

[Book] The Unwritten Laws Of Business

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The Unwritten Laws of Engineering-W.J. King

2016-12-09 Some years ago the author became very much impressed with the fact, which can be observed in any engineering organization, that the chief obstacles to the success of individual engineers or of the group comprising a unit were of a personal and administrative rather than a technical

nature. It was apparent that both the author and his associates were getting into much more trouble by violating the unwritten laws of professional conduct than by committing technical sins against the well-documented laws of science. Since the former appeared to be indeed unwritten at that time, as regards any adequate and convenient text, the following "laws" were originally formulated and collected into

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a sort of scrapbook, to provide a set of "house rules," or a professional code, for a design-engineering section of a large manufacturing organization. Although they are admittedly fragmentary and incomplete, they are offered here for whatever they may be worth to younger men just starting their careers, and to older men who know these things perfectly well but who all too often fail to apply them in practice. Just a few points should be emphasized: None of these "laws" is theoretical or imaginary, and however obvious and trite they may appear, their repeated violation is responsible for much of the frustration and embarrassment to which engineers everywhere are liable. In fact this paper is primarily a record, derived from direct observation over a period of seventeen years, of the experience of four engineering departments, three of them newly organized and struggling to establish themselves by the trial-and-error method. It has, however, been supplemented and confirmed by the experience of others as gathered from

numerous discussions, lectures, and the literature, so that it most emphatically does not reflect the unique experience or characteristics of any one organization. Furthermore, many of these rules are generalizations to which exceptions will occur in special circumstances. There is no thought of urging a slavish adherence to rules and red tape, for there is no substitute for judgment, and at times vigorous individual initiative is needed to cut through formalities in an emergency. But in many respects these laws are like the basic laws of society; they cannot be violated too often with impunity, notwithstanding striking exceptions in individual cases.

The Unwritten Laws of Business-James G. Skakoon
2014 This hidden gem was first published 60 years ago but was known only to a lucky few until it resurfaced in 2005 - when 300,000 requests were made for a CEO's personalised version. In the summer of 2005, Business 2.0 published a cover story on a self-published management

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pamphlet by the CEO of American aerospace contractor Raytheon. Lauded by chief executives including Jack Welch and Warren Buffett ('one of the best books I've seen') it became a phenomenon, and more than 300,000 people wrote in to ask for a copy. But much of the pamphlet drew on a book from 1944 - which Profile reissued, updated as The Unwritten Laws of Business in 2007. Filled with sage advice and written in a clear, engaging style, it offers insights on relating to colleagues and outsiders, the laws of character and personality, personal development, and much, much more - all of which has stood the test of time. Refreshingly free of the latest business jargon, The Unwritten Laws of Business is wise, ethical and insightful, capturing and distilling the timeless truths and principles that underlie management and business the world over.

The Unwritten Laws of Business-W. J. King
2019-12-05 Every once in awhile, there is a book with a

message so timeless, so universal, that it transcends generations. The Unwritten Laws of Business is such a book. Originally published over 60 years ago as The Unwritten Laws of Engineering, it has sold over 100,000 copies, despite the fact that it has never been available before to general readers. Fully revised for business readers today, here are but a few of the gems you'll find in this little-known business classic: If you take care of your present job well, the future will take care of itself. The individual who says nothing is usually credited with having nothing to say. Whenever you are performing someone else's function, you are probably neglecting your own. Martyrdom only rarely makes heroes, and in the business world, such heroes and martyrs often find themselves unemployed.

The Unwritten Laws of Finance and Investment-
Robert Cole 2011-02-24 While most financial and investment advice focuses on recent trends, or encourages consumers to buy a favoured

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product, this book breaks the mould, offering eternal wisdom that draws on years of expensive failures and enviable successes. Following on from the success of James Skakoon's *The Unwritten Laws of Business* (27,000 copies sold to date), this approachable but thoughtful gem brings together these useful lessons for the first time. Covering everything from reminders of the simplest of truths - 'Patience is a virtue' and 'Better safe than sorry' - to the more troublesome - 'Inflation is the stealthiest of enemies' and 'Guarantees are rarely guaranteed' - each law is presented in an accessible, easily digestible manner, and illustrated with examples. This is essential reading for savers and investors, novices and old hands - and these laws are applicable all around the world.

