
Yes Is More

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LEONIDAS BEATRICE

The Best Yes Bantam

This memoir is of an ordinary teenager growing up in suburban Colorado, and faced, as all teenagers are, with difficult choices and pressures. Told by her mother, it is Cassie's story, one of the Columbine High students killed by two schoolmates. Beautiful Disaster Signed Limited Edition Taschen A Best Book of the Year: The Washington Post • Chicago Tribune • NPR • Vogue • Elle • Real Simple • InStyle • Good Housekeeping • Parade • Slate • Vox • Kirkus Reviews • Library Journal • BookPage Longlisted for the 2020 Booker Prize An Instant New York Times Bestseller A Reese's Book Club Pick "The most provocative page-turner of the year." --

Entertainment Weekly "I urge you to read Such a Fun Age." --NPR A striking and surprising debut novel from an exhilarating new voice, Such a Fun Age is a page-turning and big-hearted story about race and privilege, set around a young black babysitter, her well-intentioned employer, and a surprising connection that threatens to undo them both. Alix Chamberlain is a woman who gets what she wants and has made a living, with her confidence-driven brand, showing other women how to do the same. So she is shocked when her babysitter, Emira Tucker, is confronted while watching the Chamberlains' toddler one night, walking the aisles of their local high-end supermarket. The store's security guard, seeing a young black woman out late with a white child,

accuses Emira of kidnapping two-year-old Briar. A small crowd gathers, a bystander films everything, and Emira is furious and humiliated. Alix resolves to make things right. But Emira herself is aimless, broke, and wary of Alix's desire to help. At twenty-five, she is about to lose her health insurance and has no idea what to do with her life. When the video of Emira unearths someone from Alix's past, both women find themselves on a crash course that will upend everything they think they know about themselves, and each other. With empathy and piercing social commentary, Such a Fun Age explores the stickiness of transactional relationships, what it means to make someone "family," and the complicated reality of being a grown up. It is a searing debut for our

times.

Yes is More Simon and Schuster

Learn how small changes can make a big difference in your powers of persuasion with this New York Times bestselling introduction to fifty scientifically proven techniques for increasing your persuasive powers in business and life. Every day we face the challenge of persuading others to do what we want. But what makes people say yes to our requests? Persuasion is not only an art, it is also a science, and researchers who study it have uncovered a series of hidden rules for moving people in your direction. Based on more than sixty years of research into the psychology of persuasion, *Yes!* reveals fifty simple but remarkably effective strategies that will make you much more persuasive at work and in your personal life, too. Cowritten by the world's most quoted expert on influence, Professor Robert Cialdini, *Yes!* presents dozens of surprising discoveries from the science of persuasion in short, enjoyable, and insightful chapters that you can apply immediately to become a more effective persuader. Often

counterintuitive, the findings presented in *Yes!* will steer you away from common pitfalls while empowering you with little known but proven wisdom. Whether you are in advertising, marketing, management, on sales, or just curious about how to be more influential in everyday life, *Yes!* shows how making small, scientifically proven changes to your approach can have a dramatic effect on your persuasive powers.

Yes Is More Vintage
Le Corbusier came of age at the time when cars and planes were becoming a common means of transportation, thus he was one of the first professional architects to ply his trade on several continents at once. This book brings together his finest work.

The Inheritance Games
Carlton Publishing Group
NEW YORK TIMES BEST SELLER • Sam and Sadie—two college friends, often in love, but never lovers—become creative partners in a dazzling and intricately imagined world of video game design, where success brings them fame, joy, tragedy, duplicity, and, ultimately, a kind of immortality. It is a love story, but not one

you have read before.

"Delightful and absorbing." —The New York Times • "Utterly brilliant." —John Green
One of the Best Books of the Year: The New York Times, Entertainment Weekly, TIME, GoodReads, Oprah Daily
From the best-selling author of *The Storied Life of A. J. Fikry*: On a bitter-cold day, in the December of his junior year at Harvard, Sam Masur exits a subway car and sees, amid the hordes of people waiting on the platform, Sadie Green. He calls her name. For a moment, she pretends she hasn't heard him, but then, she turns, and a game begins: a legendary collaboration that will launch them to stardom. These friends, intimates since childhood, borrow money, beg favors, and, before even graduating college, they have created their first blockbuster, *Ichigo*. Overnight, the world is theirs. Not even twenty-five years old, Sam and Sadie are brilliant, successful, and rich, but these qualities won't protect them from their own creative ambitions or the betrayals of their hearts. Spanning thirty years, from Cambridge, Massachusetts, to Venice Beach, California, and

lands in between and far beyond, Gabrielle Zevin's *Tomorrow, and Tomorrow, and Tomorrow* examines the multifarious nature of identity, disability, failure, the redemptive possibilities in play, and above all, our need to connect: to be loved and to love.

