

## Seven Seconds Or Less

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*Seven Seconds Or Less*

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### **FAULKNER HINES**

*You've Got 8 Seconds* Vintage

Seven Seconds or Less is a book about applied intuition for mergers and partnerships, human resource management, new product development, and other important aspects of business. Companies and leaders have relied on intuition or “gut feeling” since the beginning of time. The proper use of intuition is a liberal art, not an occult one. This book demystifies the process of learning to use intuition on demand in the world of business. Through the use of intuitive techniques and qualified professionals, companies can have the benefit of hindsight now. They can find out in advance how actual or potential decisions play out in the future and adjust those decisions to avoid undesirable outcomes, while increasing desirable ones. The result is greater productivity, higher morale, lower costs, and better service! The techniques are lighthearted and fun, and yet the implications are significant. Decision making in seven seconds or less may signal a

new era in business development.

*Things Fall Apart* Balboa Press

Three distinct types of contractions perform colonic motility functions. Rhythmic phasic contractions (RPCs) cause slow net distal propulsion with extensive mixing/turning over. Infrequently occurring giant migrating contractions (GMCs) produce mass movements. Tonic contractions aid RPCs in their motor function. The spatiotemporal patterns of these contractions differ markedly. The amplitude and distance of propagation of a GMC are several-fold larger than those of an RPC. The enteric neurons and smooth muscle cells are the core regulators of all three types of contractions. The regulation of contractions by these mechanisms is modifiable by extrinsic factors: CNS, autonomic neurons, hormones, inflammatory mediators, and stress mediators. Only the GMCs produce descending inhibition, which accommodates the large bolus being propelled without increasing muscle tone. The strong compression of the colon wall generates afferent signals that are below nociceptive threshold in healthy subjects. However, these signals become nociceptive; if the amplitudes of GMCs increase, afferent nerves become

hypersensitive, or descending inhibition is impaired. The GMCs also provide the force for rapid propulsion of feces and descending inhibition to relax the internal anal sphincter during defecation. The dysregulation of GMCs is a major factor in colonic motility disorders: irritable bowel syndrome (IBS), inflammatory bowel disease (IBD), and diverticular disease (DD). Frequent mass movements by GMCs cause diarrhea in diarrhea predominant IBS, IBD, and DD, while a decrease in the frequency of GMCs causes constipation. The GMCs generate the afferent signals for intermittent short-lived episodes of abdominal cramping in these disorders. Epigenetic dysregulation due to adverse events in early life is one of the major factors in generating the symptoms of IBS in adulthood.

[How to Get Your Point Across in 30 Seconds Or Less](#) American Bar Association  
 NEW YORK TIMES BESTSELLER • Inspired by a major ESPN film series, this is an extraordinary oral history of basketball—its eye-opening untold history, its profound deeper meaning, its transformative influence on the world—as told through an unprecedented series of candid conversations with the game’s ultimate icons. This is the greatest love story never told. It has

passion and heartbreak, triumph and betrayal. It is deeply intimate yet crosses oceans, upends lives and changes nations. This is the true story of basketball. It is the story of a Canadian invention that took over America, and the world. Of a supposed “white man’s sport” that became a way for people of color, women, and immigrants to claim a new place in society. Of a game that demands everything of those who love it, yet gives so much back in return. To tell this story, acclaimed journalists Jackie MacMullan, Rafe Bartholomew and Dan Klores embarked on a groundbreaking mission to interview a staggering lineup of basketball trailblazers. For the first time hundreds of legends, from Kobe, LeBron and Steph Curry to Magic Johnson, Dr. J and Jerry West, spoke movingly about their greatest passion. Former NBA commissioner David Stern and iconic coaches like Phil Jackson and Coach K opened up like never before. Those who shattered glass ceilings, from Bill Russell and Yao Ming to Cheryl Miller and Lisa Leslie, explained what it really took to lay claim to their place in the game. At once a definitive oral history and something far more revelatory and life affirming, *Basketball: A Love Story* is the defining untold oral history of how basketball came to be, and what it means to those who love it.