Unwritten Rules. What Women Need To Know About Leading In Today's Organizations-

The Unspoken Rules-Gorick Ng 2021-04-27 A Wall Street Journal Bestseller "...this guide provides readers with much more than just early careers advice; it can help everyone from interns to CEOs." — a Financial Times top title *You've landed a job*. Now what? No one tells you how to navigate your first day in a new role. No one tells you how to take ownership, manage expectations, or handle workplace politics. No one tells you how to get promoted. The answers to these professional unknowns lie in the unspoken rules—the certain ways of doing things that managers expect but don't explain and that top performers do but don't realize. The problem is, these rules aren't taught in school. Instead, they get passed down over dinner or from mentor to mentee, making for an unlevel playing field, with the insiders getting ahead and the outsiders stumbling along through trial and error. Until now. In this practical guide, Gorick Ng, a first-generation college student and Harvard career adviser, demystifies the unspoken rules of work. Ng distills the wisdom he has

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gathered from over five hundred interviews with professionals across industries and job types about the biggest mistakes people make at work. Loaded with frameworks, checklists, and talking points, the book provides concrete strategies you can apply immediately to your own situation and will help you navigate inevitable questions, such as: How do I manage my time in the face of conflicting priorities? How do I build relationships when I'm working remotely? How do I ask for help without looking incompetent or lazy? The Unspoken Rules is the only book you need to perform your best, stand out from your peers, and set yourself up for a fulfilling career.

The Elements of Mechanical Design-James G. Skakoon 2008-01-01 From one of the authors of The Unwritten Laws of Engineering and The Unwritten Laws of Business, this concise and readable book is an excellent primer or refresher for any professional interested in the basic principles and practices of

good mechanical design. In this handy and unique volume the author uses his own experience, along with input from other expert designers, to explicitly state design principles and practices. Readers will not have to discover these principles on their own and will be able to apply these fundamental concepts throughout their designs.

Ranking-Péter Érdi 2019-09-23 Human beings are competitive. We want to know who is the strongest, who is the richest, and who is the cleverest of all. Some situations, like ranking people based on height, can be ranked in objective ways. However, many "Top Ten" lists are based on subjective categorization and give only the illusion of objectivity. In fact, we don't always want to be seen objectively since we don't mind having a better image or rank than deserved. Ranking: The Unwritten Rules of the Social Game We All Play applies scientific theories to everyday experience by raising and answering questions like: Are college

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ranking lists objective? How do we rank and rate countries based on their fragility, level of corruption, or even happiness? How do we find the most relevant web pages? How are employees ranked? This book is for people who have a neighbor with a fancier car; employees, who are being ranked by their supervisors; managers, who are involved in ranking but may have qualms about the process; businesspeople interested in creating better visibility for their companies; scientists, writers, artists, and other competitors who would like to see themselves at the top of a success list; or college students who are just preparing to enter a new phase of social competition. Readers will engage in an intellectual adventure to better understand the difficulties of navigating between objectivity and subjectivity and to better identify and modify their place in real and virtual communities by combining human and computational intelligence.

The Rule of Unwritten

the-unwritten-laws-of-business

International Law-Peter G. Staubach 2018-04-17 This book seeks to re-appreciate the concept of customary international law as a form of spontaneous societal self-organisation, and to develop the methodological consequences that ensue from this conception for the practice of its application. In pursuing this aim, the author draws from three different strands of scholarship that have not yet been considered in connection with one another: First, general jurisprudential theories of customary law; second, theories of customary international law, especially as they relate to international relations scholarship; and third, methodological approaches to the interpretation of international law. This expansive, philosophical layout of the book enables the author to put the conceptual enigmas of customary international law into a broader perspective. Among the issues discussed in the book are the dichotomy of its traditional and modern forms and the respective benefits and disadvantages of inductive and deductive

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approaches to its ascertainment. In the course of this analysis, the author draws insights from Friedrich August Hayek's theory of law as a 'spontaneous order', an information-processing device which enables the participants of a legal system to make use of decentralised knowledge. The book argues that the major advantage of custom as a source of international law lies in the fact that it is the result of a gradual process of trial and error, rather than the product of deliberate planning. This makes it a particularly apposite source of law in a time of seismic shifts in the distribution of power within a vastly diverse community of States, when a new global order is expected to emerge, the contours of which are not yet clearly discernible. This book applies general concepts of legal philosophy to explain the continuing relevance of custom as a source of international law while at the same time inferring from this theoretical framework concrete practical and methodological consequences, the most important of which is the special role that purposive

interpretation plays with respect to rules of international custom. Given this broad approach, the book will be of interest to several groups of potential readers including academics interested in the philosophy of customary law in general, academic international lawyers and legal practitioners, especially judges, scholars of international relations and all those interested in how the international community of States organises itself.

