

A white Apple AirPods Pro charging case and two earbuds are shown on a light-colored wooden surface. The case is closed and positioned in the upper left. Two earbuds are placed in front of the case. In the background, there is a dark, textured object and a green leaf.

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Tim Cook Leander Kahney, 2019-04-16 Journalist Leander Kahney reveals how CEO Tim Cook has led Apple to astronomical success after the death of Steve Jobs in 2011 The death of Steve Jobs left a gaping void at one of the most innovative companies of all time Jobs wasn t merely Apple s iconic founder and CEO he was the living embodiment of a global megabrand It was hard to imagine that anyone could fill his shoes especially not Tim Cook the intensely private executive who many thought of as Apple s operations drone But seven years later as journalist Leander Kahney reveals in this definitive book things at Apple couldn t be better Its stock has nearly tripled making it the world s first trillion dollar company Under Cook s principled leadership Apple is pushing hard into renewable energy labor and environmentally friendly supply chains user privacy and highly recyclable products From the massive growth of the iPhone to lesser known victories like the Apple Watch Cook is leading Apple to a new era of success Drawing on access with several Apple insiders Kahney tells the inspiring story of how one man attempted to replace someone irreplaceable and through strong humane leadership supply chain savvy and a commitment to his values succeeded more than anyone had thought possible

The Sales Innovation Paradox
Howard Dover, 2022-10-18 Why can t sales seem to catch up with innovation In The Sales Innovation Paradox Howard Dover uses his decade of experience as a sales technologist and professor to answer the question Why has investment in salesperson training and a huge transformation of available technology in the last decade not resulted in more efficacy in the

modern sales world for most companies In addressing this paradox Dover discusses How to develop modern sales methods to become a sales disruptor How digital marketplaces have shaken up the classic sales machine How customer behaviors have changed as a result of technology innovations How organizational and environmental obstacles keep the field in the state of paradox If you re an executive who is feeling that your efforts are decreasing in efficacy and that your investment in technology isn t paying off this book will help you identify the cycles and trends that keep you from achieving your team s full potential It s time to end the sales innovation paradox for you and your team

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