

Give and Take: Why Helping Others Drives Our Success

By Adam Grant

In Give and Take, Adam Grant draws on hundreds of studies and thousands of hours of interviews with business leaders, politicians, scientists, and philanthropists to demonstrate that giving and taking are not zero-sum games. In fact, givers can and often do achieve greater success than takers and matchers.



Give and Take by Elly Swartz

★★★★☆ 4.8 out of 5



Grant identifies three main types of people in the workplace: givers, takers, and matchers. Givers are those who are always willing to help others, even if it means sacrificing their own time and resources. Takers are those who are only interested in what they can get from others. Matchers are those who try to balance giving and taking, always keeping score.

Grant's research shows that givers are the most successful in the long run. They are more likely to be promoted, to earn higher salaries, and to be

happier in their work. Takers, on the other hand, are more likely to be passed over for promotions, to earn lower salaries, and to be less satisfied with their work.

So why are givers more successful than takers? Grant argues that it is because they build up a network of relationships that support them in their work. Givers are always willing to help others, so others are more likely to help them when they need it. Takers, on the other hand, burn bridges behind them, so they have fewer people to turn to when they need help.

Give and Take is a fascinating and thought-provoking book that challenges the conventional wisdom about success. Grant shows that it is not the selfish who succeed, but the generous. If you want to be successful, start by giving to others.

Reviews

"Give and Take is a groundbreaking book that will change the way you think about success. Adam Grant shows that givers are the most successful in the long run, and he provides the evidence to back it up. This book is a must-read for anyone who wants to be successful in life."—Sheryl Sandberg, COO of Facebook

"Give and Take is a fascinating and thought-provoking book that challenges the conventional wisdom about success. Grant shows that it is not the selfish who succeed, but the generous. This book is a must-read for anyone who wants to be successful in life."—Warren Buffett, CEO of Berkshire Hathaway

About the Author

Adam Grant is a professor of management and psychology at the Wharton School of the University of Pennsylvania. He is the author of several bestselling books, including Give and Take, Originals, and Option B.

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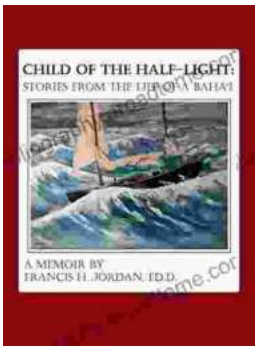
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