Sleeping With Your Smartphone How To Break The 24 7 Habit And Change Way You Work Leslie A Perlow

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what if you could unlock the science of effective thinking and harness your mental processes for greater success at work and in life join two experts in the field of applied cognitive science as they reveal the hidden mechanisms behind our thoughts and actions beginning with the fundamental question of what makes some individuals excel in areas where others falter this book explores how our mental frameworks shaped by experience knowledge and the intricate workings of the mind directly impact our effectiveness in everyday situations from delivering a compelling presentation to leading a team through a challenging project our cognitive models dictate our outcomes more than we realize drawing on the latest research in cognition and learning dr jim heal and dr rebekah berlin provide a roadmap for refining the mental models that shape our daily decisions along the way well explore essential concepts of the mind like effective learning processes the structure of memory and how to manage cognitive load with each chapter you ll gain practical strategies to enhance your thinking improve your communication and better understand the complexities of human interaction whether you re an educator a manager or a leader mental models will equip you with the tools to elevate your effectiveness and unlock new opportunities for growth step beyond conventional wisdom and discover how a deeper understanding of your mind can transform your life

are you an introvert if you re happy in your own company most of the time have just a few really close friends and prefer to work alone the answer is probably yes introverts find external stimulation overwhelming so they look for ways to retreat from it a situation that s easy or fun for one person can be way too much for an introvert that s fine as long as they have a choice but that can change when they go to work modern working styles like open plan offices brainstorming and teamwork can be really hard on introverts the hands on work is ok but the emotional labour of working with others can be draining freelancing offers introverts a way out a chance to work alone control their workload and create their own workspace it can be ideal however it also takes work going freelance means running a one person business it means setting direction organizing your schedule and setting priorities it means hustling for work and setting prices and it means building a network that will offer vital support doing all that is hard enough for anyone but particularly for introverts to make a success of freelancing you ll need to learn some new skills push yourself to meet some challenges and build up your confidence the freelance introvert will show you how to make that happen it will teach you all about creating and managing your freelance business from setting aims and getting set up to time management working with clients and marketing written by tom albrighton author veteran freelancer procopywriters co founder and a confirmed introvert the freelance introvert is the book you need for the life you want what you ll learn getting started how to tell if you re an introvert why work is tough on introverts and how freelancing can help why introversion is a strength not a weakness choosing your future deciding what you want identifying all your skills and qualities building your freelance work identifying your clients setting an earnings target getting set up getting the right workspace and equipment taking care of your physical and mental health building a network of collaborators and suppliers setting boundaries physical temporal and psychological managing your time the three time horizons you need to watch how to steer clear of time suckers how to balance exploration and exploitation working with clients what makes a good client why saying no is so important and how to do it how to spot rogue clients what to do when clients move on marketing yourself the best ways to find new clients building a marketing mix that works for you creating your website testimonials and personal pitch how to survive a networking event setting and agreeing prices how to shoot for the top of the deal zone how to set and frame your prices how to stop self sabotaging when quoting for work building your confidence how to build confidence when to go beyond your comfort zone understanding your explanatory style how to overcome impostor syndrome choosing self supporting beliefs letting go of self limiting beliefs you can build a thriving freelance career and enjoy the lifestyle you want without changing who you are the freelance introvert will show you how

each volume describes 12 occupations and the advantages and disadvantages of each job as well as education required five volumes are included in each level

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