

2017 LONDON RIGHTS LIST

NON-FICTION

Abrams, Jonathan

ALL THE PIECES MATTER: An Oral History of The Wire

(Crown Publishing/Penguin Random House, February 2018)

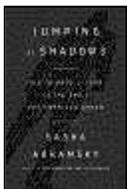
Manuscript due March 2017

HBO's *The Wire* held no punches from its gritty first Baltimore scenes until its very last, five riveting seasons later. It documented the relationship of the Baltimore police force with one of the city's decaying institutional forces: the war on drugs. Fairy tales of clean, decisive labels like good and evil and black and white were immediately and permanently disregarded, like the lives of many of the characters documented in the show—every character, whether they knew it or not, had skin in the game, from the top level politicians to the cops, both earnest and crooked, smart and stupid, to the sophisticated drug dealer with an established network between himself and the product, to the heartfelt, shrewd, and hopeless addicts.

The show lasted just five brilliant seasons in which it struggled to hold viewer ratings. A viewer could not simply pop in and out of the *The Wire's* world. A slice could be confusing and underwhelming, but the whole matured into television's greatest show, one that changed the genre and opened doors for subsequent classics like *Breaking Bad* and *Mad Men*. The show ended in 2008 and since then has only gained in popularity as it has been introduced to a new cadre of devotees who missed out on the original run. Even former President Barack Obama is a diehard fan.

In *IT'S ALL IN THE GAME*, Abrams has compiled a comprehensive, compelling narrative of the drama from the mouths of those who lived it—both by acting in the show (like then-unknowns Idris Elba and Michael B. Jordan), and the people many of the scenes and characters are based on, like Possum, the inspiration for the drug-addict informant Bubbles (whom show creator David Simon wrote an obituary for in the *Baltimore Sun*).

Jonathan Abrams is an award-winning journalist who has covered the NBA for ESPN's *Grantland*, *The New York Times* and *Los Angeles Times*. His previous book, *Boys Among Men*, documented the prep-to-pro movement in the NBA, and received wide critical acclaim. He is a graduate of the University of Southern California.



Abramsky, Sasha

JUMPING AT SHADOWS: The Triumph of Fear and the End of the American Dream

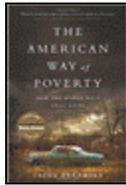
(Nation Books, September 2017)

Manuscript (320 pages)

Why is it that a young black woman whose car just broke down and is knocking on a door seeking help is perceived as more of a threat than the white man on the other side of that door who is armed with a shotgun and shoots her dead? The author of critically acclaimed *The American Way of Poverty* sets his sights on America's most dangerous epidemic: fear.

In this meditation on the paralyzing terror Americans feel when confronted with something they don't understand--from foreigners to tropical viruses to universal health care--Abramsky delivers an eye-opening analysis of our misconceptions about risk and threats. He explores how we fathom risk, the ways our brains interpret risk and identify perceived threats, both at a neurological level and at a conscious one. What emerges is a journey through a political and cultural landscape that, increasingly in recent years, has come to be defined by our fears, and, oftentimes, by a collective misunderstanding of what is and who presents a real risk in our day-to-day lives. Ultimately, Abramsky shows that our fears can teach us a great deal about our society, exposing our deeply ingrained racism, classism, xenophobia, and susceptibility to the toxic messages of demagogues.

Sasha Abramsky is an author, freelance journalist, lecturer at the University of California, and a senior fellow at Demos. His work has appeared in *The Nation*, *The Atlantic Monthly*, *New York* magazine, the *American Prospect*, *Salon*, *Slate*, *New Yorker.com*, *LA Weekly*, *The Village Voice*, *The Daily Beast*, and *Rolling Stone*. His 2013 book *The American Way of Poverty* was listed as a *New York Times* Notable Book of the Year, and his 2015 volume *The House of Twenty Thousand Books* was selected by *Kirkus* as one of the best nonfiction books of the year. Abramsky lives in Sacramento, California, with his wife and their two children.



Ammirati, Sean

THE SCIENCE OF GROWTH: How Facebook Beat Friendster - and How Nine Other Startups Left the Rest in the Dust (St. Martin's Press, April 2016)

Foreword by Richard Florida

Hardcover (256 pages)

World English rights with St. Martin's Press

Venture capitalist and Carnegie Mellon professor Sean Ammirati tracks the dos and don'ts of successful scaling, by looking at the startups that have won—and lost.

The lean entrepreneurship movement has captivated Silicon Valley and entrepreneurs across the country. It has provided an agile framework to develop the right product solution for a given target market, and is now used by almost every startup to do just that.

The next challenge is growth - to achieve the financial returns and, more importantly, the impact entrepreneurs dreamed of when starting off on their adventure. Why do some companies realize the VC's goal of a 10x return on investment, while others flounder? What differentiates a Facebook from a Friendster—a household name from a footnote in corporate history? To find out, Ammirati looks at 10 pairs of companies wherein both achieved product-market fit at about the same point in history with the same general target customer, but only one of which has gone on to real scale, while the other languished. As his research reveals, just a handful of choices—such as who to partner with, how to finance growth, and how to use data—make all the difference in the world. In addition to the famous case, Ammirati uses such intriguing examples as LinkedIn vs. Spoke, and McDonald's vs. White Castle, to show the secret of "the science of growth" and how to cultivate it in any organization.

Sean Ammirati is a Partner at Birchmere Ventures, an early-stage venture capital firm based in Pittsburgh, PA, and Palo Alto, CA, and is an Adjunct Professor of Entrepreneurship at Carnegie Mellon University. Most recently, he was the COO of ReadWriteWeb, one of the most influential sites about the future of technology and innovation. Sean was previously co-founder and CEO of mSpoke, a big data SaaS company that was ultimately LinkedIn's first acquisition.

Praise:

"If you are looking for rocket fuel to power your enterprise upward—without crashing—read this!"

—**Tim Sanders, author of Dealstorming and Love is the Killer App**

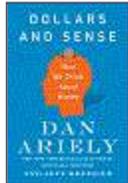
"Readers trying to decide how to grow a new venture will appreciate the helpful discussions of such topics as scaling your business, acquiring and converting customers, understanding the algorithms behind online rankings, and motivating your workforce. This insightful guide will help readers find much-needed direction and inspiration."

—**Publishers Weekly**

"In an unusually revelatory case based format, *The Science of Growth* provides an excellent guide for entrepreneurs looking to scale their businesses." —Sean Ellis, Founder and CEO, GrowthHackers.com

Rights sold:

Audio (World English): Audible
 Chinese (S): China CITIC Press
 Korean: Business Books Publishing



Ariely, Dan and Jeff Kreisler

DOLLARS AND SENSE: How We Think About Money

(HarperCollins, November 2017)

Manuscript due March 2017 (256 pages)

Most of us think about money all the time. How much we have, how much we need, how to get more, how to keep what we have, and how much our neighbors, friends, and colleagues make, spend, and save. Luxuries, bills, opportunities, freedom, stress. Money touches every part of modern life, from family budgets to national politics, from shopping lists to retirement savings.

Just thinking about it can change an individual, often for the worse. People are demonstrably worse at problem solving when they've got money problems. A Berkeley study showed that the wealthy are often less ethical than poor people, while another study found that just seeing images of money makes people more likely to steal from the office, hire a shady colleague or lie to get more money. Even simple, quick exposure to the idea of money has proven to change people's behavior. Money literally messes with our heads.

What can we do about it? Unfortunately, the lessons of financial literacy – learning what to do in specific money moments – like buying a car or applying for a mortgage – tend to fade with little long-term impact. So, we're not going to tell you what to do with your money. Instead, we'll show you what you are already doing with your money, and, more importantly, why. Then, when faced with a financial decision, we hope you'll understand the forces at play and make the best decision you can. We don't want to fill your head with data, rules, and clever-sounding tricks. We want to fill your head with brains.

This book attempts to reveal how we think about money and the mistakes we make when we do. It's about the gap between our common use of money and our understanding of how money works. It's about the challenges we have reasoning about money, and the common mistakes we make spending it. At a minimum, we hope to reveal the psychology behind the money choices that consume our time and control our lives. By understanding money's impact on our thinking, we hope you regain some of that control and spend more of that time enjoying your lives. Why? Because this book is not just about spending money. The same forces that shape our reality in the domain of money also influence how we value the important things in the rest of our lives: how we spend our time, feel about our careers, and love other people.

Dan Ariely, James B. Duke Professor of Psychology and Behavioral Economics at Duke University, is a founding member of the Center for Advanced Hindsight. He is the author of *Payoff* and the *New York Times* bestsellers *Predictably Irrational*, *The Upside of Irrationality*, and *The Honest Truth About Dishonesty*.

Jeff Kreisler is the winner of the Bill Hicks Spirit Award for Thought Provoking Comedy, bestselling author of *Get Rich Cheating*, Senior Writer for *The War Room with Jennifer Granholm*, syndicated radio host, regular on MSNBC, CNN, Current TV & Sirius/XM, Exec Producer of TheFinalEdition.com & The Final Edition Radio Hour, writer for Comedy Central, IFC, & TheStreet.com, star of hit festival shows, and more.

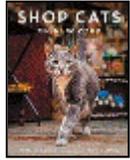
Rights sold:

Chinese (C): Commonwealth Publishing
 Chinese (S): CITIC
 Czech: Prah
 Dutch: Maven

German: Econ/Ullstein
 Greek: Aiora
 Hungarian: HVG
 Japanese: Hayakawa

Korean: Chungrim
 Portuguese (Brazil): Sextante
 Romanian: Publica
 Slovak: Premedia
 Spanish (World): Planeta

Swedish: Natur & Cultur
 Thai: WeLearn
 Turkish: BZD/Optimist
 Vietnamese: Alpha Books
 UK Commonwealth: Bluebird/Pan Macmillan



Arslanian, Tamar and Andrew Marttila
SHOP CATS OF NEW YORK
 (Harper Design/HarperCollins, November 2016)
Hardcover (176 pages)
World English rights with HarperCollins

***Humans of New York* meets *The French Cat* in this carefully cultivated, gorgeous full-color collection featuring New York's iconic felines and the stories behind them**

They inhabit New York City's most legendary and coziest spots—the Algonquin Hotel, a whiskey distillery, Bleecker Street Records, and a host of yoga studios, bodegas, bookstores, and bike shops in between. True New Yorkers—masters of people watching—they perch on wine crates, piles of books, and a classic hotel countertop, taking in the activity around them. Depending on their mood, these cats will ignore enthusiastic admirers, offer a few delightful purrs, or occasionally even take a swipe. Some even find a mouse or two to chase.

SHOP CATS OF NEW YORK introduces forty of New York's favorite felines—all who have an extraordinary story to tell. Popular cat blogger Tamar Arslanian and Instagram pet photographer Andrew Marttila capture these deeply loved and well cared for animals in their city habitat and reveal how they came to reign over their urban kingdoms.

A celebration of some of the city's most revered citizens and a unique look at New York life, this enchanting illustrated volume is a must for every cat lover, and every Big Apple devotee.

Tamar Arslanian is the author of the blog IHaveCat.com, and has served as Vice President of Account Management at numerous high profile New York City advertising agencies. She currently consults pet brands on marketing and social media, writes for numerous pet outlets, and shares her home in New York City with three rescue cats Kip, Petie, and Haddie.

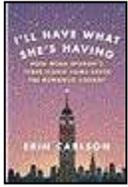
Andrew Marttila is a Philadelphia-based pet photographer. Once extremely allergic to animals, he overcame his sensitivity in his early twenties and now lives with his Bengal Haroun, his favorite subject and best friend. Due to the popularity of his photos garnered on social media, he pursued his passion of photography after graduating with a degree in neuroscience.

Praise:

"A beautiful book of beautiful photos of beautiful cats by beautiful people. *Shop Cats* has a special place in my tiny heart."—**Lil BUB**

"*Shop Cats of New York* is a stunning collection of stories and photos, but it is even more than that - it's a book that vividly illustrates the very nature of the human/cat dynamic. It is a testament to our ongoing love affair, a visual triumph and a book that all cat lovers should have in their collection." —**Jackson Galaxy, host and Executive Director of Animal Planet's *My Cat from Hell* and two-time *New York Times* best-selling author**

"I couldn't imagine a better tribute to these fine felines who are such an important part of the New York community." —**Kate Benjamin, Founder of Hauspanther and NYT bestselling author**



Carlson, Erin

I'LL HAVE WHAT SHE'S HAVING: How Nora Ephron's Three Iconic Films Saved the Romantic Comedy

(Hachette Books, August 2017)

Manuscript (304 pages)

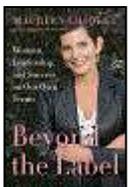
World English rights with Hachette

A backstage look at the making of Nora Ephron's revered trilogy--*When Harry Met Sally*, *You've Got Mail*, and *Sleepless in Seattle*--which brought romantic comedies back to the fore, and an intimate portrait of the beloved writer/director who inspired a generation of Hollywood women, from Mindy Kaling to Lena Dunham.

In I'LL HAVE WHAT SHE'S HAVING entertainment journalist Erin Carlson tells the story of the real Nora Ephron and how she reinvented the romcom through her trio of instant classics. With a cast of famous faces including Reiner, Hanks, Ryan, and Crystal, Carlson takes readers on a rollicking, revelatory trip to Ephron's New York City, where reality took a backseat to romance and Ephron--who always knew what she wanted and how she wanted it--ruled the set with an attention to detail that made her actors feel safe but sometimes exasperated crew members.

Along the way, Carlson examines how Ephron explored in the cinema answers to the questions that plagued her own romantic life and how she regained faith in love after one broken engagement and two failed marriages. Carlson also explores countless other questions Ephron's fans have wondered about: What sparked Reiner to snap out of his bachelor blues during the making of *When Harry Met Sally*? Why was Ryan, a gifted comedian trapped in the body of a fairytale princess, not the first choice for the role? After she and Hanks each separately balked at playing *Mail*'s Kathleen Kelly and *Sleepless*' Sam Baldwin, what changed their minds? And perhaps most importantly: What was Dave Chappelle doing ... *in a turtleneck*? An intimate portrait of a one of America's most iconic filmmakers and a look behind the scenes of her crowning achievements, I'LL HAVE WHAT SHE'S HAVING is a vivid account of the days and nights when Ephron, along with assorted cynical collaborators, learned to show her heart on the screen.

Erin Carlson has covered the entertainment industry for *The Hollywood Reporter* and AP. Her work has appeared in *Glamour*, *Fortune*, and the *LA Times*. She compiled and wrote an oral history of *You've Got Mail* for *Vanity Fair*. She holds a masters in magazine journalism from Northwestern, and has been profiled in the *New York Times*.



Chiquet, Maureen

BEYOND THE LABEL: Women, Leadership, and Success on Our Own Terms

(HarperBusiness, April 2017)

Galley (288 pages)

The former global CEO of Chanel charts her unlikely path from literature major to global chief executive, guiding readers to move beyond the confines of staid expectations and discover their own true paths, strengths, and leadership values.

Driven. Shy. Leader. Wife. Mother. We live in a world of categories — labels designed to tell the world, and ourselves, who we are and ought to be. Some we may covet, others we may fear or disdain; but creating a life that's truly your own, means learning to define yourself on your own terms.