The Unwritten Rules of Polygyny-Judah Yisrael

2021-11-10 As an open Polygynous, I'm going to give you a crash course on Polygyny itself and it's benefits. I will also provide you with advice on the practices and culture and reveal inside secrets of Polygyny on how you could obtain polygyny in today's time. I'm going to show the unwritten rules of polygyny, also known as principles to polygyny.

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The Unwritten Rules of Social Relationships-Temple

Grandin 2005 The authors share what they have learned about social relationships over the course of years struggling with the effects of autism, identifying Ten Unwritten Rules as general guidelines for handling social situations.

The Unwritten Law in Albania-Margaret Hasluck

2015-12-03 Originally published posthumously in 1954, this book presents a study of the unwritten law of the Albanian mountain tribes by the renowned Scottish anthropologist, classical scholar and ethnographer Margaret Hasluck (1885-1948). In recording the legal aspects of tribal life, Hasluck also provides detailed information on the everyday existence of the tribes. Four chapters are given to the vendetta system, describing minutely the obligations of vengeance, the manner of conducting a feud, the degrees of expiation and the ways of ending. Other chapters give information about the daily life of the

household; the laws governing the division of property; the administrative hierarchy; oaths, verdicts and penalties; theft and murder. This book will be of value to anyone with an interest in the writings of Hasluck, anthropology and the Albanian mountain tribes.

International Business Law and Its Environment-

Richard Schaffer 2011-03-21 INTERNATIONAL BUSINESS LAW AND ITS ENVIRONMENT, 8e, International Edition centers on the basic market-entry strategies most firms deploy as they expand into international markets: trade in goods and services, protecting and licensing intellectual property, and foreign direct investment. Interweaving the law with ethics-related issues, the text shows how individual firms manage these strategies in different ways while discussing the latest political, economic, and legal developments around the world. Helpful features such as case examples, end-of-chapter questions, and ethics activities help solidify your

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understanding of the material.

The Restaurant Code-Chris Hill 2018-11-09 "If you were to squeeze my head, attempting to extract all of the knowledge and experience I've gained over the last fifteen years in the world of restaurants - the good, the bad & the humorous - it's all right here. There's nothing I know to be more true about the hospitality industry and it's all articulated in the pages of this book..." - CHRIS HILL I wrote this book for every restaurant that's trying to do the right thing, and for the workers who occupy their kitchens and dining rooms every day. My hope is that you'll find some with whom you'd like to share a copy. The Hospitality Industry certainly isn't for everyone. But, for those with sufficient grit, a resilient attitude and enough screw looses to make a career out of it - I think you'll find that this fun, lighthearted and thought-provoking book is just what the doctor ordered. In this book, Chef Chris Hill draws from his many years of experience in the industry, as well as from lessons on the

road speaking, and from his nearly 150K fans on Facebook - he's on a mission to uncover the unwritten laws of the quirky, fickle industry where no two days are ever the same. Get a few laughs, cling to some nostalgia, draw some inspiration - it's all there for this insider's of the industry book - perfect for your coffee table, the kitchen, or at the bar after work over beers amongst friends.

The Library of the Unwritten-A. J. Hackwith 2019 Claire is head librarian of the Unwritten Wing--a neutral space in Hell where all the stories unfinished by their authors reside. Her job includes keeping an eye on restless stories that risk materializing as characters and escaping the Library. When a hero escapes, Claire must capture him. him.

How to Become CEO-Jeffrey J. Fox 2001-09-01 Now Updated and with New Success Tips for Everyone, at Any Level! Vision, persistence, integrity, and

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respect for everyone in the workplace--these are all qualities of successful leaders. But Jeffrey J. Fox, the founder of a marketing consulting company, also gives these tips: never write a nasty memo, skip all office parties, and overpay your people. These are a few of his key ways to climb the corporate ladder.

The Unwritten Laws of Life-

Hugh Rawson 2008 Unwritten Laws is a wonderfully entertaining treasury of more than 500 rules, axioms and insights, each associated with a particular individual. None of the laws appears on the Statute Book, yet they shape human affairs more profoundly than any Act of Parliament or by-law. As Catt's Law states: No written law has ever been more binding than

The Unwritten Rules of

PhD Research-Marian Petre 2010-01-01 This title, from Gordon Rugg and Marian Petre, discusses the unwritten rules of the academic world, the things people forget to tell

you about doing a doctorate.

