Hacking Sales The Playbook For Building A High

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in his best selling classic boys and girls learn differently michael gurian explained the origin and nature of gender differences in the classroom his important book explored the behavior teachers observed and the challenges they faced with both boys and girls in their classrooms taking the next step strategies for teaching boys and girls secondary level a workbook for educators offers teachers a hands on resource that draws on the gurian institute s research and training with secondary schools and school districts the workbook presents practical strategies lessons and activities that

have been field tested in real classrooms and developed to harness boys and girls unique strengths the workbook is designed to help teachers build a solid foundation of learning and study habits that their students can use in the classroom and at home it covers the key curricular areas and offers proven techniques to make learning no matter what the subject more engaging for all students the workbook is an essential resource for all teachers who want to improve their practice and get the most from all students whatever their gender

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build a robust cybersecurity program that adapts to the constantly evolving threat landscape key features gain a deep understanding of the current state of cybersecurity including insights into the latest threats such as ransomware and ai lay the foundation of your cybersecurity program with a comprehensive approach allowing for continuous maturity equip yourself and your organizations with the knowledge and strategies to build and manage effective cybersecurity strategies book descriptionbuilding a comprehensive cybersecurity program addresses the current challenges and knowledge gaps in cybersecurity empowering individuals and organizations to navigate the digital landscape securely and effectively readers will gain insights into the current state of the cybersecurity landscape understanding the evolving threats and the challenges posed by skill shortages in the field this book emphasizes the importance of prioritizing well being within the cybersecurity profession addressing a concern often overlooked in the industry you will construct a cybersecurity program that encompasses architecture identity and access management security operations vulnerability management vendor risk management and cybersecurity awareness it dives deep into managing operational technology ot and the internet of things iot equipping readers with the knowledge and strategies to secure these critical areas you will also explore the critical components of governance risk and compliance grc within cybersecurity programs focusing on the oversight and management of these functions this book provides practical insights strategies and knowledge to help organizations build and enhance their cybersecurity programs ultimately safeguarding against evolving threats in today s digital landscape what you will learn build and define a cybersecurity program foundation discover the importance of why an architecture program is needed within cybersecurity learn the importance of zero trust architecture learn what modern identity is and how to achieve it review of the importance of why a governance program is needed build a comprehensive user awareness training and testing program for your users review what is involved in a mature security operations center gain a thorough understanding of everything involved with regulatory and compliance who this book is for this book is geared towards the top leaders within an organization c level ciso and directors who run the cybersecurity program as well as management architects engineers and analysts who help run a cybersecurity program basic knowledge of cybersecurity and its concepts will be helpful

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this guide shows readers how to transform a traditional organization into an evolutionary one with a framework and mindset that offer a new way of leading and approaching change now more than ever society is demanding change and organizations are being asked to shift into more conscious and agile business practices yet most of what people believe about leadership effective workplaces and how to create lasting change is either incomplete or outright incorrect and even if the desire to change is there understanding of how to achieve it is elusive this book holds the key it introduces the shift evolutionary leadership framework self which helps leaders create the understanding and application needed to evolve high performance at the core of the book are dozens of business patterns that cut across seven dimensions of organizational functioning the traps of traditional organizations are contrasted with the high performance practices of evolutionary organizations authors michael sahota and audree tata sahota explain the steps of leading beyond change evolving beyond servant leadership to make the inner shift needed to unlock the practical skills and techniques whether readers call this shift business agility teal agility evolutionary or the future of work it is possible to create high performing organizations filled with energized people who are able to surf the waves of change

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