In BEYOND THE LABEL, Maureen Chiquet charts her unlikely path from literature major to global chief executive. Sharing the inklings, risks and (re)defining moments that have shaped her exemplary career, Chiquet seeks to inspire a new generation of women, liberal arts grads, and unconventional thinkers to cultivate a way of living and leading that is all their own.

Through vivid storytelling and provocative insights, Chiquet guides readers to consider the pressing questions and inherent paradoxes of creating a successful, fulfilling life in today's increasingly complex and competitive world.

"Why should we separate art from business, feelings from logic, intuition from judgment?" Chiquet poses. "Who decided you can't be determined and flexible, introspective and attuned, mother and top executive? And where does it state standing unflinchingly in your vulnerability, embracing your femininity, won't make you stronger?"

Wise, inspiring, and deeply felt, BEYOND THE LABEL is for anyone who longs for a life without limits on who she is or who she will become.

Maureen Chiquet began her career in marketing at L'Oreal Paris in 1985. She has worked at The Gap, helped launch Old Navy, and was president of Banana Republic before becoming COO and President of US operations of Chanel in 2003. In 2007 she became its first Global CEO, where she oversaw the business grow three-fold. She left Chanel in 2016 to focus on developing new leadership initiatives. She is a Trustee to the Yale Corporation and fellow of Yale University, where she graduated in 1985. She divides her time between Paris and New York.

Advance Praise:

"Read this marvelous book twice. First, enjoy the rare glimpse Maureen gives us about how uniqueness is created - by becoming, not simply doing. Then read it again while you stand in front of a mirror. You almost literally will hear Maureen's voice about not just doing your brand, but being your brand."

—Clayton Christensen, author of *The Innovator's Dilemma*

"Her book is spot on. To me, and to many others, she is the ultimate role model—and not just for women."

—Millard Drexler, Chairman and CEO, J. Crew Group

"As someone who has worked with Maureen for years, I've seen her grow into a confident and effective leader who knows how to mentor young talent, take risks and innovate, and create long-term success. Her book offers a lot of heart, wisdom, and practical advice, and I think it will be a great inspiration to many- and not only women."

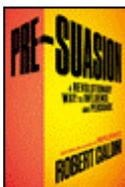
—Jenny Ming, President and CEO, Charlotte Russe

Rights sold:

Chinese (S): Beijing Mediatime Books

Japanese: HarperJapan

Russian: Mann, Ivanov and Ferber



Cialdini, Robert B.

PRE-SUASION: A Revolutionary Way to Influence and Persuade

(Simon & Schuster, September 2016)

Hardcover (384 pages)

A New York Times Bestseller!

A Strategy + Business Best Book of 2016- Management!

The author of the legendary bestseller *Influence*, social psychologist Robert Cialdini shines a light on effective persuasion and reveals that the secret doesn't lie in the message itself, but in the key moment before that message is delivered.

What separates effective communicators from truly successful persuaders? Using the same combination of rigorous scientific research and accessibility that made his *Influence* an iconic bestseller, Robert Cialdini explains how to capitalize on the essential window of time before you deliver an important message. This "privileged moment for change" prepares people to be receptive to a message before they experience it. Optimal persuasion is achieved only through optimal *pre*-suasion. In other words, to change "minds" a *pre*-suader must also change "states of mind."

His first solo work in over thirty years, Cialdini's PRE-SUASION draws on his extensive experience as the most cited social psychologist of our time and explains the techniques a person should implement to become a master persuader. Altering a listener's attitudes, beliefs, or experiences isn't necessary, says Cialdini—all that's required is

for a communicator to redirect the audience’s focus of attention before a relevant action. From studies on advertising imagery to treating opiate addiction, from the annual letters of Berkshire Hathaway to the annals of history, Cialdini draws on an array of studies and narratives to outline the specific techniques you can use on online marketing campaigns and even effective wartime propaganda. He illustrates how the artful diversion of attention leads to successful pre-suasion and gets your targeted audience primed and ready to say, “Yes.”

Robert Cialdini is the leading pioneer in the field of social influence. He is the author of the more than three million-copy bestseller *Influence*. He is Regent’s Professor of Psychology at Arizona State University and the president of Influence at Work, a consulting company that trains business people to incorporate the lessons of his research into their work.

Praise:

No psychologist’s research has been used more often or successfully than that of Robert Cialdini, who literally “wrote the book” on influence. Now, he’s done it again, showing us the power of the moment *before* an attempt to persuade. This is classic Cialdini—authoritative, original, and immediately practical.

—**Richard H Thaler, co-author of *Nudge* and author of *Misbehaving***

“Robert Cialdini is the Benjamin Franklin of research on influence—a keen observer of human nature, great writer, minter of pithy phrases, and clever experimenter who’s able to capture lightning in a jar.”

--**Chip Heath, co-author of *Switch* and *Made to Stick***

“Tom Peters owns “excellence”, Malcolm Gladwell owns “tipping point”, Geoffrey Moore Owns “chasm”, and Robert Cialdini owns “persuasion”.” - **Guy Kawasaki**

Rights sold:

Arabic: Jarir Bookstore

Bulgarian: Iztok-Zapad

Chinese (C): China Times

Chinese (S): Cheers

Czech: Melvil

Dutch: SDU/Bim Media

Estonian: Pegasus

French: Editions First

German: Campus Verlag

Hungarian: HVG

Italian: Giunti

Japanese: Seishin Shobo

Korean: Book 21

Lithuanian: Alma Littera

Norwegian: Abstrakt

Polish: Gdanskie Wydawnictwo Psychologiczne

Portuguese (Brazil): Sextante

Romanian: Publica

Russian: Exmo

Slovenian: UMCO

Spanish (World): Conecta/Penguin Random House

Swedish: Liber

Thai: WeLearn

Turkish: Kapital

Ukrainian: Family Leisure Club

US Audio: S&S Audio

UK Commonwealth: Random House Business

Vietnamese: Tre Publishing

Dalio, Ray

PRINCIPLES: Life and Management (Volume I)

(Simon & Schuster, September 2017)

Manuscript due March 2017

World English rights with Simon & Schuster

Backed by a substantial marketing and advertising campaign, PRINCIPLES is the personal playbook for success in both life and business from Ray Dalio, one of the world’s most influential investors and the founder of Bridgewater Associates, the enigmatic and phenomenally successful hedge fund known for its culture of “radical truth” and “radical transparency.”

Ray Dalio, who rose from a modest background to achieve extraordinary success with Bridgewater Associates, believes that he is an ordinary person who acquired a collection of principles, through lots of effort and making lots of mistakes, that were behind his success. Now, at sixty-seven, he is making these unique principles available in two books—the first of which is his principles of “Life and Management” and the second of which (to be published in

the near future) is his principles of “Economics and Investing”—because he feels an obligation to pass them along at this stage in his life.

Over his long and successful career, Dalio discovered uniquely effective principles that led to Bridgewater having an exceptionally effective culture that he describes as “an idea meritocracy that strives to achieve meaningful work and relationships through radical transparency.” He describes how these principles are woven together into this unique culture in volume one of *PRINCIPLES*, which focuses on life and management.

By applying the same life principles of independent thinking, bringing problems and weaknesses to the surface, and knowing how to deal with not knowing to global macroeconomic investing as he brought to running Bridgewater, he created unique economic and investment principles that led to Bridgewater’s unique success in investing, most obviously shown in Bridgewater’s remarkable long-term track record and its anticipating the 2008 world financial crisis and making money when most others didn’t. In the second volume of *PRINCIPLES*, to be published in the near future, he will lay out these principles of economics and investing in a way that anyone can follow.

And while it brims with practical ideas for organizations and institutions, *PRINCIPLES* also offers a clear, straightforward approach to facing problems and making decisions that anyone, regardless of what they’re going after, can use to get the most out of life.

Ray Dalio is the founder and CEO of Bridgewater Associates, the largest hedge fund in the world and, according to *Fortune*, the fifth most important private company in the United States. In 2016, Bridgewater passed George Soros and became the most profitable fund in history. Dalio has appeared on the *Time* 100 list of the most influential people in the world as well as the Bloomberg Markets list of the 50 most influential people. He lives with his family in Connecticut.

Rights sold:

Chinese (S): CITIC

Russian: Mann, Ivanov, Ferber

Japanese: Nikkei Publishing



Dean, Josh

THE TAKING OF K-129: How the CIA Used Howard Hughes to Steal a Russian Sub in the Most Daring Covert Operation in History

(Dutton/Penguin Random House, September 2017)

Manuscript due February 2017 (384 pages)

An incredible true tale of espionage and engineering set at the height of the Cold War—a mix between *The Hunt for Red October* and *Argo*—about how the CIA, the U.S. Navy, and a crazy billionaire spent six years and nearly a billion dollars to steal the nuclear-armed Soviet submarine K-129 after it had sunk to the bottom of the Pacific Ocean; all while the Russians were watching.

In the early hours of February 25, 1968, a Russian submarine armed with three nuclear ballistic missiles set sail from its base in Siberia on a routine combat patrol to Hawaii. It never arrived.

As the Soviet Navy searched in vain for the lost vessel, a top-secret American operation using sophisticated deep-sea spy equipment found it—wrecked on the sea floor at a depth of 16,800 feet, far beyond the capabilities of any salvage that existed. But the potential intelligence assets onboard the ship—the nuclear warheads, battle orders, and cryptological machines—justified going to extreme lengths to find a way to raise the submarine.

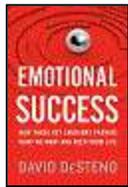
So began Project Azorian, a top-secret mission that took six years, cost an estimated \$800 million, and would become the largest and most daring covert operation in CIA history.

After the U.S. Navy declared retrieving the sub “impossible,” the mission fell to the CIA’s burgeoning Directorate of Science and Technology, the little-known division responsible for the legendary U-2 and SR-71 Blackbird spy planes. Working with Global Marine Systems, the country’s foremost maker of exotic, deep-sea drill ships, the CIA

commissioned the most expensive ship ever built and told the world that it belonged to the reclusive billionaire Howard Hughes, who would use the mammoth vessel to mine rare minerals from the ocean floor. In reality, a complex network of spies, scientists, and politicians attempted a project even crazier than Hughes's reputation: raising the sub directly under the watchful eyes of the Russians.

THE TAKING OF K-129 is a riveting, almost unbelievable true-life tale of military history, engineering genius, and high-stakes spy-craft set during the height of the Cold War, when nuclear annihilation was a constant fear, and the opportunity to gain even the slightest advantage over your enemy was worth massive risk.

Josh Dean is a correspondent for *Outside*; a regular contributor to many national magazines, including *GQ*, *Bloomberg Businessweek*, *Fast Company*, and *Popular Science*; and the author of *Show Dog* and *The Life and Times of the Stopwatch Gang*.



DeSteno, David

EMOTIONAL SUCCESS: The Power of Compassion, Gratitude and Pride

(Eamon Dolan Books/Houghton Mifflin Harcourt, January 2018)

Manuscript (288 pages)

A pioneering psychologist reveals the most effective route to success relies on just three emotions

A string of bestsellers has alerted us to the link between greatness and grit—the ability to persevere and control one's impulses. But no book has revealed the most accessible and powerful path to grit: our three prosocial emotions. These feelings—gratitude, compassion, and pride—rather than the traditionally mentioned willpower and self-denial, are the most practical and successful stepping stones. While willpower is depleted all too fast, prosocial emotions become stronger with use. These emotions are also contagious. People around us become more likely to apply them when we do.

This myth-shattering book explains why prosocial emotions are so effective. They evolved specifically to help us delay our gratification. Compassion disables our innate desire for short-term gains and makes us more resilient. DeSteno shows us how to strengthen our prosocial emotions, right now and for the future. Whether your child is taking the Marshmallow Test or you're about to tackle the Whole30, EMOTIONAL SUCCESS will give you the tools you need to pull through.

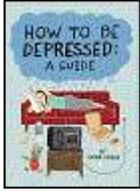
David Desteno is a professor of psychology at Northeastern University. He is a fellow of the American Psychological Association, where he is editor-in-chief of the journal *Emotion*. He is the author of *The Truth About Trust* and a co-author of *Out of Character*. His work has appeared in the *New York Times*, *Wall Street Journal*, *Pacific Standard*, and more.

Rights sold:

Chinese (S): China CITIC Press

Korean: Saho Pyoungnon

UK Commonwealth: Bluebird/Pan Macmillan



Eagle, Dana
HOW TO BE DEPRESSED (Text only)
 (Knock Knock, February 2017)
Trade Paperback
 Paperback; 5.75 x 7.75 inches, 144 pages

Rights to the US illustrations with Knock Knock
World English and World Dutch rights with Knock Knock
French rights sold to Laffont via Knock Knock

HOW TO BE DEPRESSED by stand-up comedian **Dana Eagle** will make you laugh-out-loud if you are one of the many, many people out there on the planet who have been sad before, really sad, or know someone who's been really sad.

Welcome to depression! First, you're going to need sweatpants. Next, you're going to need a sense of humor. Author/comedian Dana Eagle offers a mix of tongue-in-cheek advice, wry wisdom, and "therapeutic" activities like a bad poetry generator. Hilarious and hilariously honest, **HOW TO BE DEPRESSED** will make readers cry with laughter.

- For anyone who's ever been sad, really sad or just known someone who's been really sad!
- Your can-do guide to the mood disorder sweeping the nation!
- Just what the shrink ordered: funny books!

Dana Eagle is a comedian, actress and writer, who has appeared on NBC's *Last Comic Standing*. Her empowering self-deprecation has also been seen on Comedy Central, *The Late, Late Show with Craig Ferguson (CBS)*, Comedy Central, *The Tonight Show with Jay Leno (NBC)*, and *Comics Unleashed*, where she became a contributing writer. Eagle's one-woman show *Stones from Glass Houses* was featured at the HBO US Comedy Art Festival and its sequel *Mood Disorders: A Light-Hearted Romp Through Crippling Depression* premiered at the Los Angeles Theater Festival. She lives in Los Angeles.

Praise:

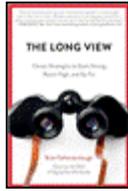
"Only Dana Eagle could make depression this hilarious and charming! Absolutely original, yet completely relatable. Eagle's expertly crafted one-liners, as well as her bold and brilliant take on the topic, make this pity party a must read." –**Beth Littleford, *The Daily Show, Crazy Stupid Love, Dog with A Blog***

"Dana Eagle is so clever she has somehow turned depression into a hilarious activity. Her guide helps break down dark thoughts leading you to a better understanding of your own mind. I highly suggest this book it might just clear away the cobwebs that are wrapped around your happiness and light the way to a place that's not your bed or couch." –**Amber Tozer, author of *Sober Stick Figure***

"I've been delighted by Dana Eagle's comedy for years and now I'm delighted by her hilarious and poignant book. It's the funniest book on depression out there!" –**Brian Kiley, head monologue writer for *Conan***

Rights sold:

German: S. Fischer Verlag
 Turkish: Paloma



Fetherstonhaugh, Brian

THE LONG VIEW: Career Strategies to Start Strong, Reach High, and Go Far

(Diversions Books, September 2016)

Hardcover or Paperback (246 pages)

World English rights with Diversions Books

Winner of the 2016 Best Book Award (Business: Careers)!