S, M, L, XL Simon and Schuster

From the authors of *The Whole-Brain Child* and *No-Drama Discipline*, an indispensable guide to unlocking your child's innate capacity for resilience, compassion, and creativity. When facing contentious issues such as screen time, food choices, and bedtime, children often act out or shut down, responding with reactivity instead of receptivity. This is what *New York Times* bestselling authors Daniel J. Siegel and Tina Payne Bryson call a No Brain response. But our kids can be taught to approach life with openness and curiosity. When kids work from a Yes Brain, they're more willing to take chances and explore. They're more curious and imaginative. They're better at relationships and handling adversity. In *The Yes Brain*, the authors give parents skills, scripts, and activities to bring kids

of all ages into the beneficial "yes" state. You'll learn • the four fundamentals of the Yes Brain—balance, resilience, insight, and empathy—and how to strengthen them • the key to knowing when kids need a gentle push out of a comfort zone vs. needing the "cushion" of safety and familiarity • strategies for navigating away from negative behavioral and emotional states (aggression and withdrawal) and expanding your child's capacity for positivity *The Yes Brain* is an essential tool for nurturing positive potential and keeping your child's inner spark glowing and growing strong. Praise for *The Yes Brain* "This unique and exciting book shows us how to help children embrace life with all of its challenges and thrive in the modern world. Integrating research from social development, clinical psychology, and neuroscience, it's a veritable treasure chest of parenting insights and techniques."—Carol S. Dweck, Ph.D., author of *Mindset* "I have never read a better, clearer explanation of the impact parenting can have on a child's brain and personality."—Michael

Thompson, Ph.D. "Easily assimilated and informative, the book will help adults enable children to lead physically and emotionally satisfying and well-rounded lives filled with purpose and meaningful relationships. Edifying, easy-to-understand scientific research that shows the benefits that accrue when a child is encouraged to be inquisitive, spirited, and intrepid."—Kirkus Reviews
Start with Why St. Martin's Griffin
Architects use CAD to help them visualize their ideas. Parametric design is a fast-growing development of CAD that lets architects and designers specify the key parameters of their model and make changes interactively. Whenever changes are made the rest of the model updates automatically. Through a detailed description of various parametric, generative and algorithmic techniques, this book provides a practical guide to generating geometric and topological solutions for various situations, including explicit step-by-step tutorials. While the techniques and algorithms can be generalized to suit to any

parametric environment, the book illustrates its concepts using the scripting languages of one of the most powerful 3D visualization and animation design software systems (Autodesk 3ds Max MAXScript), one of the most popular open-source Java-based scripting environments (Processing), and a brand new language specifically tailored for parametric and generative design (Autodesk DesignScript). This clear, accessible book will have a wide appeal to students and practitioners who would like to experiment with parametric techniques. [She Said Yes](#) Laurence King Publishing

“William Ury brings a marvelous blend of experience, insight, integrity and warmth to his work. In this wonderful book he teaches us how to say No—with grace and effect—so that we might create an even better Yes.” —Jim Collins, author of *Good to Great* No is perhaps the most important and certainly the most powerful word in the language. Every day we find ourselves in situations where we need to say No—to people at work, at home, and in our communities—because No is the word we must use

to protect ourselves and to stand up for everything and everyone that matters to us. But as we all know, the wrong No can also destroy what we most value by alienating and angering people. That’s why saying No the right way is crucial. The secret to saying No without destroying relationships lies in the art of the Positive No, a proven technique that anyone can learn. This indispensable book gives you a simple three-step method for saying a Positive No. It will show you how to assert and defend your key interests; how to make your No firm and strong; how to resist the other side’s aggression and manipulation; and how to do all this while still getting to Yes. In the end, the Positive No will help you get not just to any Yes but to the right Yes, the one that truly serves your interests. Based on William Ury’s celebrated Harvard University course for managers and professionals, *The Power of a Positive No* offers concrete advice and practical examples for saying No in virtually any situation. Whether you need to say No to your customer or your coworker, your employee

or your CEO, your child or your spouse, you will find in this book the secret to saying No clearly, respectfully, and effectively. In today’s world of high stress and limitless choices, the pressure to give in and say Yes grows greater every day, producing overload and overwork, expanding e-mail and eroding ethics. Never has No been more needed. A Positive No has the power to profoundly transform our lives by enabling us to say Yes to what counts—our own needs, values, and priorities. Understood this way, No is the new Yes. And the Positive No may be the most valuable life skill you’ll ever learn.

Essentialism Simon and Schuster

Citizens of No Place is a collection of short stories on architecture and urbanism, graphically represented using manga-style storyboards. Fiction is used as a strategy to unpack thoughts about architecture. Modeled as a proto-manifesto, it is a candid chronicle of a highly critical thought process in the tradition of paper architecture (especially that of architect John Hejduk and Bernard Tschumi’s *Manhattan Transcript*).