The Business of

Engineering-Matthew K Loos 2019-08-15 In The Business of Engineering, consulting engineer Matthew Loos describes the unique parallels between business and engineering strategies. Loos, an engineering leader in a fast-paced industry, explains how the strategies utilized by both titans of business and engineering greats are not all that different. Using stories, humor, and dozens of practical tips, he provides an avenue through which engineering professionals and entrepreneurs can learn valuable techniques from these seemingly different professions. In this book you'll discover: How engineers can utilize business techniques to increase their career potential Ways to analyze business problems like an engineer How to unleash your full potential by integrating the strengths of these two seemingly contrasting professions Problem solving is the key to success in both engineering and business. If you are either an

entrepreneur looking for a unique approach to business or an engineer searching for a way to advance your career, this book is for you.

Sales Excellence-Christian Homburg 2012-10-24 This book presents a very novel and strategic approach to Sales Management, an area that has suffered from a lack of sophistication in practice. This content-rich and thought-provoking book has a very unique positioning: It considers the sales performance of an organization at a very high, strategic level and offers specific guidance in managing not just a few direct reports but an entire organization's sales function. The book includes many useful tools and guidelines and is enhanced with numerous examples that help bring the concepts to life and make them very approachable for the trade market. A checklist-based scoring system that is utilized throughout the book allows readers to specifically evaluate their own company as well as to track its progress as concepts are applied over

time. This work is an essential resource and thought-provoking read for ambitious Sales Managers, including CEO-level executives.

The Code-Ross Bernstein 2009 Explains the unwritten rules and the code of conduct that professional football players in the United States are bound to follow, covering rules about sportsmanship, retaliation, and intimidation, and discussing memorable violations of the unwritten rules about trash-talking, brawling, sign-stealing, and more.

PIMPOLOGY-PIMPIN' KEN 2012-12-11 The pimp has reached nearly mythical status. We are fascinated by the question of how a guy from the ghetto with no startup capital and no credit -- nothing but the words out of his mouth -- comes not only to have a stable of sexy women who consider him "their man," but to drive a Rolls, sport diamonds, and wear custom suits and alligator shoes from Italy. His secret is to follow the "unwritten rules of the

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game" -- a set of regulations handed down orally from older, wiser macks -- which give him superhuman powers of charm, psychological manipulation, and persuasion. In Pimpology, star of the documentaries Pimps Up, Ho's Down and American Pimp and Annual Players Ball Mack of the Year winner Ken Ivy pulls a square's coat on the unwritten rules that took him from the ghetto streets to the executive suites. Ken's lessons will serve any person in any interaction: Whether at work, in relationships, or among friends, somebody's got to be on top. To be the one with the upper hand, you've got to have good game, and good game starts with knowing the rules. If you want the money, power, and respect you dream of, you can't just "pimp your ride," you need to pimp your whole life. And unless you've seen Ray Charles leading Stevie Wonder somewhere, you need Ken's guidelines to do it. They'll reach out and touch you like AT&T and bring good things to life like GE. Then you can be the boss with the hot sauce who gets it all like Monty Hall

Dress Codes-Richard Thompson Ford 2022-01-18 A "sharp and entertaining" (The Wall Street Journal) exploration of fashion through the ages that asks what our clothing reveals about ourselves and our society. Dress codes are as old as clothing itself. For centuries, clothing has been a wearable status symbol; fashion, a weapon in struggles for social change; and dress codes, a way to maintain political control. Merchants dressing like princes and butchers' wives wearing gem-encrusted crowns were public enemies in medieval societies structured by social hierarchy and defined by spectacle. In Tudor England, silk, velvet, and fur were reserved for the nobility, and ballooning pants called "trunk hose" could be considered a menace to good order. The Renaissance-era Florentine patriarch Cosimo de Medici captured the power of fashion and dress codes when he remarked, "One can make a gentleman from two yards of red cloth." Dress codes evolved along with the social and political ideals of the day, but they always

reflected struggles for power and status. In the 1700s, South Carolina's "Negro Act" made it illegal for Black people to dress "above their condition." In the 1920s, the bobbed hair and form-fitting dresses worn by free-spirited flappers were banned in workplaces throughout the United States, and in the 1940s, the baggy zoot suits favored by Black and Latino men caused riots in cities from coast to coast. Even in today's more informal world, dress codes still determine what we wear, when we wear it—and what our clothing means. People lose their jobs for wearing braided hair, long fingernails, large earrings, beards, and tattoos or refusing to wear a suit and tie or make-up and high heels. In some cities, wearing sagging pants is a crime. And even when there are no written rules, implicit dress codes still influence opportunities and social mobility. Silicon Valley CEOs wear t-shirts and flip-flops, setting the tone for an entire industry: women wearing fashionable dresses or high heels face ridicule in the tech world, and some venture capitalists refuse to