The Chairman & CEO of OgilvyOne Worldwide and career advisor extraordinaire, Brian Fetherstonhaugh, outlines the three stages of a long, successful work life and offers guidance to plan ahead and get the most out of each phase.

The world of careers is vastly different than it was just five years ago—more choices, more competition, and relentless change in how we define work-life. It can be difficult to understand our options and plan for a prosperous future.

Where can you go for answers? Colleges may teach us academic and technical skills, and there are places to look for tips on how to write a resume or prep for a job interview. But is it enough?

Brian Fetherstonhaugh, CEO of OgilvyOne Worldwide, understands this dilemma and how to navigate it. He believes we need more than tactics—we need robust, road-tested strategies that combine old-school wisdom with new-school context so that we can flourish in the new professional reality. In *THE LONG VIEW*, Fetherstonhaugh shows us the three distinct but interconnected stages of a career, and how we build ‘fuel’ at every step along the way to create long-term success. *THE LONG VIEW* teaches us new ways of finding jobs, new methods to build careers that last, and a new definition of “work” that embraces life-satisfaction and happiness.

THE LONG VIEW offers highly practical exercises that challenge you to rethink how to assess your skills, invest your time and expand your personal network, and provides a framework for facing tough job decisions. With insights drawn from interviews with a variety of professionals—who share both success stories and cautionary tales—*THE LONG VIEW* will help you establish your own path for overcoming obstacles and making the best choices for a long, accomplished, and rewarding career.

Brian Fetherstonhaugh has led OgilvyOne Worldwide to the forefront of the digital revolution. His far-ranging passions include eCommerce, social CRM, long-range career planning, and how corporate cultures need to evolve in the digital world. Brian was born and raised in Montreal, Canada. He plays hockey on Sunday nights, and plays guitar and harmonica in a rock band, aptly named Plan B.

Praise:

“The Long View is the career guide you’ve been looking for—forward-thinking advice from a seasoned business leader. Brian Fetherstonhaugh offers practical exercises, useful advice—and deep insights into what a meaningful career looks and feels like.” —**Susan Cain, co-founder of Quiet Revolution and New York Times bestselling author of *Quiet: The Power of Introverts in a World That Can’t Stop Talking***

“THE LONG VIEW poses big questions about where our careers are going, and offers fresh answers. A global CEO provides valuable lessons and practical day-to-day exercises to help us get the most out of every stage of our careers.” —**Adam Grant, Wharton professor and New York Times bestselling author of *Originals* and *Give and Take***

“The Long View is one of the most practical and comprehensive guides to a meaningful career that I have read. Whether you are just starting your search for a job or trying to get a career back on track, start by reading *The Long View*.” —**Tom Rath, best-selling author of *Are You Fully Charged?***

Rights sold:

Chinese (S): CITIC



Flanagan, Shalane and Elyse Kopecky
RUN FAST EAT SLOW: Nourishing Recipes for Athletes
 (Rodale, August 2016)
Hardcover (256 pages)
World English rights with Rodale

A New York Times Bestseller!

Olympian and the #1 marathon runner in the US teams up with a whole-foods chef to help other runners and athletes avoid nutrition problems by presenting a nutrient-dense whole foods diet filled with good fat and satisfying flavor.

From world-class marathoner and 3-time Olympian Shalane Flanagan and chef Elyse Kopecky comes a whole foods, flavor-forward cookbook that proves food can be indulgent and nourishing at the same time. Finally, here's a cookbook for runners that shows fat is essential for flavor and performance and that counting calories, obsessing over protein, and restrictive dieting does more harm than good.

Packed with more than 100 recipes for every part of your day, mind-blowing nutritional wisdom, and inspiring stories from two fitness-crazed women that became fast friends 15 years ago, *Run Fast, Eat Slow* has all the bases covered. You'll find no shortage of delicious meals, satisfying snacks, thirst-quenching drinks, and wholesome treats. Fan favorites include Can't Beet Me Smoothie, Arugula Cashew Pesto, High-Altitude Bison Meatballs, Superhero Muffins, Kale Radicchio Salad with Farro, and Double Chocolate Teff Cookies.

Shalane Flanagan is an Olympic medalist, champion Marathoner, and American record-holding distance-runner. She is sponsored by Nike and has been featured in countless Running and Women's magazines throughout the world. Growing up a runner, Flanagan has always been passionate about food as well. She lives in Portland, Oregon.

Elyse Kopecky is a food writer and whole foods chef. She is a graduate of Natural Gourmet Institute for Healthy and Culinary Arts. Formerly a digital marketing producer for Nike, Kopecky left the corporate world to focus on her passion for healthy food. She lives and works in Portland, Oregon with her husband and young daughter.

Praise:

"Feeding my cravings with healthy food has long been my recipe for running longevity. *Run Fast Eat Slow* contains sound advice and delicious and nutritious recipes—finally a true runner's kitchen companion."

—**Joan Benoit Samuelson, first-ever women's Olympic marathon champion**

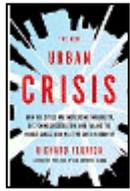
"You are what you put in your body. In *Run Fast Eat Slow*, Shalane and Elyse provide amazing recipes for fueling your body. I highly recommend this book to anyone who wants to excel in running or just live a healthy and active lifestyle." —**Meb Keflezighi, four-time US Olympian and Boston Marathon champion**

"There are so many misleading diet trends pushed at young female athletes. Finally, here's a book after my own heart—celebrating indulging in real food!" —**Allyson Felix, Olympic gold medal sprinter**

Rights sold:

Czech: Jota
 French: Editions Amphora

German: Narayana Verlag
 Slovak: Tatran



Florida, Richard

THE NEW URBAN CRISIS: How Our Cities Are Increasing Inequality, Deepening Segregation, and Failing the Middle Class—and What We Can Do About It

(Basic Books, April 2017)

Manuscript (320 pages, tables and line drawings throughout)

Richard Florida confronts the dark side of the creative economy he celebrated in *The Rise of the Creative Class*, and grapples with the gentrification, inequality, and segregation it has created in our cities

In recent years, the young, educated, and affluent have surged back into cities, reversing decades of suburban flight and urban decline. And yet all is not well, Richard Florida argues in *THE NEW URBAN CRISIS*. Florida, one of the first scholars to anticipate this back-to-the-city movement in his groundbreaking *The Rise of the Creative Class*, demonstrates how the same forces that power the growth of the world's superstar cities also generate their vexing challenges: gentrification, unaffordability, segregation, and inequality. Meanwhile, many more cities still stagnate, and middle-class neighborhoods everywhere are disappearing. Our winner-take-all cities are just one manifestation of a profound crisis in today's urbanized knowledge economy.

A bracingly original work of research and analysis, *THE NEW URBAN CRISIS* offers a compelling diagnosis of our economic ills and a bold prescription for more inclusive cities capable of ensuring growth and prosperity for all.

Richard Florida is one of the world's leading urbanists and author of the international bestselling books, *The Rise of the Creative Class* and *Who's Your City?*, among several other titles. He is University Professor and Director of the Martin Prosperity Institute at the University of Toronto's Rotman School of Management and Global Research Professor at New York University. He is also founder of the Creative Class Group and a senior editor for *The Atlantic*, where he co-founded *CityLab*. He lives in Toronto, New York and Miami.

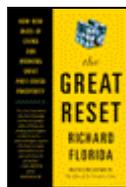
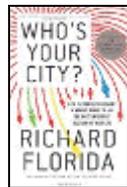
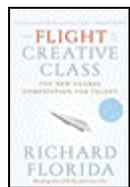
Rights sold:

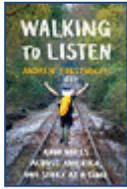
Chinese (S): CITIC

Korean: Maekyung Publishing

Turkish: Dogan Kitap

UK Commonwealth: Oneworld Publications





Forsthoefer, Andrew

WALKING TO LISTEN: 4,000 Miles Across America, One Story at a Time

(Bloomsbury, March 2017)

Hardcover (400 pages)

World English rights with Bloomsbury USA

An ABA Indies Introduce Pick!

A memoir of one young man's coming of age on a cross-country trek—told through the stories of the people he meets, of all ages, races, and inclinations, all along the highways of America.

Life is fast, and I've found it's easy to confuse the miraculous for the mundane, so I'm slowing down, way down, in order to give my full presence to the extraordinary that infuses each moment and resides in every one of us.

At 23, Andrew Forsthoefer walked out the back door of his home in Chadds Ford, Pennsylvania, with a backpack, an audio recorder, his copies of Whitman and Rilke, and a sign that read "Walking to Listen." He had just graduated from Middlebury College and was ready to begin his adult life, but he didn't know how. So he decided he'd walk. And listen. It would be a cross-country quest for guidance, and everyone he met would be his guide.

Walking toward the Pacific, he faced an Appalachian winter and a Mojave summer. He met beasts inside: fear, loneliness, doubt. But he also encountered incredible kindness from strangers. Thousands shared their stories with him, sometimes confiding their prejudices, too. Often he didn't know how to respond. How to find unity in diversity? How to stay connected, even as fear works to tear us apart? He listened for answers to these questions, and to the existential questions every human must face, and began to find that the answer might be in listening itself.

Ultimately, it's the stories of others living all along the roads of America that carry this journey and sing out in a hopeful, heartfelt book about how a life is made, and how our nation defines itself on the most human level.

Andrew Forsthoefer is a writer, radio producer, and public speaker. After graduating from Middlebury College in 2011, he spent nearly a year walking across the United States. It was the greatest privilege and blessing of his life. He now facilitates workshops on walking and listening as practices in personal transformation, interconnection, and conflict resolution. He is currently based in Northampton, Massachusetts.

Praise:

"In this moving and deeply introspective memoir, Forsthoefer writes about the uncertainties, melodramas, ambiguities, and loneliness of youth . . . Forsthoefer's walk becomes a meditation on vulnerability, trust, and the tragedy of suburban and rural alienation . . . [his] conversation with America is fascinating, terrifying, mundane, and at times heartbreaking, but ultimately transformative and wise." - *Publishers Weekly*

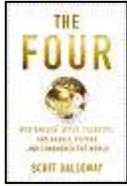
"Forsthoefer offers moments of genuine kinship and transcendence . . . Millennial ennui turns into a search for meaning in an intriguing portrait of America." - *Kirkus Reviews*

"Whoever you are, wherever you're from, you need to read this book. You need to read it for its searing honesty, its hopefulness, and its grace. You need to read it because its story is your story, too. Andrew Forsthoefer walked across a continent to listen to strangers and learn from them. There is great wisdom in his footfalls, and you are holding it in your hands." - **Sue Halpern, author of *A Dog Walks Into a Nursing Home***

Rights sold:

German: Gütersloher Verlagshaus/Random House

Korean: Gimm-Young



Galloway, Scott

THE FOUR: How Amazon, Apple, Facebook, and Google Divided and Conquered the World
(Portfolio/Penguin Random House, November 2017)

Manuscript due March 2017

THE FOUR is an exploration of the true strategies Google, Amazon, Facebook, and Apple use to dominate today's markets, contradicting the popular myths about why they're so successful.

In January 2015 serial entrepreneur and NYU Professor of Marketing Scott Galloway keynoted DLD Munich with a speech entitled “The Four Horseman” that challenged the conventional wisdom about Amazon, Apple, Facebook and Google and offered a new perspective on what is required to succeed in the 21st century. Since then:

- Scott’s 17-minute talk has gone viral, with more than a million views. His follow-up talk -- “Gang of Four” -- delivered at DLD Munich in January 2016, has received 700,000 views in its first 30 days
- Firms ranging from Nike and LVMH to P&G and Unilever have asked Scott to assess their business strategies based on his research. J.P. Morgan and UBS have featured Scott at gatherings of their “whales,” ranging from John Paulson to Jeff Bezos.
- Scott launched a weekly YouTube series, “Winners & Losers,” that now has 300,000+ viewers per week, with a projected one million per week by the end of 2016. Scott is now the most viewed academic (globally) on the YouTube platform.

The gist of his argument:

- The Four Horsemen (Amazon, Apple, Facebook, and Google) have not just created new businesses, but changed the nature of the economy and rules for success. To win in the digital age --and to create massive stakeholder value -- requires an understanding of how these firms became the most successful and influential organizations in history, the first with the potential to be valued at one trillion dollars.
- The Four Horsemen are winning not just because of their technology and talent. Each taps into an instinctive, evolutionary need and has captured value serving these needs: Amazon, our need to hunt and gather; Apple, our need to procreate; Facebook, our need for love; and Google, our need for a God.
- There is a core set of eight requirements for winning in the digital age. The analysis presented in this book explains how our new digital economy *really* works, what separates winners from losers, and what is required to create The Fifth Horseman. Leading candidates include Uber and, as unlikely as it appears, Starbucks.

Galloway is not sanguine about the new rules for winning. At the conclusion of the book he explains that the underpinnings of technology and a “lottery economy” mindset have created modern economies with several million lords being served by several hundred million serfs. Galloway’s purpose in writing THE FOUR is not to change the world, but to provide an unvarnished – if at times uncomfortable – view of it. In a hyper-competitive world, he wants his readers, like his students at NYU, to develop insight that will give them a slightly better chance of building economic security for themselves and their families.

Scott Galloway is an American academic and entrepreneur. Scott is a Clinical Professor at the NYU Stern School of Business where he teaches brand strategy and digital marketing. In 2012, Professor Galloway was named 'One of the World's 50 Best Business School Professors' by Poets & Quants. Scott is also the founder and Chairman of L2, a New York City-based business intelligence firm serving many of the world's most iconic consumer brands. His Digital IQ Index [®], based on an algorithm he authored, is considered the seminal metric, globally, for assessing a brands' digital competence. He also founded Red Envelope, an e-commerce firm (2002 NASDAQ IPO) and Prophet, a global brand strategy consultancy with 450+ professionals. Professor Galloway was elected to the World Economic Forum's Global Leaders of Tomorrow, which recognizes 100 individuals under the age of 40 "whose accomplishments have had impact on a global level." Scott has served on the boards of directors of Eddie Bauer

(Nasdaq: EBHI), The New York Times Company (NYSE: NYT), Gateway Computer, and UC Berkeley's Haas School of Business. He received a BA from UCLA and an MBA from UC Berkeley.

Rights sold:

Chinese (C): Commonwealth Magazine

Chinese (S): China South Booky

Dutch: A.W. Bruna

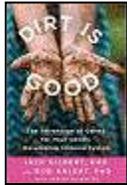
German: Borsenmedien

Japanese: Toyo Keizai

Korean: Business Books

Russian: Mann, Ivanov, Ferber

UK Comm: Transworld/Penguin Random House



Gilbert, Jack Ph.D. and Rob Knight, Ph.D. with Sandra Blakeslee

DIRT IS GOOD: The Advantage of Germs for Your Child's Developing Immune System

(St. Martin's Press, June 2017)

Galley (288 pages)

From two of the world's top scientists and one of the world's top science writers (all parents) comes a q&a-based guide to everything you need to know about kids & germs.

"Is it OK for my child to eat dirt?"

That's just one of the many questions authors Gilbert and Knight are bombarded with every week from parents all over the world. "My two-year-old gets constant ear infections. Should I give her antibiotics? Or probiotics?"; "I heard that my son's asthma was caused by a lack of microbial exposure. Is this true, and if so what can I do about it now?"