The short stories explore many architectural problems through the unique language of the graphic novel, helping usher the next generation of architectural theory and criticism.

Tomorrow, and Tomorrow, and Tomorrow Currency

The triumphant New York Times Bestseller *The Tonight Show Summer Reads Pick* Named one of the Best Books of the Year by People, Vogue, Parade, NPR, and Elle "A gem of a book." —Taylor Jenkins Reid, author of *The Seven Husbands of Evelyn Hugo* How much can a family forgive? Francis Gleeson and Brian Stanhope, rookie NYPD cops, are neighbors in the suburbs. What happens behind closed doors in both houses—the loneliness of Francis's wife, Lena, and the instability of Brian's wife, Anne, sets the stage for the explosive events to come. In Mary Beth Keane's extraordinary novel, a lifelong friendship and love blossoms between Kate Gleeson and Peter Stanhope, born six months apart. One shocking night their loyalties are divided, and their bond will be tested again and again over the next thirty years.

Heartbreaking and redemptive, *Ask Again,*

Yes is a gorgeous and generous portrait of the daily intimacies of marriage and the power of forgiveness.

Red, White & Royal Blue Bantam

Concise lessons in design, drawing, the creative process, and presentation, from the basics of "How to Draw a Line" to the complexities of color theory. This is a book that students of architecture will want to keep in the studio and in their backpacks. It is also a book they may want to keep out of view of their professors, for it expresses in clear and simple language things that tend to be murky and abstruse in the classroom. These 101 concise lessons in design, drawing, the creative process, and presentation—from the basics of "How to Draw a Line" to the complexities of color theory—provide a much-needed primer in architectural literacy, making concrete what too often is left nebulous or open-ended in the architecture curriculum. Each lesson utilizes a two-page format, with a brief explanation and an illustration that can range from diagrammatic to whimsical. The lesson on "How to Draw a Line" is illustrated by examples of

good and bad lines; a lesson on the dangers of awkward floor level changes shows the television actor Dick Van Dyke in the midst of a pratfall; a discussion of the proportional differences between traditional and modern buildings features a drawing of a building split neatly in half between the two. Written by an architect and instructor who remembers well the fog of his own student days, *101 Things I Learned in Architecture School* provides valuable guideposts for navigating the design studio and other classes in the architecture curriculum. Architecture graduates—from young designers to experienced practitioners—will turn to the book as well, for inspiration and a guide back to basics when solving a complex design problem.

The Power of a Positive No

The Monacelli Press, LLC Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement.

Yes Is the Answer

Thomas Nelson
An indispensable and

distinctive book that will help anyone who wants to write, write better, or have a clearer understanding of what it means for them to be writing, from widely admired writer and teacher Verlyn Klinkenborg. Klinkenborg believes that most of our received wisdom about how writing works is not only wrong but an obstacle to our ability to write. In *Several Short Sentences About Writing*, he sets out to help us unlearn that “wisdom”—about genius, about creativity, about writer’s block, topic sentences, and outline—and understand that writing is just as much about thinking, noticing, and learning what it means to be involved in the act of writing. There is no gospel, no orthodoxy, no dogma in this book. Instead it is a gathering of starting points in a journey toward lively, lucid, satisfying self-expression.

Jeffrey Gitomer's Little Gold Book of Yes!

Attitude Simon and Schuster

NEW YORK TIMES

BESTSELLER • More than one million copies sold! Essentialism isn't about getting more done in less

time. It's about getting only the right things done. Featuring the new Essentialism 21-Day Challenge • “A timely, essential read for anyone who feels overcommitted, overloaded, or overworked.”—Adam Grant Have you ever: • found yourself stretched too thin? • simultaneously felt overworked and underutilized? • felt busy but not productive? • felt like your time is constantly being hijacked by other people’s agendas? If you answered yes to any of these, the way out is the Way of the Essentialist. Essentialism is more than a time-management strategy or a productivity technique. It is a systematic discipline for discerning what is absolutely essential, then eliminating everything that is not, so we can make the highest possible contribution toward the things that really matter. By forcing us to apply more selective criteria for what is Essential, the disciplined pursuit of less empowers us to reclaim control of our own choices about where to spend our precious time and energy—instead of giving others the implicit permission to choose for us. Essentialism is not one

more thing—it's a whole new way of doing everything. It's about doing less, but better, in every area of our lives. Essentialism is a movement whose time has come.