*Who's Running the Asylum?* Harper Collins

"Through candor and comprehensiveness, Jackson writes a convincing revisionist take, in which he emerges as an excellent coach . . . highly readable . . . reflects Jackson's polymathy." —The New York Times Book Review "Part sports memoir, part New Age spirit quest, part pseudo-management tract . . . But the primary thing with Jackson—as with all the old bards, who were also known for repeating themselves—is the voice." —Sam Anderson, The New York Times Magazine A New York Times Bestseller The inside story of one of basketball's most legendary and game-changing figures During his storied career as head coach of the Chicago Bulls and Los Angeles Lakers, Phil Jackson won more championships than any coach in the history of professional sports. Even more important, he succeeded in never wavering from coaching his way, from a place of deep values. Jackson was tagged as the “Zen master” half in jest by sportswriters, but the nickname speaks to an important truth: this is a coach who inspired, not goaded; who led by awakening and challenging the better angels of his players' nature, not their egos, fear, or greed. This is the story of a preacher's kid from North Dakota who grew up to be one of the most innovative leaders of our time. In his quest to reinvent himself, Jackson explored everything from humanistic psychology and Native American philosophy to Zen meditation. In the process, he developed a new approach to leadership based on freedom, authenticity, and selfless teamwork that turned the hypercompetitive world of professional sports on its head. In *Eleven Rings*, Jackson candidly describes how he: • Learned the secrets of mindfulness and team chemistry while playing for the champion New York Knicks in the 1970s • Managed Michael Jordan, the greatest player in the world, and got him to embrace selflessness, even if it meant losing a scoring title • Forged successful teams out of players of varying abilities by getting them to trust one another and perform in sync • Inspired Dennis Rodman and other “uncoachable” personalities to devote themselves to something larger than themselves • Transformed Kobe Bryant from a rebellious teenager into a mature leader of a championship team. Eleven times, Jackson led his teams to the ultimate goal: the NBA championship—six times with the Chicago Bulls and five times with the Los Angeles Lakers. We all know the legendary stars on those teams, or think we do. What *Eleven Rings* shows us, however, is that when it comes to the most important lessons, we don't know very much at all. This book is full of revelations: about fascinating personalities and their drive to win; about the wellsprings of motivation and competition at the highest levels; and about what it takes to bring out the best in ourselves and others.

*Dream Team* Simon and Schuster

Write a killer CV and land your dream job. It takes an employer just seven seconds to save or reject a job applicant's CV. In this book, James Reed – chairman of REED, Britain's largest recruitment company – offers invaluable and specific advice on what employers want to see in the CVs they receive and how you can stand out from the crowd. Unlike other career development books, the honest advice presented here has been compiled from one-to-one interviews, surveys and countrywide workshops across REED's network of recruitment consultants. This book is an accessible and enjoyable read, intensely practical and packed with pull-out quotes, layout examples and tips. Find out what future employers are looking for and take the first step to start loving Mondays again.

*Seven and a Half Lessons about the Brain* Vintage

Olivia Osborne left the FBI to escape the monsters, but when her friend Sergeant Mark Austin calls, she can't say no. She and Mark are bound by the loss of someone they both cared about. The

monsters stole him. Now she is standing in a blood-soaked field sifting through the echoes of death all while the thin veil between this world and the other beckons her. "Come closer." Olivia is torn between darkness and light. Life and death. Good and evil. There is nowhere she can run where the monsters won't follow. With a bloodthirsty killer in their midst, Olivia is back in the hunt. This evil is a familiar one, and she knows it won't stop until someone stops it. That someone is her.