Google these questions, and you'll be overwhelmed with answers. The internet is rife with speculation and misinformation about the risks and benefits of what most parents think of as simply germs, but which scientists now call the microbiome: the combined activity of all the tiny organisms inside our bodies and the surrounding environment that have an enormous impact on our health and well-being. Who better to turn to for answers than Jack Gilbert and Rob Knight, two of the top scientists leading the investigation into the microbiome—an investigation that is producing fascinating discoveries and bringing answers to parents who want to do the best for their young children.

Jack Gilbert, Ph.D. is a Professor of Surgery at the University of Chicago and Director of the Microbiome Institute. In 2014 he was recognized on *Crain's Business Chicago's* "40 Under 40 List," and in 2015 he was listed as one of the "50 Most Influential Scientists" by *Business Insider* and in the "Brilliant Ten" by *Popular Scientist*.

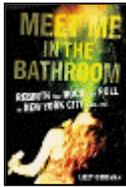
Rob Knight, Ph.D. is Professor of Pediatrics and Computer Science & Engineering and Director of the Center for Microbiome Innovation at the University of California, San Diego. He is co-founder of the Earth Microbiome Project and American Gut. In 2013 *Science Watch* put him on its list for the "Hottest Scientific Research" in the world. In 2015 Thomson Reuters named him to its list of the "Most Influential Scientists in the World."

Sandra Blakeslee has worked for the *New York Times* for nearly 45 years, winning multiple journalism awards, and has co-authored nine books with leading scientists in their field.

Rights sold:

Czech: Omega

Polish: Bellona



Goodman, Lizzy

MEET ME IN THE BATHROOM: Rebirth and Rock and Roll in New York City

(Dey Street Books/HarperCollins, May 2017)

Galley (640 pages)

Joining the ranks of the classics *Please Kill Me*, *Our Band Could Be Your Life*, and *Can't Stop Won't Stop*, an intriguing oral history of the post-9/11 decline of the old-guard music industry and rebirth of the New York rock scene, led by a group of iconoclastic rock bands

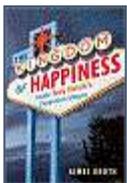
In the second half of the twentieth-century New York was the source of new sounds, including the Greenwich Village folk scene, punk and new wave, and hip-hop. But as the end of the millennium neared, cutting-edge bands began emerging from Seattle, Austin, and London, pushing New York further from the epicenter. The behemoth music industry, too, found itself in free fall, under siege from technology. Then 9/11/2001 plunged the country into a state of uncertainty and war—and a dozen New York City bands that had been honing their sound and style in relative obscurity suddenly became symbols of glamour for a young, web-savvy, forward-looking generation in need of an anthem.

MEET ME IN THE BATHROOM charts the transformation of the New York music scene in the first decade of the 2000s, the bands behind it—including The Strokes, The Yeah Yeah Yeahs, LCD Soundsystem, Interpol, and Vampire Weekend—and the cultural forces that shaped it, from the Internet to a booming real estate market that forced artists out of the Lower East Side to Williamsburg. Drawing on 500 original interviews with James Murphy, Julian Casablancas, Karen O, Ezra Koenig, and many others musicians, artists, journalists, bloggers, photographers, managers, music executives, groupies, models, movie stars, and DJs who lived through this explosive time, journalist Elizabeth Goodman offers a fascinating portrait of a time and a place that that gave birth to a new era in modern rock-and-roll.

Elizabeth (Lizzy) Goodman has written about rock-and roll, fashion, and popular culture for the *New York Times*, the *New York Times Magazine*, *Rolling Stone*, *Spin*, *Nylon*, *Elle*, *Interview*, *Out* and *NME*. She is a regular contributor to *New York magazine*, and is frequently appears on VH1 and NPR. She lives in New York City.

Rights sold:

UK Commonwealth: Faber & Faber



Groth, Aimee

THE KINGDOM OF HAPPINESS: Inside Tony Hsieh's Zapponian Utopia

(Touchstone Books/Simon & Schuster, February 2017)

Hardcover (336 pages)

World English rights with Simon & Schuster

Fearless gonzo journalism—an insider's look at the enigmatic and successful CEO of Zappos, Tony Hsieh, and his quest to create his own version of utopia in the center of Las Vegas.

In 2010 Tony Hsieh was introduced to many as a visionary modern business leader. Under Hsieh's leadership, Zappos became the world's largest online shoe company by championing satisfied customers and a valued workforce. After his company was purchased by Amazon, even as he continued as its CEO, Hsieh engaged his energies and considerable fortune toward a much larger goal: building a new and more socially conscious Silicon Valley in the heart of downtown Las Vegas, all within his five-year plan.

Hsieh challenged business and technology journalist Aimee Groth to uproot her life and participate in his social engineering experiment. Beginning with couch surfing, moving to a Downtown Project crash pad, and then living in Zappos corporate housing above the Gold Spike bar, Groth had a front-row view of Hsieh's efforts to build his ideal

society.

With interviews from insiders on all ends of the Zappos spectrum—like the “broken dolls” who gravitate toward Hsieh’s almost cultlike personality and make up some of his inner circle, to the Zapponians who live and work on campus, to players in the top echelon of Silicon Valley—Groth offers a unique view of a world few people know much about, and sheds a new light on this complex, eccentric man.

THE KINGDOM OF HAPPINESS is the story of one man’s quest to create his own nirvana in the desert based on his exacting design and experimentation with lessons he’s gleaned not only from the incredible success of Zappos, but also from rave culture and Burning Man. Is it the business model of the future or a cautionary tale of hubris?

Aimee Groth is an independent business journalist who writes primarily for *Quartz*, a division of Atlantic Media Company. She previously served as a senior editor at *Business Insider*. Her work has been highlighted by several publications, including *The Wall Street Journal*, NPR, and the *Harvard Business Review*. In December 2013 she broke the news about Zappos’s adoption of Holacracy, which led to coverage by dozens of news organizations around the world, including CNN and *The New York Times*.

Praise:

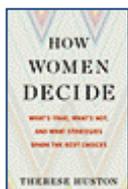
"Remember that movie *Almost Famous*, about a journalist who cozies up to a rock band and its groupies, exposing them all for what they really are? That's what Groth does here, revealing a dystopia/utopia straight out of *Brave New World*." —**Nicholas Carlson, author of *Marissa Mayer and Fight to Save Yahoo!***

“Drawing on first-hand accounts, Aimee Groth's fascinating and occasionally disturbing investigation of Tony Hsieh's business practices and ideology offers a crucial warning against being seduced by the warm rhetoric and positivity of gurus.” —**William Davies, author of *The Happiness Industry***

"Aimee Groth's reporting on Tony Hsieh’s Downtown Project—the conquest and revitalization of downtown Las Vegas into a mecca for entrepreneurship intended as a counterpoint to the casino culture of Vegas’ glitzy gambling Strip—has a cast of characters reminiscent of a Russian novel set in the over-stimulating atmosphere of Rio’s Carnival, punctuated with all the hubris of a Greek tragedy." —**Whitney Johnson, author of *Disrupt Yourself***

Rights sold:

Korean: HanbitBIZ Inc.



Huston, Therese
HOW WOMEN DECIDE: What’s True, What’s Not, and What Strategies Spark the Best Choices (Houghton Mifflin Harcourt, May 2016)
Hardcover (384 pages)
UK Commonwealth rights sold to Oneworld by HMH

An Amazon Book of the Month! (May 2016)

A definitive playbook for making stronger, wiser choices that thoughtfully addresses how the cultural landscape—and the research—defines how women decide.

Books about decision-making are often inadvertently tailored primarily to men. Meanwhile, books about women in business overlook decision-making or offer advice that is unhelpful and can even backfire. HOW WOMEN DECIDE fills this gap. It takes on the very real psychological and cultural obstacles women face, asks how these affect decision-making, and suggest practical changes for approaching important choices. Using the latest research and her interviews with women in many fields, Huston breaks down the myths and facts around intuition, self-perception, risk assessment, and more. She persuasively argues that, contrary to popular opinion, women shouldn't feign inflated confidence indiscriminately. She explains why women are more prone to take care than take charge. She offers guidance for anticipating and defusing the influence of stereotypes. And she takes on the pervasive misperception that openness toward collaboration renders women indecisive.

With a positive, targeted message and workable strategies HOW WOMEN DECIDE brings together the best of *The Paradox of Choice* and *Lean In*, helping women to address differences and inequities and to make the most of their opportunities.

Therese Huston, Ph.D., cognitive psychologist and founding director of the Center for Excellence in Teaching and Learning at Seattle University, has spent fifteen years helping smart people make better decisions. She has written for the *New York Times*, and her first book, *Teaching What You Don't Know*, was published by Harvard University Press. She lives outside of Seattle with her husband and adorable but deaf dog.

Praise:

“Using a wealth of economic and social science research, Huston – a cognitive psychologist... – documents these stereotypes and shows how women are often trapped in situations where they can’t come out ahead, no matter what they do...it will resonate with any women trying to navigate treacherous career waters as well as with managers wondering how to increase diversity and get the best out of all their employees. One could also imagine it becoming required reading on Wall Street, where male-dominated thinking has caused so many problems.”

–*The New York Times Book Review*

“Every woman needs to read this well-researched and wonderfully reported book. She'll gain confidence through useful tactics for even better decision-making. Men should read it, too; they'll learn tactics that make women great leaders!” – **Joanna Barsh, bestselling author of *How Remarkable Women Lead and Centered Leadership***

“Even decision-making experts tend to overlook the obvious, and that failure is nowhere more apparent than in the stunning absence of business books written for women. None of the myriad decision-making bestsellers consider how their advice should differ for men and women. Therese Huston's *How Women Decide* promises to fill that glaring hole on the best-seller shelves by overthrowing the one-sex-fits-all recommendations that permeate popular business books.” –**Dan Simons, author of *The Invisible Gorilla***

Rights sold:

Chinese (S): United Sky New Media
Estonian: Aripaev

Korean: Moonye Publishing
Polish: Rebis

Kamentz, Anya

THE JOY OF SCREENTIME

(Public Affairs, January 2018)

Manuscript due March 2017

World English rights with Hachette

The newest generation of children is exposed to ubiquitous technology, more than any that preceded them. They are photographed with smartphones from the moment they're born, and begin interacting with screens at around four months old. Is this good news or bad news?

In this book, Anya Kamenetz--an expert on both education and technology, as well as a mother of two young children--takes a refreshingly practical look at the subject. Surveying hundreds of fellow parents for their practices and ideas, and cutting through a thicket of inconclusive studies and overblown claims, she hones a simple message, a riff on Michael Pollan's well-known "food rules." *Enjoy Screens. Not too much. Mostly with others.*

Kamenetz's sophisticated yet practical thinking is a necessary cure for an age of anxiety.

Anya Kamenetz is the lead digital education correspondent for NPR. Previously she worked as a staff writer for *Fast Company* magazine. She's contributed to *The New York Times*, *The Washington Post*, *New York Magazine*, *Slate*, and *O, the Oprah Magazine*, and has won multiple awards for her reporting on education, technology, and innovation. She is the author of three books on education and technology: *Generation Debt*, *DIY U*, and *The Test*. She lives in Brooklyn with her husband and two children.



Klosterman, Chuck

X: A Highly Specific, Defiantly Incomplete History of the Early 21st Century

(Blue Rider Press, May 2017)

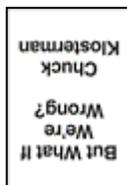
Manuscript (464 pages)

***New York Times*-bestselling author and cultural critic Chuck Klosterman compiles and contextualizes the best of his articles and essays from the past decade.**

Chuck Klosterman has created an incomparable body of work in books, magazines, newspapers, and on the Web. His writing spans the realms of culture and sports, while also addressing interpersonal issues, social quandaries, and ethical boundaries. Klosterman has written nine previous books, helped found and establish Grantland, served as the *New York Times Magazine* Ethicist, worked on film and television productions, and contributed profiles and essays to outlets such as *GQ*, *Esquire*, *Billboard*, *The A.V. Club*, and *The Guardian*.

Chuck Klosterman's tenth book (aka CHUCK KLOSTERMAN X) collects his most intriguing of those pieces, accompanied by fresh introductions and new footnotes throughout. Klosterman presents many of the articles in their original form, featuring previously unpublished passages and digressions. Subjects include *Breaking Bad*, Lou Reed, zombies, KISS, Jimmy Page, Stephen Malkmus, steroids, Mountain Dew, *Chinese Democracy*, The Beatles, Jonathan Franzen, Taylor Swift, Tim Tebow, Kobe Bryant, Usain Bolt, Eddie Van Halen, Charlie Brown, the Cleveland Browns, and many more cultural figures and pop phenomena. This is a tour of the past decade from one of the sharpest and most prolific observers of our unusual times.

Chuck Klosterman is the bestselling author of seven books of nonfiction (including *Sex, Drugs, and Cocoa Puffs* and *But What If We're Wrong?*) and two novels (*Downtown Owl* and *The Visible Man*). He has written for *The New York Times*, *The Washington Post*, *GQ*, *Esquire*, *Spin*, *The Guardian*, *The Believer*, *Billboard*, *The A.V. Club*, and ESPN. Klosterman served as the Ethicist for *The New York Times Magazine* for three years, appeared as himself in the LCD Soundsystem documentary *Shut Up and Play the Hits*, and was an original founder of the website Grantland with Bill Simmons.



Klosterman, Chuck

BUT WHAT IF WE'RE WRONG: Thinking About the Present as if It Were the Past

(Blue Rider Press/Penguin Random House, June 2016)

Hardcover (288 pages)

A *New York Times* bestseller!

An Amazon Best Book of 2016 (Nonfiction)!

***New York Times* bestselling author, former Ethicist for the *New York Times Magazine*, and acclaimed cultural critic Chuck Klosterman explores the possibility that our currently held beliefs and assumptions about the world will eventually be proven wrong.**

BUT WHAT IF WE'RE WRONG is a book of original, reported, interconnected pieces that speculate on the likelihood that many universally accepted, deeply engrained cultural and scientific beliefs will someday seem absurd. Covering a vast spectrum of objective and subjective topics, the book attempts to visualize present-day society the way it will be viewed in a distant future. Klosterman cites original interviews with a wide variety of thinkers and experts -- including the likes of George Saunders, David Byrne, Jonathan Lethem, Alex Ross, Kathryn Schulz, Neil deGrasse Tyson, Brian Greene, Junot Diaz, Amanda Petrusich, Ryan Adams, Dan Carlin, Nick Bostrom, and Richard Linklater.

Klosterman asks straight-forward questions that are profound in their simplicity: How certain are we about our understanding of gravity? How certain are we about our understanding of time? What will be the defining memory of rock 'n' roll, 500 years from today? Are all team sports destined for extinction? How seriously should we view the content of our dreams? How seriously should we view the content of television? What contemporary literature will be canonized (and how will it be selected)? How is history constructed (and how much can it be trusted)? Is it possible we "overrate" democracy and freedom? And, most disturbingly, is it possible we've reached "the end of new knowledge"?

The answers Klosterman explores and integrates with his own analysis generate the most thought-provoking and propulsive book of his career.