invest in any company run by someone wearing a suit. In *Dress Codes*, law professor and cultural critic Richard Thompson Ford presents a "deeply informative and entertaining" (The New York Times Book Review) history of the laws of fashion from the middle ages to the present day, a walk down history's red carpet to uncover and examine the canons, mores, and customs of clothing—rules that we often take for granted. After reading *Dress Codes*, you'll never think of fashion as superficial again—and getting dressed will never be the same.

Hardball for Women-Pat Heim 2015-03-31 The bestselling guide fully updated for the post-Lean In era For nearly two decades, *Hardball for Women* has shown women how to get ahead in the business world. Whether the arena is a law firm, a medical group, a tech company, or any other work environment, *Hardball for Women* decodes male business culture and shows women how to break patterns

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of behavior that put them at a disadvantage. It explains how to get results when you “lean in” without being thrown off balance. Illustrated with real-life examples

Hardball for Women teaches women how to: Successfully navigate middle management to become a leader in your field Be assertive without being obnoxious Display confidence Engage in smart self-promotion Lead both men and women—and recognize the differences between them Use “power talk” language to your advantage

The Rules of Management-
Richard Templar 2005

The Naming Book-Brad Flowers 2020-03-17 NAME YOUR BUSINESS. TELL YOUR STORY. Advertising and marketing masters from Ogilvy to Godin have proven the value of words when it comes to building a brand, attracting an audience, and making a sale. In our increasingly crowded and noisy world, a name is the foundation of every product, brand, or business—and it

needs to stand out. In **The Naming Book**, Bullhorn Creative founder and partner Brad Flowers presents a clear framework for crafting and choosing the name that sticks. With a five-step blueprint that takes you from brainstorming to trademarking, this book is the ultimate guidebook to naming anything. You’ll learn how to: Set clear goals for your name and brand before you start Craft a brainstorming list based on your business mission Build a brand unique to you by creating your own word Find the balance between “cool” and clear Narrow down your list of names with five easy tests

Unwritten Laws-Hugh Rawson 1998-08-01 Gathers rules, strategies, and quips for living associated with particular people, such as "Hobson's Choice," "Murphy's Law," and "The Peter Principle"

Unwritten Rules-Elijah Greenwood 2018-08-30 "Don't talk back, don't get in his way, and whatever you do, never,

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ever look him in the eyes." When Winter Kingston has to move to America to live with her aunt and cousins, she has no idea that her life is about to become a whole lot more... complicated. Her plan is simple: get good grades, stay out of trouble, and somehow find a way to get through her senior year. Finding out that her cousin takes part in illegal street fights at night is not part of the plan. Nor is getting thrown into a world of crime and danger. Enter Haze Adams-notorious player, street fighter, and Winter's cousin's enemy. He has rules. When Winter breaks them without a second thought, Haze finds himself drawn to the only girl who doesn't fear or want him. He makes a deal. Whoever wins the next fight gets the girl. And Winter is not having it. One thing is certain: Haze Adams always gets what he wants. And this time... He wants her. Let the internet sensation with over 23,600,000 readers take you on a heartwrenching adventure of forbidden love and suspense.

The Business of Creativity-

Keith Granet 2016-12-06 Long known as the go-to management consultant of the design world, Keith Granet reveals more of his clear-eyed insights about running a creative business in this follow-up to his book *The Business of Design*. While aimed at creative enterprises, Granet's advice, quickly summarized as "know what you do best and focus on that," applies to any organization, small or large, commercial or nonprofit. He delves into the skill sets and people needed to grow a business, as well as the things you don't need (bad clients, bad employees, negative energy), in an engaging and easy-to-implement manner. His shrewd understanding, gleaned from decades of consulting for brands like Harrods, Pantone, John Varvatos, and Urban Archeology, makes this essential reading for anyone managing a business or thinking of starting one.

Masonic Jurisprudence-
Roscoe Pound 2013-10 This is a new release of the original 1946 edition.

Our Father's House-Daniel March 1870 A publisher's dummy used for subscription sales of March's work. Selected pages of the text and 12 engraved plates are included. Two bindings are offered: green cloth and morocco, with examples of each displayed in the book's inside front and back covers. One page of subscribers' names and addresses appear in the back of the book.