*Introduction to Probability* Penguin

Like *Proof of Heaven* and *To Heaven and Back*, a medical drama with heavenly implications in which a woman receives premonitions of her death that come true, and her discovery of the heavenly help available to all of us. When she was pregnant with her second child, Stephanie Arnold had a sudden and overwhelming premonition that she would die during the delivery. Though she tried to tell the medical team and her family what was going to happen, neither the doctors nor her loved ones gave her warnings credence. Finding no physical indications that anything was wrong, they attributed her foreboding to hormones and anxiety. One member of the medical team did take her concerns seriously enough, and made the fateful decision to order extra units of blood “just in case.” Then, during the delivery, Stephanie suffered a rare Amniotic Fluid Embolism. She went into cardiac arrest and flat-lined for 37 seconds. She died. Using the supplementary blood, the medical team revived her, and she remained unconscious for more than six days. After months of recovery, Stephanie began to remember details of her experience, details she knew because she had witnessed the entire dramatic event, including her death, from outside her body—beside other spirits that were with her. In this remarkable true story, Stephanie recounts her harrowing journey and shares her surprising spiritual discoveries: we are not alone and have more loving help than we can imagine surrounding us.

*I Love Being the Enemy* World Health Organization

The definitive portrait of Kobe Bryant, from the author of *Michael Jordan*. "Lazenby's detailed research and fantastic writing paint a complex, engaging picture of one of the NBA's greats" (Kurt Helin, NBC Sports). Eighteen-time All-Star, scorer of 81 points in a single game, MVP, and one of the best shooting guards in NBA league history: Kobe Bryant is among basketball's absolute greatest players, and his importance to the sport is undeniable. Third on the NBA career scoring list and owner of five championship rings, he is an undisputed all-time great, one deserving of this deep and definitive biography. Even within the flashiest franchise in all of sports -- the Los Angeles Lakers, where he played his entire career -- Bryant always took center stage, and his final game captivated the basketball world, indeed the country. Roland Lazenby delves deep to look behind this public image, using classic basketball reporting and dozens of new interviews to reveal the whole picture, from Bryant's childhood through his playing years. Showboats filled with large personalities and provocative stories, including details of Bryant's complicated personal life and explosive relationships on the court, and is a riveting and essential read for every hoops fan.

*Unfinished Business* BalboaPress

"Statistics prove that a home buyers' decision is made within the first 7-10 seconds of walking through the door. Karen has experienced overwhelming success with listings that were on the market for 100 days or more, with countless going under contract in 6 days or less using her 7-Second Home Selling System. 7 Seconds is full of practical steps and templates you can use to bring out the fullest potential in your listings ... without the extra costs of remodeling"--Page 4 of cover

*Seven Seconds* AMACOM

Chamine exposes how your mind is sabotaging you and keeping you from achieving your true potential. He shows you how to take concrete steps to unleash the vast, untapped powers of your mind.

*Ask a Manager* ESPN

Allen Iverson transcended race, celebrity, and pop culture and emerged from a troubled past to become one of the most successful and highly compensated athletes in the world. Babb examines what drove his successes and failures, getting behind the familiar, sanitized, and heroic version of Iverson-- the hard-charging, hard-partying athlete who played every game as if it were his last. He brings to life a private, loyal, and often generous Allen Iverson who rarely made the headlines, revealing the back story behind some of Iverson's most memorable moments, and delves deep to discover where Iverson's demons lurked. Over time, Iverson himself came to believe his own hype: that he lived in a world where celebrity is eternal and riches are everlasting.