Chuck Klosterman is the bestselling author of six nonfiction books (most notably *Sex, Drugs and Cocoa Puffs* and *I Wear the Black Hat*) and two novels (*Downtown Owl* and *The Visible Man*). He has written for the *New York Times*, *Washington Post*, *GQ*, *Esquire*, *Spin*, *The Guardian*, *The Believer*, *Billboard*, *The A.V. Club*, and ESPN. Klosterman served as The Ethicist for the *New York Times Magazine* for three years; appeared as himself in the LCD Soundsystem documentary, *Shut Up and Play the Hits*; and co-created *Grantland* with Bill Simmons. He is a native of North Dakota and currently lives in Brooklyn with his wife, Entertainment Weekly TV critic Melissa Maerz.

Praise:

“Full of intelligence and insights...the author gleefully turns ideas upside down to better understand them...this clever, speculative book challenges our beliefs with jocularly and perspicacity.” —*Kirkus*, **starred review**

“As usual, Klosterman’s trademark humor and unique curiosity propel the reader through the book. He remains one of the most insightful critics of pop culture writing today and this is his most thought-provoking and memorable book yet.” —*Publishers Weekly*, **starred review**

“This book is brilliant and addictively readable. It's also mandatory reading for anyone who loves history and for anyone who claims to have a capacity for forecasting. It'll probably make them people angry because it turns so many sacred assumptions upside down — but that's what the future does. Klosterman's writing style is direct, highly personal and robotically crisp — he's like a stranger on the seat next to you on a plane who gives you a billion-dollar idea. A terrific book.” —**Douglas Coupland**

Rights sold:

Arabic: Jarir Bookstore

Chinese (S): China South Booky Culture

Czech: Albatros Media

Italian serial: Internazionale

Korean: Winners Book

Portuguese (Brazil): HarperCollins Brasil

Turkish: Butik

UK Commonwealth: Amberley Publishing



Kuenne, Chris and John Danner

BUILT FOR GROWTH: How Builder Personality Shapes Your Business, Your Team, and Your Ability to Win (Harvard Business Review Press, June 2017)

Manuscript (256 pages)

World English rights with Harvard Business School

Many factors shape the success or failure of a new business, whether it's a stand-alone start-up or a new venture inside a larger corporation. But the most important and least understood of these factors is the personality of the builder—the founder or leader's particular combination of beliefs and preferences that drives his or her motivation, decision making, and leadership style. And it's the one factor you, as a business builder yourself, can directly control.

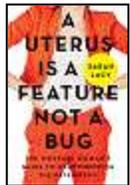
This book decodes the interplay between builder personality and new business success or failure. Using a patented analytic methodology, authors Chris Kuenne and John Danner discovered four distinct types of highly successful “business builder” personalities—the Driver, the Explorer, the Crusader, and the Captain—each displaying special

gifts and predictable gaps or shortcomings in growing their companies and new ventures.

BUILT FOR GROWTH blends exclusive research findings, personal interviews, and experienced analysis to illustrate how each type handles the five dynamic challenges of building businesses of lasting value: converting an idea into reality, recruiting inspired talent, transforming buyers into partners, aligning financial and other supporters, and scaling the business. With vivid stories and practical tools, this book gives you unprecedented insight into the personalities of each Builder Type and how you can use that insight to assess yourself and others and improve your odds of success. **BUILT FOR GROWTH** is the ultimate guide for how to play to your strengths, complement and compensate for your gaps, and build successful businesses—from start-up to scale-up.

Chris Kuenne is a successful business builder, growth capital investor, and member of Princeton University’s entrepreneurship faculty. He is the founder of Rosetta, a digital marketing firm sold to Publicis Groupe for a record price, and the private equity firm Rosemark Capital. He is a frequent speaker to business and entrepreneurial audiences, including the Young President’s Organization, CFO Roundtable, American Council for Growth, and numerous venture capital and industry conferences.

John Danner is senior fellow of University of California at Berkeley’s Institute for Business Innovation and serves on the faculty of Haas School of Business and Princeton University. An experienced entrepreneur and business advisor, he anchors executive leadership courses globally. He speaks widely on innovation, strategy, and entrepreneurship, keynoting corporate events and premier international conferences, and his work is frequently cited in major business media. He is an author of *The Other “F” Word: How Smart Leaders, Teams, and Entrepreneurs Put Failure to Work*.



Lacy, Sarah

A UTERUS IS A FEATURE NOT A BUG: The Working Woman’s Guide to Overthrowing the Patriarchy

(HarperBusiness/HarperCollins, November 2017)

Manuscript due March 2017 (304 pages)

World English rights with HarperCollins

A rally cry for working mothers everywhere that demolishes the “distracted, emotional, weak” stereotype and definitively shows that these professionals are more focused, decisive, and stronger than any other force

Working mothers aren’t a liability. They are assets you—and every manager and executive—wants in your company, in your investment portfolio, and in your corner.

There is copious academic research showing the benefits of working mothers on families and the benefits to companies who give women longer and more flexible parental leave. There are even findings that demonstrate women with multiple children actually perform better at work than those with none or one.

Yet despite this concrete proof that working mothers are a lucrative asset, they still face the “Maternal Wall”—widespread unconscious bias about their abilities, contributions, and commitment. Nearly eighty percent of women are less likely to be hired if they have children—and are half as likely to be promoted. Mothers earn an average \$11,000 less in salary and are held to higher punctuality and performance standards. Forty percent of Silicon Valley women said they felt the need to speak less about their family to be taken more seriously. Many have been told that having a second child would cost them a promotion.

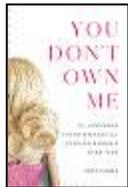
Fortunately, this prejudice is slowly giving way to new attitudes, thanks to more women starting their own businesses and companies like Netflix, Facebook, Apple, and Google implementing more parent-friendly policies. But the most important barrier to change isn’t about men. Women must rethink the way they see themselves after giving birth. As entrepreneur Sarah Lacy makes clear in this cogent, persuasive analysis and clarion cry, the strongest, most lucrative, and most ambitious time of a woman’s career may easily be after she sees a plus sign on a pregnancy test.

Sarah Lacy is the founder, CEO, and editor-in-chief of the investigative tech news site Pando.com. She has been covering technology news and entrepreneurship for over fifteen years, with stints at *BusinessWeek* and *TechCrunch* before founding her own company while on maternity leave in 2011. She lives in San Francisco. Most importantly of all, she is a mother of two young children.

Advance Praise:

“I think this is brilliant. I love the reframing of motherhood as a source of strength, not weakness. The mythbusting is powerful and the unapologetic tone is empowering. With all due respect to Amy Chua, Sarah Lacy’s blockbuster book will be the real battle hymn of the tiger mother.”

—**Adam Grant**, Wharton professor and *New York Times* bestselling author of *Originals* and *Give and Take*



Lobel, Orly

YOU DON'T OWN ME: The Landmark Court Battles that Exposed Barbie's Dark Side

(W.W. Norton & Company, November 2017)

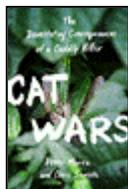
Manuscript due March 2017 (320 pages)

Are your ideas your own or does your employer own them? This is the question that set off the greatest toy war of our time.

When Carter Bryant began designing what would become the billion-dollar line of Bratz dolls, he was taking time off from his job at Mattel, where he designed outfits for Barbie. Later, back at Mattel, he sold his concept for Bratz to rival company MGA. Law professor Orly Lobel reveals the colorful story behind the ensuing decade-long court battle.

This entertaining and provocative work pits audacious MGA against behemoth Mattel, shows how an idea turns into a product, and explores the two different versions of womanhood, represented by traditional all-American Barbie and her defiant, anti-establishment rival—the only doll to come close to outselling her. In an era when workers may be asked to sign contracts granting their employers the rights to and income resulting from their ideas—whether conceived during work hours or on their own time—Lobel’s deeply researched story is a riveting and thought-provoking contribution to the contentious debate over creativity and intellectual property.

Orly Lobel is the Don Weckstein Professor of Law at the University of San Diego and received her doctoral and law degrees from Harvard University. The award-winning author of *Talent Wants to Be Free*, she lives in La Jolla, California



Marra, Peter P. and Chris Santella

CAT WARS: The Devastating Consequences of a Cuddly Killer

(Princeton University Press, September 2016)

Hardcover (216 pages)

World English Rights with Princeton University Press

In 1894, a lighthouse keeper named David Lyall arrived on Stephens Island off New Zealand with a cat named Tibbles. In just over a year, the Stephens Island Wren, a rare bird endemic to the island, was rendered extinct. Mounting scientific evidence confirms what many conservationists have known for some time—that in the United States alone, free-ranging cats are killing birds and other animals by the billions. Scientists also warn of rabies and parasitic *Toxoplasma* passing from cats to humans at rising rates. CAT WARS tells the story of the threats cats pose to biodiversity and public health throughout the world, and sheds new light on the controversies surrounding the management of the explosion of free-ranging cats.

This compelling book traces the historical and cultural ties between humans and cats from early domestication to the current boom in pet ownership, along the way accessibly explaining the science of extinction, population modeling,

and feline diseases. It charts the developments that have led to our present impasse—from Stan Temple’s breakthrough studies on cat predation in Wisconsin to cat-eradication programs underway in Australia today. It describes how a small but vocal minority of cat advocates has campaigned successfully for no action in much the same way that special interest groups have stymied attempts to curtail smoking and climate change.

CAT WARS paints a revealing picture of a complex global problem—and proposes solutions that foresee a time when wildlife and humans are no longer vulnerable to the impacts of free-ranging cats.

Peter P. Marra has authored more than 175 scientific publications, is the coeditor of *Birds of Two Worlds*, and directs the Smithsonian Migratory Bird Center.

Chris Santella is the author of many books, including the *Fifty Places* travel and outdoor series and *The Tug Is the Drug*. His writing has appeared in such publications as the *New York Times*, the *Wall Street Journal*, the *New Yorker*, and *Trout*.

Praise:

“Cats, most of them unowned free ranging cats, kill as many as four billion birds in the U.S. each year. What, if anything, should be done about it? *Cat Wars* tackles this difficult dilemma. If you are a cat-lover, a bird-lover, a philosopher, an ethicist, or just anyone interested in gut-wrenching dilemmas, you will find this a gripping book.”
—**Jared Diamond, Pulitzer-Prize-winning author of *Guns, Germs, and Steel*, professor of geography at UCLA**

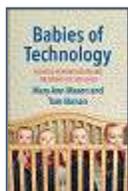
“Very few people enjoy thinking about the calamitous problem of free-roaming cats and biodiversity, and even fewer dare to talk about it openly. Marra and Santella’s book is therefore doubly welcome. It’s not only important reading for anyone who cares about nature. With its engaging storytelling, its calmly scientific approach, and its compassionate handling of a highly fraught issue, this is also a book that a person might actually read for pleasure.”
—**Jonathan Franzen, international bestselling author**

“The level-tempered approach of *Cat Wars* will win many advocates. Anyone interested in the broader topics of a healthy environment and healthy human society will benefit from reading this book.”
—**Bill Thompson, III, editor of *Bird Watcher’s Digest***

Rights sold:

Chinese (S): Commercial Press

Japanese: Tsukiji Shokan



Mason, Mary Ann and Tom Ekman

BABIES OF TECHNOLOGY: Assisted Reproduction and the Rights of the Child

(Yale University Press, March 2017)

Hardcover (256 pages)

World English rights with Yale University Press

A powerful call to protect the unique needs and rights of children born today using assisted reproductive technology

Millions of children have been born in the United States with the help of cutting-edge reproductive technologies, much to the delight of their families. But alarmingly, scarce attention is paid to the lax regulations that have made the U.S. a major fertility tourism destination. And without clear protections, the unique rights and needs of the children of assisted reproduction are often ignored.

This book is the first to consider the voice of the child in discussions of fertility industry regulation. The controversies are many. Donor anonymity is preventing millions of children from knowing their genetic origins. Fertility clinics are marketing genetically-enhanced babies. Career women are saving their eggs for later in life. And Third World women are renting their wombs to the rich. Meanwhile, the unregulated fertility industry charges

forward as a multi-billion-dollar industry. This deeply-considered book offers answers to the urgent question, who will protect our babies of technology?

Mary Ann Mason is a professor in the graduate school of the University of California, Berkeley.

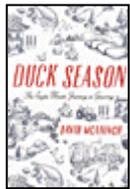
Tom Ekman is a science teacher and writer. The authors live in San Francisco.

Praise

“Read, mark, and learn! With an array of bizarre and intriguing scenarios, the authors build an imperative case for regulation of reproductive technologies to ensure the child’s rights are set out and protected.”—**Annette Lawson, author of *Adultery: An Analysis of Love and Betrayal* and co-editor of *The Politics of Pregnancy***

“With even more dramatic technologies looming, *Babies of Technology* is a must for educated readers and those working in the fields of reproductive medicine, bioethics, women’s studies, health, and family law.”
—**Ronald M. Green, Dartmouth College, author of *Babies by Design***

“This is a wonderful book. It should change ethicists, lawyers, and lawmakers’ views—as *Silent Spring* did in alerting people to the dangers of pesticides.”—**Elaine Hatfield, University of Hawaii**



McAninch, David

DUCK SEASON: Eating, Drinking, and Other Misadventures in Gascony—France’s Last Best Place (Harper Press, March 2017)

Hardcover (288 pages)

A delicious memoir about the eight months that food writer David McAninch spent in Gascony—a deeply rural region of France virtually untouched by mass tourism—meeting extraordinary characters and eating the best meals of his life

Though he’d been a card-carrying Francophile all of his life, David McAninch knew little about Gascony, an ancient region in Southwest France mostly overlooked by foreign tourists. Then an assignment sent him to research a story on duck. After enjoying a string of rich meals—Armagnac-flambéed duck tenderloins; skewered duck hearts with chanterelles; a duck-confit shepherd’s pie strewn with shavings of foie gras—he soon realized what he’d been missing.

McAninch decided he needed a more permanent fix. He’d fallen in love—not only with the food but with the people, and with the sheer unspoiled beauty of the place. So, along with his wife and young daughter, he moved to an old millhouse in the small village of Plaisance du Gers, where they would spend the next eight months living as Gascons. *DUCK SEASON* is the delightful, mouth-watering chronicle of McAninch’s time in this tradition-bound corner of France. There he herds sheep in the Pyrenees, harvests grapes, attends a pig slaughter, hunts for pigeons, distills Armagnac, and, of course, makes and eats all manner of delicious duck specialties—learning to rewire his own thinking about cooking, eating, drinking, and the art of living a full and happy life.

With wit and warmth, McAninch brings us deep into this enchanting world, where eating what makes you happy isn’t a sin but a commandment and where, to the eternal surprise of outsiders, locals’ life expectancy is higher than any other region of France. Featuring a dozen choice recipes and beautiful line drawings, *DUCK SEASON* is an irresistible treat for Francophiles and gourmands alike.

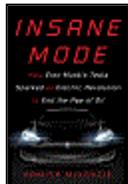
David McAninch is the features editor at *Chicago Magazine* and the cowriter of *The Mile End Cookbook*. He has worked at *Saveur* and *Rodale’s Organic Life*, and his writing has appeared in the *New York Times*, *New York Magazine*, the *New York Daily News*, and *Newsday*. He lives in Chicago, Illinois, with his wife and daughter.