The Unwritten Laws of Engineering-W. J. King (professor.) 2001 This fully revised and updated edition of the 1944 classic serves as a crucial compilation of "house rules", or as a professional code. It addresses three areas: what the beginner needs to learn at once; "laws" relating chiefly to engineering executives; and purely personal considerations for engineers. Packed with contemporary examples, this new volume is a must for anyone entering the engineering field or for practicing engineers who are

interested in improving their professional effectiveness.

Attracting Perfect Customers-Stacey Hall 2001 Attracting Perfect Customers leads readers through a transformation as they learn that it is no longer productive or profitable to conduct business using warlike marketing techniques such as "targeting" customers and "outmaneuvering" the competition. In fact, these techniques seem both outdated and labor-intensive when compared to the Strategic Synchronicity process, which requires just five minutes of planning each day. Strategic Synchronicity is based on nine principles that are not new but are often neglected in today's business world. Among them are the ideas that businesses don't need to search for customers if they are "on purpose"; that collaboration, not competition, is required; and that businesses create their own "clients from hell".

How Democracies Die-

Steven Levitsky 2018 Fateful alliances -- Gatekeeping in America -- The great Republican abdication -- Subverting democracy -- The guardrails of democracy -- The unwritten rules of American politics -- The unraveling -- Trump against the guardrails -- Saving democracy

Mob Rules-Louis Ferrante 2011-06-02 The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business. As an associate of the Gambino family, Ferrante relied on his instincts to pull off some of the biggest heists in U.S. history. By the age of twenty-one, he had netted millions of dollars for his employers. His natural talent for management led Mafia bosses to rely on him. After being arrested and serving an eight-and-a-half-year prison

sentence, Ferrante went straight. He realized that the Mob's most valuable business lessons would allow him to survive and thrive in the real world. Now he offers eighty-eight time-tested Mafia strategies, including: * Go get your own coffee!: Respecting the chain of command without being a sucker. * The walls have ears: Never bad-mouth the boss. * Is this phone tapped?: Watch what you say every day. * How to bury the hatchet-but not in someone's head. * Don't split yourself in half: The wrong decision is better than none at all. * Don't build Yankee stadium, just supply the concrete: Spotting new rackets. * Leave the gun, take the cannolis...and beware of hubris. Ferrante brings his real-life experiences to the book, offering fascinating advice that really works and sharing behind-the-scenes episodes almost as outrageous as those occurring on Wall Street every day.

Forbidden Wars-Theodore Caplow 2007 Forbidden Wars proposes to explain why no nuclear weapon has been fired in anger since 1945, why

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no nuclear weapon has ever been detonated by accident, why terrorists have made no serious attempt to acquire nuclear weapons, and why the Cold War between the United States and the Soviet Union never broke out into a real war. All of these remarkable non-events flow from a set of unwritten but compelling rules for war-making that appeared spontaneously after the atomic bombing of Hiroshima and Nagasaki-along with a taboo against any further use of nuclear weapons-which have so far been universally respected. The most important effect of these rules is that every nation with a nuclear arsenal is virtually immune to attack by the armed forces of any other nation. The same rules seem to explain the global spread of insurgencies and the successes and failures of the non-proliferation regime. These developments are not the result of a conventional understanding of nuclear deterrence, but instead are based on the well-documented history of armed conflict in the world during the past sixty years. Forbidden Wars presents a unique insight that

casts new light on America's foreign policy.

The Unwritten Laws of Business-

Mackey's Jurisprudence of Freemasonry-Albert G. Mackey 1953

The Peter Principle-RAYMOND. HULL HULL (RAYMOND. PETER, DR LAURENCE J.) 2020-10 In a hierarchy, every employee rises to the level of their own incompetence. This simple maxim, defined by this classic book over 40 years ago, has become a beacon of truth in the world of work. From the civil service to multinational companies to hospital management, it explains why things constantly go wrong: promotion up a hierarchy inevitably leads to over-promotion and incompetence. Through barbed anecdotes and wry humour the authors define the problem and show how anyone, whether at the top or bottom of the career ladder, can avoid its pitfalls.

Or, indeed, avoid promotion entirely!

The Lex Mercatoria in Theory and Practice-Orsolya Toth 2014-03 This new book provides the most thorough analysis of the 'law merchant'

analysing and clarifying current thinking and including a formula to recognise and apply a rule of the lex mercatoria in practice.