*Unscripted* Ballantine Books

NEW YORK TIMES BESTSELLER • The NBA according to The Sports Guy—now updated with fresh

takes on LeBron, the Celtics, and more! Foreword by Malcom Gladwell • “The work of a true fan . . . it might just represent the next phase of sports commentary.”—The Atlantic Bill Simmons, the wildly opinionated and thoroughly entertaining basketball addict known to millions as ESPN's The Sports Guy, has written the definitive book on the past, present, and future of the NBA. From the age-old question of who actually won the rivalry between Bill Russell and Wilt Chamberlain to the one about which team was truly the best of all time, Simmons opens—and then closes, once and for all—every major pro basketball debate. Then he takes it further by completely reevaluating not only how NBA Hall of Fame inductees should be chosen but how the institution must be reshaped from the ground up, the result being the Pyramid: Simmons's one-of-a-kind five-level shrine to the ninety-six greatest players in the history of pro basketball. And ultimately he takes fans to the heart of it all, as he uses a conversation with one NBA great to uncover that coveted thing: The Secret of Basketball. Comprehensive, authoritative, controversial, hilarious, and impossible to put down (even for Celtic-haters), *The Book of Basketball* offers every hardwood fan a courtside seat beside the game's finest, funniest, and fiercest chronicler.

*Golden Days* International Promotions/Promotion Publishing

The average attention span has dropped to 8 seconds. To break through to people, you need to focus on your audience, be slightly different, and deliver with finesse. Every day at work, people do three things: talk, listen, and pretend to listen. Through fast, fun, actionable tips, *You've Got 8 Seconds* explains what works and what doesn't, what's forgettable and what sticks. With stories, scripts, and examples of good and bad messages, communications expert Paul Hellman reveals three main strategies: Focus: Design a strong message - then say it in seconds Variety: Make routine information come alive Presence: Convey confidence and command attention You'll discover practical techniques, including the fast-focus method that Hellman uses with leadership teams; how to stand out in the first seconds of a presentation; and 10 actions that spell executive presence. Whether pitching a project, giving a speech, selling a product, or just writing an email, *You've Got 8 Seconds* will make sure you get heard, get remembered, and get results.

*Seven Seconds Or Less* Houghton Mifflin

NEW YORK TIMES bestselling author Jack McCallum (*DREAM TEAM*) gives an inside look at the legendary Boston Celtics during a season of change. “One of the five best NBA books ever written.” —Bill Simmons, ESPN In the 1990-91 basketball season, the Boston Celtics were a team in transition, both on and off the court. Jack McCallum, also the author of the critically-acclaimed *SEVEN SECONDS OR LESS*, chronicled this crucial year from the back-room planning on draft day to Larry Bird's unforgettable effort in the postseason. With aging superstar Bird nearing the end of his career, the season was filled with glorious highs and devastating lows. McCallum gets up close and personal with the players and management from this storied franchise, showing the larger-than-life characters in a rarely-seen light. The day-to-day drama of Bird's aching back plays in concert with the drumbeat of banter from his frontcourt partner, Kevin McHale. The book reveals the deep bonds—and sometimes deeper rivalries—of the locker room, and also provides an inside look at a league that was entering its Golden Age.

*Dr. J* Crown

Throughout your life, you've had parents, coaches, teachers, friends, and mentors who have pushed you to be better than your excuses and bigger than your fears. What if the secret to having the confidence and courage to enrich your life and work is simply knowing how to push yourself? Using the science habits, riveting stories and surprising facts from some of the most famous moments in history, art and business, Mel Robbins will explain the power of a "push moment." Then, she'll give you one simple tool you can use to become your greatest self. It take just five seconds to use this tool, and every time you do, you'll be in great company. More than 8 million people have watched Mel's TEDx Talk, and executives inside of the world's largest brands are using the tool to increase productivity, collaboration, and engagement. In *The 5 Second Rule*, you'll discover it takes just five seconds to: Become confident Break the habit of procrastination and self-doubt Beat fear and uncertainty Stop worrying and feel happier Share your ideas with courage *The 5 Second Rule* is a simple, one-size-fits-all solution for the one problem we all face—we hold ourselves back. The secret isn't knowing what to do—it's knowing how to make yourself do it. p.p1 {margin: 0.0px 0.0px 0.0px 0.0px; font: 12.0px Arial}