Praise:

“Through McAninch’s warm and fluid delivery, readers come away with a taste and respect for a regional commodity, a handful of enticing recipes, and a new appreciation for friendships unfettered by origin or boundary. —*Publishers Weekly*

Filled with descriptions of food that will have readers’ mouths watering, this book is a heartfelt foray into an often overlooked area of France, filled with jocular characters and charming anecdotes. Readers will be nearly as sad for McAninch’s journey to end as the author himself was, and ready to hop on a flight to France.” —*Booklist*

“Duck Season offered me what so few books ever do: a chance to linger with a rich and lively culture—one so different from my own—long enough for real reflection and revelation. Writing with deep knowledge, a keen eye for detail, and a wordsmith’s mastery, McAninch unveils the uniqueness of a particular collection of French folks, their kitchens and dining tables, their hills and valleys, and their particular (dare I say peculiar) history, leaving me with a near-insatiable desire to get to know this place firsthand.” —**Rick Bayless, chef and author**



McKenzie, Hamish

INSANE MODE: How Elon Musk’s Tesla Sparked an Electric Revolution to End the Age of Oil
(Dutton/Penguin Random House, October 2017)

Manuscript (352 pages)

Tesla Motors never should have survived – it’s just not what happens in the auto industry. Before Tesla, the American auto industry’s most recent significant success had been started in 1925 by a guy named Walter Chrysler. But Elon Musk, Tesla’s combative billionaire CEO whose other company has set its sights on Mars, had more than survival on his mind. He was plotting revolution.

INSANE MODE shows how Tesla has repeatedly defied the odds and a growing list of enemies to prove to the world that electric cars can be better than their gasoline counterparts. In doing so, the Silicon Valley company has ushered in the most transformative era of innovation since Thomas Edison lit up the world with electric light.

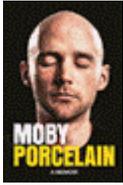
Told by a journalist and former Tesla insider who was personally recruited by Musk, INSANE MODE provides readers with a behind-the-scenes look at what drives the chaotic company and how it has inspired followers from California to China, including Apple, Volkswagen, NextEV, Faraday Future, and Aston Martin. Covering the crises, conflicts, and backroom deals that reach the highest levels of government and wealthiest back alleys of business, INSANE MODE is a story of billion-dollar egos, super-accelerating sedans, and two industries – Big Auto and Big Oil – struggling to keep pace with technological change.

Hamish McKenzie is a San Francisco-based journalist who left his job as lead writer at Tesla Motors in 2015. He is an editorial advisor to Kik, a billion-dollar mobile messaging startup, and was previously a tech reporter for PandoDaily. He has written for many publications, including *The Guardian*, the *South China Morning Post*, the *Toronto Star*, and the *New Zealand Herald*.

Rights sold:

Chinese (S): CITIC
German: Borsenmedien

Japanese: HarperCollins Japan
UK Commonwealth: Faber & Faber



Moby
PORCELAIN: A Memoir
 (Penguin Press, May 2016)
 Hardcover (416 pages)

An Amazon Book of the Month! (May 2016)

From one of the most interesting and iconic musicians of our time, a piercingly tender, funny, and harrowing account of the path from suburban poverty and alienation to a life of beauty, squalor and unlikely success out of the NYC club scene of the late '80s and '90s.

There were many reasons Moby was never going to make it as a DJ and musician in the New York club scene of the late 80s and early 90s. This was the New York of Palladium, of Mars, Limelight, and Twilo, an era when dance music was still a largely underground phenomenon, popular chiefly among working class African Americans and Latinos. And then there was Moby—not just a poor, skinny white kid from deepest Connecticut, but a devout Christian, a vegan, and a teetotaler, in a scene that was known for its unchecked, drug-fueled hedonism. He would learn what it was to be spat on, literally and figuratively. And to live on almost nothing. But it was perhaps the last good time for an artist to live on nothing in New York City: the age of AIDS and crack but also of a defiantly festive cultural underworld. Not without drama, he found his way. But success was not uncomplicated; it led to wretched, if in hindsight sometimes hilarious, excess, and it proved all too fleeting. And so by the end of the decade, Moby contemplated the end of things, in his career and elsewhere in his life, and he put that emotion into what he assumed would be his swansong, his goodbye to all that, the album that would in fact be the beginning of an astonishing new phase in his life, the multi-million-selling *Play*.

At once big-hearted and remorseless in its excavation of a lost world and his own place within it, *PORCELAIN* is both a chronicle of a city and a time and a deeply intimate exploration of the most gloriously anxious period of anyone's life, when you're on your own and betting on yourself but you have no idea how the story ends, and you live with the honest dread that you're one false step from being thrown out on your face. Moby's voice resonates with honesty, wit, and above all, unshakable passion for his music, passion that steers him through some very rough seas.

PORCELAIN is about making it, losing it, loving it and hating it. It's about finding your people, and your place, thinking you've lost them both, and then, finally, somehow, when you think it's over, from a place of well-earned despair, creating a masterpiece. As a portrait of the young artist, *PORCELAIN* is a masterpiece in its own right, fit for the short shelf of musicians' memoirs that capture not just a scene but an age, and something timeless about the human condition. Push play.

Moby is an American singer-songwriter, musician, DJ, and photographer. He has sold twenty million records worldwide. He lives in Los Angeles.

Praise:

“Rock memoirs rarely live up to expectations, but... *Porcelain* is an exception. It ranks with Kim Gordon's *Girl in a Band* and a handful of others in recent years as a particularly incisive look at not just a life in music, but at the cultural and social circumstances that helped shape it. It is by turns self-deprecating, hilarious and moving.”

—*Chicago Tribune*

“Ten years of Moby's life, mostly in the decrepit, dangerous, much-loved New York City of the 1990s, a life comically overcrowded, filthy, alcohol-fueled, vegan, unbelievably noisy, full of spit and semen and some sort of Christianity; and often, suddenly, moving. The writing is terrific, enlivened by a bewildered deadpan humor that makes crazy sense of it all. His ancestor Herman Melville would, I think, be simultaneously revolted and proud.”

--**Salman Rushdie**

"This is one of the funniest and most accessible books you'll ever read about an erstwhile Christian/alcoholic vegan electronic music maker. Throughout the adventures and misadventures, Danish music festivals and Barbadian disasters, Moby manages to stay wide-eyed, grateful and amazed, which itself is a real gift to the reader: we feel welcome in -- or just as out of place as he feels -- in the world of rock and raves and clubs. He remakes the music world into the form it should be: nonexclusive, unpretentious, less about division and stratification, and more about radical inclusion. Music shouldn't exist any other way." **-Dave Eggers**

Rights sold:

French: Editions du Seuil

German: Piper Verlag

Greek: Ropi Publications

Italian: Mondadori

Polish: Papierowy Ksiezyc

Portuguese (Brazil): Intrinseca

Spanish (World): Sexto Pisto

UK Commonwealth: Faber & Faber

UK Audio: Bolinda



The Moth

ALL THESE WONDERS: True Stories About Facing the Unknown

(Crown Archetype/Penguin Random House, March 2017)

Hardcover (352 pages)

Foreword by Neil Gaiman

From storytelling phenomenon The Moth, 45 unforgettable true stories about risk, courage, and facing the unknown, drawn from the best ever told on their stages

Carefully selected by the creative minds at The Moth, and adapted to the page to preserve the raw energy of live storytelling, ALL THESE WONDERS features voices both familiar and new. Alongside Louis C.K., Tig Notaro, John Turturro, and Meg Wolitzer, readers will encounter: an astronomer gazing at the surface of Pluto for the first time, an Afghan refugee learning how much her father sacrificed to save their family, a hip-hop star coming to terms with being a "one-hit wonder," a young female spy risking everything as part of Churchill's "secret army" during World War II, and more.

High-school student and neuroscientist alike, the storytellers share their ventures into uncharted territory—and how their lives were changed indelibly by what they discovered there. With passion, and humor, they encourage us all to be more open, vulnerable, and alive.

THE MOTH is an acclaimed not-for-profit organization dedicated to the art and craft of storytelling. Inspired by friends telling stories on a small-town Georgia porch, The Moth garnered a cult following in New York City, and then rose to international acclaim with the wildly popular podcast and Peabody Award–winning weekly public radio show The Moth Radio Hour (produced by Jay Allison and presented by PRX.) The Moth is a celebration of both the raconteur, who breathes fire into true tales of ordinary life, and the storytelling novice, who has lived through something extraordinary and yearns to share it. At the center of each performance is the story, and The Moth's directors work with each storyteller to find, shape, and present it. Since its launch in 1997, The Moth has presented tens of thousands of stories, told live and without notes, to standing-room-only crowds worldwide. The Moth received a 2012 MacArthur Award for Creative and Effective Institutions, and *The Moth: 50 True Stories* (Hachette) was an international best seller. themoth.org

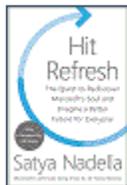
Praise:

"The Moth's 20-year retrospective contains all the hope, sadness, triumphs, and tribulations that have defined the pioneering live reading series since its modest debut in 1997.... Overall, the two decades of the Moth remain as entertaining and powerful off-stage as they were onstage." —*Kirkus Reviews*

"New York's hottest and hippest literary ticket." —*The Wall Street Journal*

Rights sold:

UK Commonwealth: Serpent's Tail



Nadella, Satya

HIT REFRESH: The Transformation of an Organization, The Coming Transformation of Humanity

(HarperCollins, September 2017)

Manuscript due March 2017 (320 pages)

World English rights with HarperCollins

The current CEO of Microsoft explores how people, organizations, and societies can and must transform—hit refresh—in their persistent quest for new energy, new ideas, relevance, and renewal.

As told by Microsoft CEO Satya Nadella, HIT REFRESH is the story of corporate change and reinvention as well as the story of Nadella's personal journey, one that is taking place today inside a storied technology company, and one that is coming in all of our lives as intelligent machines become more ambient and more ubiquitous. It's about how people, organizations and societies can and must hit refresh – transform -- in their persistent quest for new energy, new ideas, relevance and renewal. At the core, it's about us humans and our unique qualities, like empathy, which will become ever more valuable in a world where the torrent of technology will disrupt like never before. As much a humanist as a technologist, Nadella defines his mission and that of the company he leads as empowering every person and every organization on the planet to achieve more.

Satya Nadella is Chief Executive Officer of Microsoft. Before being named CEO on February 4, 2014, Nadella held leadership roles in both enterprise and consumer businesses across the company. After Joining Microsoft in 1992, Nadella quickly became known within the company as a leader who could span a breadth of technologies and businesses to transform some of the world's best known and most used products. Originally from Hyderabad, India, Nadella now lives in Bellevue, Washington. He holds a bachelor's degree in electrical engineering from Mangalore University, a master's degree in computer science from the University of Wisconsin, Milwaukee and a master's degree in business administration from the University of Chicago. Nadella is married and has three children. In his spare time, he loves to read poetry and follows cricket, a sport he played in school.

Rights sold:

Chinese (C): Commonwealth Magazine

Chinese (S): China CITIC Press

Dutch: A.W. Bruna

German: Plassen Verlag/Borsenmedien

Japanese: Nikkei BP

Korean: Next Wave Media

Portuguese (Brazil): Saraiva

Russian: Mann, Ivanov, Ferber

Spanish (World): HarperCollins Espanol

Turkish: Dogan Kitap

Thai: WeLearn

Vietnamese: Tre Publishing



Qamar, Maria

TRUST NO AUNTY:

(Touchstone/S&S, August 2017)

Manuscript due March 2017 (176 pages)

Based on her popular Instagram @Hatecopy and her experience in a South Asian immigrant family, artist Maria Qamar has created a humorous, illustrated “survival guide” to deal with overbearing “Aunties,” whether they’re family members, annoying neighbors, or just some random ladies throwing black magic your way.

We've all experienced interference from our Aunties—they are at family parties and friendly get-togethers, finding ways to make your life difficult, trying to get you to marry their sons, and telling you to lose weight while simultaneously feeding you a second dinner—and it has stunted our social growth and embarrassed us in front of our friends and cool cousins for years.

This tongue-in-cheek guide is full of advice designed to help you manage Aunty meddling and encourages you to pursue your passions—from someone who has been through it all. Qamar confesses to throwing sweatshirts over

crop-tops to get out of the house without being questioned, hiding her boyfriend in a closet, and enduring overbearing parents endlessly pressuring her to become a doctor, lawyer, or engineer.

Holding onto your cultural identity is tough. Always interfering Aunties make it even harder. But ultimately, Aunties keep our lives interesting. As an Aunty-survivor and a woman who has lived the cross-cultural experience, Qamar defied the advice of her aunties almost every step of the way, and she is here to remind you: Trust No Aunty.

Maria Qamar, otherwise known as Hatecopy (@Hatecopy), is an artist living in Toronto. She was raised a first generation Canadian in a traditional South Asian home where a job in the arts was typically looked down upon as an “unstable career path.” Soon after realizing there was no other option, she fought to pursue the arts anyway and started her Instagram account Hatecopy in February 2015, illustrating the hilarious insights of diaspora culture and the significance of aunties in Indian culture. *Trust No Aunty* is her first book.

Advance Praise:

“Maria Qamar’s art is gorgeous and witty, with defiance seeping through the edges. Everything I want to be! I am a big fan.” –**Mindy Kaling**

“When I first saw [Qamar’s] work, I was instantly drawn to her ability to combine whimsy with cultural criticism. . . Hatecopy is hilarious, smart, and insightful, speaking both to particular South Asian experiences and broader issues of self-acceptance and celebrating your identity as a person of color.” –**LENNY (Lena Dunham)**

“You could call Hatecopy’s series of artwork a perfect marriage of the parody comic strip style pioneered by Roy Lichtenstein and the melodramatic world of South Asian soap operas.” –**Toronto Star**

Rights sold:

Indian Subcontinent: Juggernaut



Ramadan, Al, Dave Peterson, Christopher Lochhead and Kevin Maney
PLAY BIGGER: How Pirates, Dreamers and Innovators Create and Dominate Markets
 (HarperBusiness/HarperCollins, June 2016)
Hardcover (256 pages)

Longlisted for the 2016 800-CEO-READ Business Book of the Year!

Shortlisted for the 2017 CMI Management Book of the Year!

The founders of a respected Silicon Valley advisory firm study legendary category-creating companies and reveal a groundbreaking discipline called category design.

Winning today isn’t about beating the competition at the old game. It’s about inventing a whole new game—defining a new market category, developing it, and dominating it over time. You can’t build a legendary company without building a legendary category. If you think that having the best product is all it takes to win, you’re going to lose.

In this farsighted, pioneering guide, the founders of Silicon Valley advisory firm Play Bigger rely on data analysis and interviews to understand the inner workings of “category kings”—companies such as Amazon, Salesforce, Uber, and IKEA—that give us new ways of living, thinking or doing business, often solving problems we didn’t know we had.

In **PLAY BIGGER**, the authors assemble their findings to introduce the new discipline of category design. By applying category design, companies can create new demand where none existed, conditioning customers’ brains so they change their expectations and buying habits. While this discipline defines the tech industry, it applies to every kind of industry and even to personal careers.

