartly. It contains a “fail-forward” strategy to guide you on the path towards personal growth, from self-forgiveness to a healthy error culture.

Self-esteem can be thought of as our “mental immune system”: It determines how we see ourselves, what we think about ourselves and how well we can draw on our skills and abilities.

By knowing our own worth, we can better access our internal motivational drive and are more likely to achieve our goals and reduce our dependence on external validation. In short, people with high self-esteem usually live healthier, more self-assured and self-aware lives.



Felix Maria Arnet
30 Minutes to Failing Smartly
96 pages
978-3-86936-766-8



Sebastian Mauritz
30 Minutes to Self-Worth
96 pages
978-3-86936-769-9

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