*Showboat* Penguin

From the creator of the popular website *Ask a Manager* and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called “the Dear Abby of the work world.” Ten years as a

workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit “reply all” • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party

Praise for Ask a Manager “A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work.”—Booklist (starred review) “The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience.”—Library Journal (starred review) “I am a huge fan of Alison Green's Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor.”—Robert Sutton, Stanford professor and author of *The No Asshole Rule* and *The Asshole Survival Guide* “Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way.”—Erin Lowry, author of *Broke Millennial: Stop Scraping By and Get Your Financial Life Together*

[Introduction to Applied Linear Algebra](#) Diversion Books

The Model Rules of Professional Conduct provides an up-to-date resource for information on legal

ethics. Federal, state and local courts in all jurisdictions look to the Rules for guidance in solving lawyer malpractice cases, disciplinary actions, disqualification issues, sanctions questions and much more. In this volume, black-letter Rules of Professional Conduct are followed by numbered Comments that explain each Rule's purpose and provide suggestions for its practical application. The Rules will help you identify proper conduct in a variety of given situations, review those instances where discretionary action is possible, and define the nature of the relationship between you and your clients, colleagues and the courts.

**Seven Seconds Or Less** Greenleaf Book Group

Presents practical approaches for developing an effective presentation, covering such topics as creating diagrams, displaying data, arranging elements, creating movement, and interacting with slides.

**Seconds** HarperCollins

“A true classic of world literature . . . A masterpiece that has inspired generations of writers in Nigeria, across Africa, and around the world.” —Barack Obama “African literature is incomplete and unthinkable without the works of Chinua Achebe.” —Toni Morrison Nominated as one of America's best-loved novels by PBS's *The Great American Read* *Things Fall Apart* is the first of three novels in Chinua Achebe's critically acclaimed African Trilogy. It is a classic narrative about Africa's cataclysmic encounter with Europe as it establishes a colonial presence on the continent. Told through the fictional experiences of Okonkwo, a wealthy and fearless Igbo warrior of Umuofia in the late 1800s, *Things Fall Apart* explores one man's futile resistance to the devaluing of his Igbo traditions by British political and religious forces and his despair as his community capitulates to the powerful new order. With more than 20 million copies sold and translated into fifty-seven

languages, *Things Fall Apart* provides one of the most illuminating and permanent monuments to African experience. Achebe does not only capture life in a pre-colonial African village, he conveys the tragedy of the loss of that world while broadening our understanding of our contemporary realities.

[Le Deuxième Sexe](#) "O'Reilly Media, Inc."

The Definitive Biography of a Coaching Legend Hanging high atop the world's most famous arena, Madison Square Garden, is the name “Holzman” and the number “613.” That is the total number of wins by former New York Knicks head coach Red Holzman, which is the most in franchise history. While he spent six years as a player and another six as an executive, he's most famous for his time at the helm of the Knickerbockers, where he led the team to their only two championships: the first in 1969–70 and the second in 1972–73. He coached the team for fourteen seasons during his illustrious career, was named one of the top ten coaches in NBA history, and was elected to the Basketball Hall of Fame in 1986. Former MSG president Dave Checketts once said, “Red was the finest human being I've ever known.” But not much is known about the soft-spoken and private Holzman, as he was the type of person to downplay his own accomplishments. In *Red Holzman: The Life and Legacy of a Hall of Fame Basketball Coach*, author Mort Zachter has taken on the challenge of sharing this coach's incredible story. From humble beginnings as the son of immigrant parents growing up in Brooklyn, Holzman paved a path of excellence at every level. From his time in the Navy to breaking into the NBA and his rise through the coaching channels, author Zachter leaves no stone unturned. With interviews with those who played with, against, and for Red, including Bill Bradley, Phil Jackson, Bob Cousy, and Walt “Clyde” Frazier to name a few, the life of a basketball pioneer—one that has since been held quiet—is shared for the first time.