Crossing the Chasm revolutionized how we think about new products in an existing market. *The Innovator's Dilemma* taught us about disrupting an aging market. Now, PLAY BIGGER is transforming business once again, showing us how to create the market itself.

Al Ramadan, Dave Peterson and Christopher Lochhead are the founders of Play Bigger, a consulting firm in Silicon Valley that is on a mission to position great technology companies to become Category Kings. They specialize in category design - the discipline of conditioning a market to generate market pull and market cap. Dave, Al and Christopher are former entrepreneurs and executives with twenty-five year careers in the technology business. Today they are players turned coaches.

Kevin Maney is the author of *The Maverick and His Machine* and *Trade-Off* and was the technology reporter at *USA Today* for more than twenty years.

Praise:

“Every entrepreneur looking to alter the landscape and every CEO looking to reimagine their business can learn from this book. *Play Bigger* provides inspiration and a framework for building companies that transcend gravity.”

–**Marc Benioff, Chairman and CEO, Salesforce**

“Every entrepreneur who wants to take their game to the next level needs to read this book. Category design applies to sports governing bodies, event owners, national teams and even athletes.”

–**John Bertrand, Americas Cup winner, Olympic medalist**

“Category design is a principle that every successful entrepreneur has intuitively embraced. Now it is outlined here in *Play Bigger* for all business executives to learn and apply. An absolute must read for every person interested in the secret sauce found in Silicon Valley.”

–**Ann Miura-Ko, Lecturer, Stanford University and Co-founder Floodgate Fund**

Rights sold:

Chinese (C): Business Weekly Publications

UK Audio: Bolinda

Chinese (S): CITIC

UK Commonwealth: Piatkus Books

Japanese: Shueisha

Vietnamese: Ecoblader

Korean: Miho Sigongsa



Rees, Anuschka

THE CURATED CLOSET: A Simple System for Discovering Your Personal Style and Building Your Dream Wardrobe (Ten Speed Press Paperback, September 2016)

Trade Paperback (272 pages)

Four color photography and infographics

World English Rights with Random House

A popular Berlin-based fashion blogger presents a brilliant and inspirational roadmap for discovering and cultivating a strong sense of personal style and building the ideal wardrobe for your lifestyle.

Many women don't know what their personal style is, don't have a wardrobe that actually matches their style or life, and don't know how to shop for a structured wardrobe of all pieces that can be worn easily and confidently. Style and minimalism blogger Anuschka Rees presents a fascinatingly strategic, prescriptive approach to identifying, refining, and expressing personal style and building the ideal wardrobe to match it, with style and shopping strategies that women can use every day. Including beautiful full-color fashion photography, infographics, and activities, THE CURATED CLOSET is a useful guide covering everything women need to know to fully realize their individual style and create their perfect functional and beautiful wardrobe.

Anuschka Rees is a Berlin-based writer and the creator of Into-Mind.com, the go-to online source for all things personal style and minimalism. She has a master's in social psychology from the London School of Economics and has spent years studying the intricacies of human decision making, which she's used to develop her unique system of personal style-defining techniques.

Praise:

"Fans of the author's blog, Marie Kondo devotees, and anyone who's tired of having a full closet but 'nothing to wear' will treasure this superb resource."— **Stephanie Klose**, *Library Journal*

"Refreshing and thorough, Rees delivers a fashion-forward guide that's awesomely sensible."—*Publishers Weekly*

"In a world inundated with fast fashion and rapidly changing trends, it's easy for our closets to become graveyards of misguided purchases. In the midst of plenty, identifying our personal style can feel harder than ever. Anuschka Rees's *The Curated Closet* is a smart, straightforward manual that encourages readers to discover what they like and to develop a wardrobe that makes getting dressed easier. Anuschka's pragmatic book should be required reading for anyone familiar with staring at a closet full of clothes and still feeling like they don't have a thing to wear."

— **Erin Boyle**, author of *Simple Matters*

Rights sold:

Chinese (S): China CITIC Press

German: DuMont

Korean: KPI

Portuguese (Brazil): Paralela/Companhia das Letras

Russian: Atticus



Rowe, Claudia

THE SPIDER AND THE FLY: A Reporter, a Serial Killer, and the Meaning of Murder

(Dey Street Books/HarperCollins, January 2017)

Hardcover (288 pages)

In this superb work of literary true crime, a spellbinding combination of memoir and psychological suspense—a blend of *In Cold Blood*, *The Stranger Beside Me*, and *The Silence of the Lambs*—a Pulitzer Prize-nominated journalist chronicles her unusual connection with a convicted serial killer and her search to understand the darkness inside us

In September 1998, young reporter Claudia Rowe was working as a stringer for the *New York Times* in Poughkeepsie, New York, when local police discovered the bodies of eight women stashed in the attic and basement of the small colonial home that Kendall Francois, a painfully polite twenty-seven-year-old community college student, shared with his parents and sister.

Growing up amid the safe, bourgeois affluence of New York City, Rowe had always been secretly terrified of the darkness, and soon became obsessed with the story and with Francois. She was consumed with the desire to understand just how a man could abduct and strangle eight women—and how a family could live for two years, seemingly unaware, in a house with the victims' rotting corpses. She also hoped to uncover what humanity, if any, a murderer could maintain in the wake of such monstrous evil.

Reaching out after Francois was sent to Attica, Rowe and the serial killer began a dizzying four-year conversation about cruelty, compassion, and control; an unusual and provocative relationship that would eventually lead her to the abyss, forcing her to see herself and her own past—and why she was drawn to danger.

Claudia Rowe is a staff writer at the *Seattle Times* and has twice been nominated for the Pulitzer Prize. Her work has been published in numerous outlets, including the *New York Times*, *Mother Jones*, *Huffington Post*, *Women's Day*, and Seattle's alternative weekly, *The Stranger*. She has been honored by the Society of Professional Journalists, the Nieman Foundation for Journalism at Harvard University, and was awarded the Casey Medal for Meritorious Journalism. She lives in Seattle, Washington.

Praise:

“Extraordinarily suspenseful and truly gut-wrenching, *The Spider and The Fly* is not just a superb true-crime story but an insightful investigation of the nature of evil, the fragility of good, and the crooked road that can turn human beings into monsters. A must-read.” —**Gillian Flynn, international bestselling author of *Gone Girl***

“A literary true-crime book recounting the tale of the unusual connection between journalist Claudia Rowe and a Poughkeepsie serial killer who murdered eight women in the late 1990s and hid them in the house he shared with his mother, father and sister. Driven by a need to understand why someone would do this, Rowe begins writing letters to the killer in jail — and an unlikely rapport forms.” — ***New York Post, This Week’s Must-read***

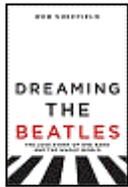
“Part psychological thriller and part gut-wrenching memoir, *The Spider and the Fly* crosses boundaries on nearly every page. It is chilling, self-revelatory, and unforgettable.” —**Robert Kolker, author of *Lost Girls***

Rights sold:

Australia & New Zealand: Allen & Unwin

Polish: Czarna Owca

UK Commonwealth Audio: Bolinda



Sheffield, Rob

DREAMING THE BEATLES: The Love Story of One Band and the Whole World

(Dey Street Books/HarperCollins, April 2017)

Manuscript (368 pages)

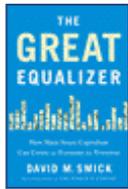
Rob Sheffield, the *Rolling Stone* columnist and bestselling author of *Love Is a Mix Tape* offers an entertaining, unconventional look at the most popular band in history, the Beatles, exploring what they mean today and why they still matter so intensely to a generation that has never known a world without them.

DREAMING THE BEATLES is not another biography of the Beatles, or a song-by-song analysis of the best of John and Paul. It isn’t another exposé about how they broke up. It isn’t a history of their gigs or their gear. It is a collection of essays telling the story of what this ubiquitous band means to a generation who grew up with the Beatles music on their parents’ stereos and their faces on T-shirts. What do the Beatles mean today? Why are they more famous and beloved now than ever? And why do they still matter so much to us, nearly fifty years after they broke up?

As he did in his previous books, *Love is a Mix Tape*, *Talking to Girls About Duran Duran*, and *Turn Around Bright Eyes*, Sheffield focuses on the emotional connections we make to music. This time, he focuses on the biggest pop culture phenomenon of all time—The Beatles. In his singular voice, he explores what the Beatles mean today, to fans who have learned to love them on their own terms and not just for the sake of nostalgia. DREAMING THE BEATLES tells the story of how four lads from Liverpool became the world’s biggest pop group, then broke up—but then somehow just kept getting bigger. At this point, their music doesn’t belong to the past—it belongs to right now. This book is a celebration of that music, showing why the Beatles remain the world’s favorite thing—and how they invented the future we’re all living in today.

Rob Sheffield is a contributing editor at *Rolling Stone*, where he writes about music, TV, and popular culture. He is the author of the national bestsellers *Love Is a Mix Tape* and *Talking to Girls About Duran Duran*. He lives in Brooklyn, New York, with his wife.





Smick, David

THE GREAT EQUALIZER: How Main Street Capitalism Can Create an Economy for Everyone (Public Affairs, January 2017)

Hardcover (272 pages)

World English rights with Public Affairs

A New York Times Bestseller!

The experts say that America's best days are behind us, that mediocre long-term economic growth is baked in the cake, and that politically, socially, and racially, the United States will continue to tear itself apart. But David Smick—hedge fund strategist and author of the 2008 bestseller *The World Is Curved*—argues that the experts are wrong.

In recent decades, a Corporate Capitalism of top down mismanagement and backroom deal-making has smothered America's innovative spirit. Policy now favors the big, the corporate, and the status quo at the expense of the small, the inventive, and the entrepreneurial. The result is that working and middle class Americans have seen their incomes flat-lining and their American Dreams slipping away. In response, Smick calls for the great equalizer, a Main Street Capitalism of mass small-business startups and bottom-up innovation, all unfolding on a level playing field. Introducing a fourteen-point plan of bipartisan reforms for unleashing America's creativity and confidence, his forward-thinking book describes a new climate of dynamism where every man and woman is a potential entrepreneur—especially those at the bottom rungs of the economic ladder.

Ultimately, Smick argues, economies are more than statistical measurements of supply and demand, economic output, and rates of return. Economies are people—their hopes, fears, dreams, and expectations. **THE GREAT EQUALIZER** is a call for a set of new paradigms that inspire and empower average American people to reimagine and reboot their economy. It is a manifesto asserting that, with a new kind of economic policy, America's best days lie ahead.

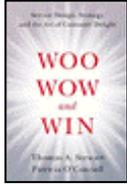
David Smick is a financial market consultant and a nonfiction author. He is the chairman and CEO of Johnson Smick International, an advisory firm in Washington, D.C and the publisher and the founding editor of the quarterly magazine *International Economy*. He also published widely, including in the *New York Times*, the *Wall Street Journal* and the *Washington Post*.

Praise:

“This call to arms regarding the need to get audacious and adventurous about U.S. economic growth is a thought-provoking, entertaining read.” —*Publishers Weekly*

“Never one to aim low, David Smick is calling for America to reinvent herself so all of us can enjoy another era of ‘mass flourishing.’ And even more impressive, he’s written a whole book on how to do it. The Great Equalizer is chock full of canny insights and bold ideas; it definitely deserves a close read.” —**Speaker of the U.S. House of Representatives Paul Ryan**

“David Smick was a key leader in the revolution which led to two decades of prosperity. Now, in *The Great Equalizer*, he courageously takes on the policies which are crippling our economy and shifting money from working Americans to Wall Street. This is an important book.” —**Newt Gingrich, former Speaker of the U.S. House of Representatives**



Stewart, Thomas A. & Patricia O'Connell
WOO, WOW AND WIN: Service Design, Strategy, and the Art of Customer Delight
 (HarperBusiness/HarperCollins, November 2016)
Hardcover (336 pages)
World English rights with HarperCollins

In this pioneering guide, two business authorities introduce the new discipline of Service Design and reveal why trying new strategies for pleasing customers isn't enough to differentiate your business—it needs to be designed for service from the ground up.

WOO, WOW, AND WIN reveals the importance of designing your company around service, and offers clear, practical strategies based on the idea that the design of services is markedly different than manufacturing. Bestselling authors and business experts Thomas A. Stewart and Patricia O'Connell contend that most companies, both digital and brick-and-mortar, B2B or B2C; are not designed for service—to provide an experience that matches a customer's expectations with every interaction and serves the company's needs. When customers have more choices than ever before, study after study reveals that it's the experience that makes the difference. To provide great experiences that keep customers coming back, businesses must design their services with as much care as their products.

Service Design is proactive—it is about delivering on your promise to customers in accordance with your strategy, not about acceding to customer dictates. WOO, WOW, AND WIN teaches you how to create "Ahhh" moments when the customer makes a positive judgment, and to avoid "Ow" moments—when you lose a sale or worse, customer trust.

Whether you're giving a haircut, selling life insurance, or managing an office building, your customer is as much a part of your business as your employees are. Together, you and customers create a bank of trust; fueled by knowledge of each other's skills and preferences. This is Customer Capital, the authors explain, and it is jointly owned. But it's up to you to manage it profitably.

Innovative yet grounded in real world examples, WOO, WOW, AND WIN is the key strategy for winning customers—and keeping them.

Thomas A. Stewart is a bestselling author, an authority on intellectual capital and knowledge management, and an influential thought leader on global management issues and ideas. His books include *Intellectual Capital* and *The Wealth of Knowledge*. He is the executive director of the National Center for the Middle Market at the Fisher College of Business at The Ohio State University and has served as chief marketing and knowledge officer for Booz & Company, as well as the editor and managing director of *Harvard Business Review*.

Patricia O'Connell is president of Aerten Consulting, a New York City—based firm that works with companies to devise content strategies and develop thought leadership for top management. She is the writer, with author Neil Smith, of the *New York Times* bestseller *How Excellent Companies Avoid Dumb Things*. She is also the former management editor of *BloombergBusinessweek.com*.

Praise:

“*Woo, Wow, and Win* is a roadmap for success in a landscape being rapidly transformed by technology and entrepreneurship.” —**Steve Case, Chairman and CEO of Revolution, author of *The Third Wave: An Entrepreneur's Vision of the Future***

“This is the book that service business executives have been waiting for. *Woo, Wow, and Win* shows how to make the connection between strategic opportunity, business design, and customer satisfaction. The principles of service design are the pathway to a more profitable future—and happier customers. —**Ram Charan, advisor to CEOs and boards, author of *The Attackers Advantage***

Rights sold:

Chinese (S): CITIC



Sun, Jonny

EVERYONE'S A ALIEBN WHEN UR A ALIEBN TOO

(Harper Perennial/HarperCollins, June 2017)

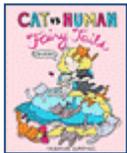
Galley (256 pages)

Everyone's a Aliebn When Ur a Aliebn Too is the illustrated story of a lonely alien sent to observe Earth, only to meet all sorts of creatures with all sorts of perspectives on life, love, and happiness, all while learning to feel a little better about being an alien—based on the enormously popular Twitter account, @jonnysun.

