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Go Getter

Emilie Sanchez



Go Getter:

Boys' Life ,1922-04 Boys Life is the official youth magazine for the Boy Scouts of America Published since 1911 it contains a proven mix of news nature sports history fiction science comics and Scouting **Most Likely to Succeed at Work** Wilma Davidson,Jack Dougherty,2025-09-23 As Kurt Vonnegut once said True terror is to wake up one morning and discover that your high school class is running the country When it comes down to it work with its know it all gossips and brown noser is a lot like high school This clever and useful book helps readers identify and better communicate with these and other common types we all remember from the days when report cards not business reports were our concern and when the big social event was the prom not the company picnic You don t need to dig out your yearbook to get a glimpse of these types just take a look around your office the Teacher s Pet the Player the Cheerleader the Go Getter the Underachiever the Class Clown and many more With wit and uncanny accuracy corporate coaches Wilma Davidson and Jack Dougherty outline all the members of the class offering tips on working efficiently with each type whether they re your boss your client or a colleague The book also delivers advice on handling authority conformity looks popularity sex education and other indignities from high school that live on in the workplace Whether you re still the same as you were in high school a combination of types or a reformed Rebel turned Class President you will delight in and learn from this unique guide **The Silent Partner** ,1921 *Christian Inspirational Writings* Michelle Cain,2021-06-22 This is an inspirational book created and designed to inspire people of all ages to keep pushing forward have faith in God believe in yourself stay focused and stay positive Don t give up because quitting is not an option and continue to work hard to achieve your goals and dreams of success **Motor Truck** ,1923 The Goat World ,1924 *Midland Druggist and the Pharmaceutical Review* ,1926 **Rocky Mountain Druggist** ,1927 **Life** ,1925 Surety and Casualty Salesmanship Joseph Ruggles Wilson,1924 **Playthings** ,1924 **American Artisan, Tinner and House Furnisher** Daniel Stern,1922 *Sales Management* ,1929 **Why It's OK to Be a Slacker** Alison Suen,2021-04-08 Stop slacking off Your parents may have said this to you when you were deep into a video gaming marathon Or maybe your roommate said it to you when you were lounging on the couch scrolling through Instagram You may have even said it to yourself on days you did nothing But what is so bad about slacking Could it be that there s nothing bad about not making yourself useful Against our hyper productivity culture Alison Suen critically interrogates our disapproval of slackers individuals who do the bare minimum just to get by She offers a taxonomy of slackers analyzes common objections to slacking and argues that each of these objections either fails or carries problematic assumptions But while this book defends slacking it does not promote the slacker lifestyle as the key to something better such as cultural advancement and self actualization as some pro leisure scholars have argued In fact Suen argues that slacking is unique precisely because it serves no noble cause Slacking is neither a deliberate protest to social ills nor is it a path to autonomy Slackers just slack By examining the culture of hyper productivity Suen argues that it is in fact

OK to be a slacker Key Features Demonstrates the uniqueness of slacking via a critical examination of six distinct pro leisure philosophical accounts Articulates a taxonomy of slackers as well as in depth examinations of Hollywood slackers and slackers in academia Examines common objections to slacking like the freeloading problem and offers a rebuttal to each of them Offers an understanding of our productivity culture from an existential perspective The Harvester World ,1924

Proofs ,1924 *American Artisan* ,1923 The Standard ,1930 *The Challenger Customer* Brent Adamson,Matthew Dixon,Pat Spenner,Nick Toman,2015-09-08 Four years ago the bestselling authors of *The Challenger Sale* overturned decades of conventional wisdom with a bold new approach to sales Now their latest research reveals something even more surprising Being a Challenger seller isn t enough Your success or failure also depends on who you challenge Picture your ideal customer friendly eager to meet ready to coach you through the sale and champion your products and services across the organization It turns out that s the last person you need Most marketing and sales teams go after low hanging fruit buyers who are eager and have clearly articulated needs That s simply human nature it s much easier to build a relationship with someone who always makes time for you engages with your content and listens attentively But according to brand new CEB research based on data from thousands of B2B marketers sellers and buyers around the world the highest performing teams focus their time on potential customers who are far more skeptical far less interested in meeting and ultimately agnostic as to who wins the deal How could this be The authors of *The Challenger Customer* reveal that high performing B2B teams grasp something that their average performing peers don t Now that big complex deals increasingly require consensus among a wide range of players across the organization the limiting factor is rarely the salesperson s inability to get an individual stakeholder to agree to a solution More often it s that the stakeholders inside the company can t even agree with one another about what the problem is It turns out only a very specific type of customer stakeholder has the credibility persuasive skill and will to effectively challenge his or her colleagues to pursue anything more ambitious than the status quo These customers get deals to the finish line far more often than friendlier stakeholders who seem so receptive at first In other words Challenger sellers do best when they target Challenger customers *The Challenger Customer* unveils research based tools that will help you distinguish the Talkers from the Mobilizers in any organization It also provides a blueprint for finding them engaging them with disruptive insight and equipping them to effectively challenge their own organization The American Contractor ,1927

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