The Eyes of the Skin
Knopf

A #1 New York Times bestseller! Sarah J. Maas's brand-new CRESCENT CITY series begins with *House of Earth and Blood*: the story of half-Fae and half-human Bryce Quinlan as she seeks revenge in a contemporary fantasy world of magic, danger, and searing romance. Bryce Quinlan had the perfect life—working hard all day and partying all night—until a demon murdered her closest friends, leaving her bereft, wounded, and alone. When the accused is behind bars but the crimes start up again, Bryce finds herself at the heart of the investigation. She'll do whatever it takes to avenge their deaths. Hunt Athalar is a notorious Fallen angel, now enslaved to the Archangels he once attempted to overthrow. His brutal skills and incredible strength have been set to one purpose—to assassinate his boss's enemies, no questions asked. But with a demon

wreaking havoc in the city, he's offered an irresistible deal: help Bryce find the murderer, and his freedom will be within reach. As Bryce and Hunt dig deep into Crescent City's underbelly, they discover a dark power that threatens everything and everyone they hold dear, and they find, in each other, a blazing passion-one that could set them both free, if they'd only let it. With unforgettable characters, sizzling romance, and page-turning suspense, this richly inventive new fantasy series by #1 New York Times bestselling author Sarah J. Maas delves into the heartache of loss, the price of freedom-and the power of love.

MVRDV Buildings Little, Brown Books for Young Readers

Recently single, Danny Wallace was falling into loneliness and isolation. When a stranger on a bus advises, "Say yes more," Wallace vows to say yes to every offer, invitation, challenge, and chance. In *Yes Man*, Wallace recounts his months-long commitment to complete openness with profound insight and humbling honesty. Saying yes takes Wallace into a new plane

of existence: a place where money comes as easily as it goes, nodding a lot can lead to a long weekend overseas with new friends, and romance isn't as complicated as it seems. Yes eventually leads to the biggest question of all: "Do you, Danny Wallace, take this woman . . ." *Yes Man* is inspiring proof that a little willingness can take anyone to the most wonderful of places.

[Several Short Sentences](#)

[About Writing](#) Addison-

Wesley Professional

Uses a fictionalized story about a copy machine salesman to illustrate to readers how anyone who wants to break through self-imposed barriers can achieve all that life has to offer.

[BIG. Formgiving. an](#)

[Architectural Future](#)

[History](#) John Wiley & Sons

This book takes a look at Rogers and his partners, from his early career in the Sixties and Seventies, to his collaboration with Renzo Piano on the design of the Pompidou Centre.

Year of Yes Bloomsbury Publishing USA

S,M,L,XL presents a

selection of the remarkable visionary design work produced by the Dutch firm Office for Metropolitan Architecture (O.M.A.) and its acclaimed

founder, Rem Koolhaas, in its first twenty years, along with a variety of insightful, often poetic writings. The inventive collaboration between Koolhaas and designer Bruce Mau is a graphic overture that weaves together architectural projects, photos and sketches, diary excerpts, personal travelogues, fairy tales, and fables, as well as critical essays on contemporary architecture and society. The book's title is also its framework: projects and essays are arranged according to scale. While *Small and Medium* address issues ranging from the domestic to the public, *Large* focuses on what Koolhaas calls "the architecture of Bigness." *Extra-Large* features projects at the urban scale, along with the important essay "What Ever Happened to Urbanism?" and other studies of the contemporary city. Running throughout the book is a "dictionary" of an adventurous new Koolhaasian language -- definitions, commentaries, and quotes from hundreds of literary, cultural, artistic, and architectural sources. [House of Earth and Blood](#) Jeffrey Gitomer's Little

Gold

First published in 1996, *The Eyes of the Skin* has become a classic of architectural theory. It asks the far-reaching question why, when there are five senses, has one single sense – sight – become so predominant in architectural culture and design? With the ascendancy of the digital and the all-pervasive use of the image electronically, it is a subject that has become all the more pressing and topical since the first edition's publication in the mid-1990s. Juhani Pallasmaa argues that the suppression of the other four sensory realms has

led to the overall impoverishment of our built environment, often diminishing the emphasis on the spatial experience of a building and architecture's ability to inspire, engage and be wholly life enhancing. For every student studying Pallasmaa's classic text for the first time, *The Eyes of the Skin* is a revelation. It compellingly provides a totally fresh insight into architectural culture. This third edition meets readers' desire for a further understanding of the context of Pallasmaa's thinking by providing a new essay by architectural author and educator Peter MacKeith. This text combines both a

biographical portrait of Pallasmaa and an outline of his architectural thinking, its origins and its relationship to the wider context of Nordic and European thought, past and present. The focus of the essay is on the fundamental humanity, insight and sensitivity of Pallasmaa's approach to architecture, bringing him closer to the reader. This is illustrated by Pallasmaa's sketches and photographs of his own work. The new edition also provides a foreword by the internationally renowned architect Steven Holl and a revised introduction by Pallasmaa himself.