Here is the unforgettable story of Jomny, a lonely alien who, for the first time ever, finds a home on our planet after learning that earthlings can feel lonely too. Jomny finds friendship in a bear tired of other creatures running away in fear, an egg struggling to decide what to hatch into, an owl working its way to being wise, a tree feeling stuck in one place, a tadpole coming to terms with turning into a frog, a dying ghost, a puppy unable to express itself, and many more.

Through this story of a lost, lonely and confused alien finding friendship, acceptance, and love among the creatures of Earth, we will all learn how to be a little more human. And for all of us earth-bound creatures here on this planet, we can all be reminded that sometimes, it takes an outsider to help us see ourselves for who we truly are.

Jonathan Sun is the author behind @jonnysun. When he isn't tweeting, he is an architect, designer, engineer, artist, playwright and comedy writer. His work across multiple disciplines broadly addresses narratives of human experience. As a playwright, Jonathan's work has been performed at the Yale School of Drama, and in Toronto at Hart House Theater and Factory Theater. As an artist and illustrator, his work has been exhibited at MIT, Yale, New Haven ArtSpace, and the University of Toronto. His work has been appeared on NPR, BuzzFeed, Playboy, GQ, and McSweeney's. In his other life, he is a doctoral student at MIT and Berkman Klein fellow at Harvard.



Surovec, Yasmine

CAT VS HUMAN: FAIRY TAILS

(Andrews McMeel Publishing, September 2016)

Trade Paperback (128 pages)

World English rights with Andrews McMeel

A collection of fairy tales for cat lovers as interpreted through the whimsical comics of *Cat Versus Human*.

In this collection from popular Web comic Yasmine Surovec, fabled characters and fairy princesses are replaced with cat ladies and gents ... and cats. Rapunzel's prince comes to rescue...his cats. Sleeping Beauty's true love's first kiss comes not from a prince but from a curious kitty. Each comic puts a contemporary witty spin on classic stories while continuing Yasmine's brilliant comedic take on cats and their owners. The result is a collection that illustrates that cat ladies make for more interesting (and somewhat crazy) princesses.

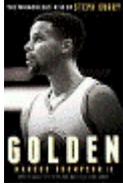
Yasmine Surovec is the creative talent behind catversushuman.blogspot.com, as well as an illustrator and designer of a number of popular online ventures. Her work has been featured on popular sites such as Apartment Therapy, Craft Magazine, Decor8, I Can Has Cheezburger, and more. She lives in Phoenix, AZ, with her husband, three cats, and puppy.

Rights sold:

Russian: AST

Previous titles:





Thompson, Marcus
GOLDEN: The Miraculous Rise of Steph Curry
 (Touchstone/Simon & Schuster, April 2017)
 Galley (272 pages)

The incredible and inspiring story of Stephen Curry, the greatest shooter basketball has ever seen, and the ascension of the Golden State Warriors, a team on the verge of being an NBA dynasty, by long-time Warriors beat reporter and Bay Area News Group sports columnist Marcus Thompson.

When it comes to Stephen Curry—point guard for the Golden State Warriors and reigning MVP of the NBA—journalists, fans, and sports analysts are running out of ways to say “wow.” Deemed too small and too short at 6’3 and 180 pounds by NBA coaches around the league, Curry has taken the game back from the bigger men who usually dominate the court. With his incredible shooting ability that started a “three-point revolution” he led the Warriors to seventy-three wins in the 2015-2016 season, beating out Michael Jordan and the 1996 Chicago Bulls’ long-time record.

Told by Marcus Thompson, a lifelong Warriors insider who has been reporting on the team for twelve seasons, *GOLDEN* is the definitive story of this singular talent. Thompson explores this all-star player, his love for the game and his team, and his close-knit and supportive family—including his Instagram celebrity chef wife Ayesha and adorable young daughters. From avid fans to newcomers of the sport, Curry has become a role model for both children and aspiring players everywhere. And he leads the ultimate team, a collection of talent and personalities that complement Curry’s game and push him to heights no one ever imagined for a kid from Davidson or this beleaguered franchise. These Warriors have carved out their place in history as one of the most memorable and transformative the NBA has ever seen. And they are led by a superstar who has solidified his place among the greats.

Marcus Thompson II is a sports columnist for the *Mercury News* and *East Bay Times*, the flagship publications of Bay Area News Group. Before expanding to reporting and opining on the NFL and other San Francisco Bay Area pro and college sports, he covered the Golden State Warriors exclusively as beat writer for ten seasons. Thompson is a graduate of Clark Atlanta University, where he received a BA in mass media arts with a concentration on journalism. He lives with his wife, Dawn, and daughter, Sharon, in Oakland, CA. *Golden* is his first book.

Advance Praise:

"The Warriors are known for tormenting opposing defenses, but let me tell you about someone who's GREAT at covering Stephen Curry: Marcus Thompson. MT2 knows all the stories. He's been courtside for every dribble of Curry's pro career and brings a level of insight and perspective on the Steph Phenomenon that's second to none."
--ESPN NBA reporter Marc Stein

"If you are going to listen to what any media person has to say about the Warriors, especially regarding the rise of Steph Curry to superstar status, start with Marcus Thompson. Since I was drafted by the Warriors, no writer has been more plugged in to this journey." - **Draymond Green**

Marcus Thompson flat out gets basketball and how to write beautifully about it. With *Golden*, he tells Steph Curry’s story with insights you won’t find anywhere else. He takes you behind the scenes of massive playoff games and deep into the formative moments of Curry’s past. Steph has been the focus of so much media attention that one might assume there’s nothing new to know. They would be quite wrong, as Marcus has unearthed a rich trove that cameras either missed or were never privy to. If you love the NBA, you’ll love this book.

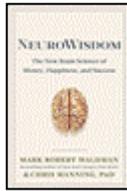
--ESPN writer Ethan Sherwood Strauss

Rights sold:

Polish: Wydawnictwo SQN

Turkish: Profil

UK Commonwealth: Authentic Media



Waldman, Mark Robert and Chris Manning, Ph.D.
NEUROWISDOM: The New Brain Science of Money, Happiness and Success
 (Diversions Books, February 2017)
Hardcover (304 pages)

Perfect for readers of *How God Changes Your Brain*, two researchers present over thirty straightforward brain exercises to help readers transform how they think in order to generate happiness and success, in business and in life.

Adapted from a business school course they created for professionals, bestselling author Mark Waldman and Chris Manning present simple brain exercises, based on the latest neuroscience research, to guide readers to improvement in all parts of life, from work to home, from how we think to how we feel.

Their promise is to help people create more "wealth" in their lives, defined as the combination of money, happiness, and success. Using the latest research studied by two experts in their field, the book presents both the scientific background and sets of "NeuroWisdom" exercises that will help people reduce neurological stress and increase happiness, motivation, and productivity. The "worry" centers of the brain are turned off and the optimism circuits are turned on. Work becomes more pleasurable and creativity is increased, enabling the brain to anticipate and solve problems more efficiently.

From the cutting edge of brain science to real-world solutions, these exercises help readers gain the wisdom that leads to greater fulfillment.

Mark Robert Waldman is faculty at Loyola Marymount University, Los Angeles, where he teaches executive communication, stress reduction, and mindfulness to Executive MBA students. He is the author of 13 books including *Words Can Change Your Brain* and *How God Changes Your Brain*. He teaches throughout the world and his work has been featured on PBS, National Public Radio, Oprah and Friends, and in dozens of national magazines.

Chris Manning has been a finance professor at Loyola Marymount University since 1986. Manning is currently serving as an ARES Member Profile Column Editor and on the Editorial Board for the Journal of Real Estate Research.

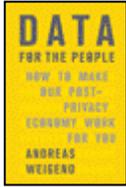
Praise:

"A groundbreaking and life-changing book, filled with practical exercises."
 —**Andrew Newberg, MD, *New York Times* bestselling author**

"This remarkable book translates state-of-the art neuroscience into practical techniques that rapidly promote personal transformation. If you want to double your happiness and your income, start using these powerful brain-changing exercises today!" —**John Assaraf, *New York Times* bestselling author and CEO of NeuroGym**

"Whether you are rich or poor, happy or sad, contented or lost – you can use the practical strategies in this book to deepen your sense of well-being. The new brain science described in this book will challenge some of your deepest beliefs about money and happiness, and the mindfulness exercises will help you unlock the hidden creativity that lies dormant in your brain."

—**Daniel Amen, MD, Founder of Amen Clinics and author of *The Brain Warrior's Way***



Weigend, Andreas Ph.D. and Robin Dennis

DATA FOR THE PEOPLE: How to Make Our Post-Privacy Economy Work for You

(Basic Books, January 2017)

Hardcover (272 pages), black and white illustrations throughout

World English rights with Basic Books

Vital reading for anyone who owns a mobile phone, internet connection, or even a debit card, DATA FOR THE PEOPLE puts the power of data back into our hands.

Every time we Google something, Facebook someone, or simply carry a phone, we create data. Yet, we do not benefit from the wealth of information we generate; only large corporations profit from it. Andreas Weigend—an advisor to Alibaba, BMW, Hyatt, MasterCard, and Lufthansa, among others—wants to change that. In DATA FOR THE PEOPLE, he proposes six basic rights to help us regain control over our data and how it will be sold, inspired by his career at the forefront of technology.

Big data is here to stay. The time has come to shift the balance of power back to the individual and put data back in the hands of its rightful owners. Vital reading for anyone who owns a mobile phone, internet connection, or even a debit card—that is, for all of us.

Andreas Weigend is one of the world's foremost experts on the future of big data, social-mobile technologies, and consumer behavior. He teaches at Stanford University, the University of California, Berkeley, and Fudan University in Shanghai. He is the founder and director of the Social Data Lab. He lives in San Francisco, California.

Praise:

“The author maintains the intellectual complexity of his subject while remaining accessible to readers searching for the truth about the salability of their privacy, the nuances of data sharing, and the ways to cloak their digital footprints. A cautionary, cohesively delivered update on the scope and science of human quantification.”

—*Kirkus Reviews*

“Weigend is a bold explorer of the technological future. His compelling book maps the opportunities of a world without secrets.” —**Daniel Kahneman, author of *Thinking Fast and Slow***

“Data—abundant, ubiquitous, personal—is restructuring our competing values of privacy, convenience, identity, and control. No one understands this better than Weigend, and with *Data For the People*, he helps the rest of us understand it as well.” —**Clay Shirky, author of *Here Comes Everybody***

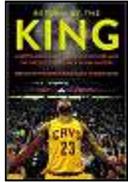
Rights sold:

Chinese (S): CITIC

German: Murmann Verlag

Japanese: Bungei Shunju

Russian: Exmo



Windhorst, Brian and Dave McMenamin

RETURN OF THE KING: LeBron James, the Cleveland Cavaliers, and the Greatest Comeback in NBA History

(Grand Central Publishing, April 2017)

Manuscript (288 pages)

The inside story of LeBron James's return and ultimate triumph in Cleveland.

Brian Windhorst has covered the NBA for ESPN since 2010. He began covering LeBron James in 1999 and was the daily beat writer on the Cleveland Cavaliers for the Akron Beacon Journal and Cleveland Plain Dealer from 2003-2010. He is also the co-author of two books, *THE FRANCHISE*, published in 2007, and *THE MAKING OF AN MVP*, published in 2009.

Dave McMenamin has covered the NBA since the 2005-06, starting his career with NBA.com where he was the ghost writer for Gilbert Arenas' ground-breaking blog. He specializes in relating to players after a life steeped in basketball himself, as everything from a player in high school and overseas in college at the University of Limerick, to a student manager for Syracuse University's 2003 national championship team. Dave has developed the trust of future Hall of Famers Kobe Bryant and LeBron James in his seven seasons as a beat writer for the Los Angeles Lakers and Cleveland Cavaliers for ESPN.

Advance Praise:

"I've always admired Brian's acumen and his seasoned perspective. This story with Dave McMenamin of LeBron and the Cleveland Cavaliers' championship run is captivating and filled with spectacular detail."—*Tracy McGrady, 7-time NBA All-Star*

"Brian Windhorst and Dave McMenamin are courtside and in the locker room for the most improbable comeback in NBA history. Through exhaustive, incisive reporting, the duo have delivered an important, essential book for all NBA fans."—*Jonathan Abrams, New York Times bestselling author of Boys Among Men: How the Prep-to-Pro Generation Redefined the NBA and Sparked a Basketball Revolution*

"Brian Windhorst and Dave McMenamin don't just cover the NBA. They live it. And in *RETURN OF THE KING*, their storytelling has never been better. From the decision-making process in the Cavaliers' front office which led to LeBron James' return, to the assembly of a championship roster, to the players-only email from GM David Griffin with the Cavs down 3-1 in the NBA Finals, to the candid exchanges between LeBron and Tyronn Lue, there is nothing left uncovered. Man, what a compelling read!"—*Ernie Johnson, studio host of TNT's "Inside the NBA"*

Rights sold:

Turkish: Profil Kitap

Young, Sean D.

STICK WITH IT: The Science of Lasting Changes

(Harper/HarperCollins, June 2017)

Manuscript (288 pages)

An award-winning psychologist and director of the UCLA Center for Digital Behavior shows everyone how to make real, lasting change in their lives in this exciting work of popular psychology that goes beyond *The Power of Habit* with science and practical strategies that can alter their problem behaviors—forever.

Whether it's absent-minded mistakes at work, a weakness for junk food, a smart phone addiction, or a lack of exercise, everyone has some bad habit or behavior that they'd like to change. But wanting to change and actually doing it—and sticking with it—are two very different things.

Dr. Sean Young, an authoritative new voice in the field of behavioral science, knows a great deal about our habits—how we make them and how we can break them. *Stick with It* is his fascinating look at the science of behavior, filled with crucial knowledge and practical advice to help everyone successfully alter their actions and improve their lives.

As Dr. Young explains, you don't change behavior by changing the person, you do it by changing the process. Drawing on his own scientific research and that of other leading experts in the field, he explains why change can be difficult and identifies the crucial forces that combine to make transformation permanent, from the right way to create new habits to how to harness emotional meaning to motivate change. He also helps us understand how the mind often interferes with creating lasting change and how we can outsmart it, including using "neurohacks" to shortcut the brain's counterproductive instincts. In addition, he provides a powerful corrective to the decades old science of habits, offering a next generation discussion of how habits can change behavior with the right approach.

Packed with pragmatic exercises and stories of real people who have used them successfully, *Stick with It* shows that it is possible to control spending, stick to a diet, become more social, exercise regularly, stop compulsively checking e-mail, and overcome problem behaviors—forever.

Sean D. Young, PhD, MS, is the Executive Director of the University of California Institute for Prediction Technology and the UCLA Center for Digital Behavior, and is a Medical School Professor with the UCLA Department of Family Medicine. He received his PhD in Psychology and Master's degree in Health Services Research from Stanford University, worked in technology and user behavior/human factors at NASA Ames Research Center and Cisco Systems, taught at the Stanford University Graduate School of Business, and have advised various companies and start-ups. He is an internationally-recognized speaker, having presented at forums such as the European Parliament, mHealth Conference, World Congress, as well as corporations, academic institutions, and organizations.

Rights sold:

Chinese (C): Commonwealth Publishing

Chinese (S): Cheers Publishing

Portuguese (Brazil): Sextante

UK Commonwealth: Viking Life/PRH