

You Can Sell By Shiv Khera

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Living with Honour: What is Easy to See is Easy to Miss Shiv Khera 2003-02 This authoritative book, filled with true-to-life examples, is one of the best-sellers in recent times with over 800,000 copies in print. This book is a road map, revealing and inspiring all individuals to a life worth living. While describing the tools

Time to Breathe Bill Mitchell 2020-09-17 Ever feel like you're so busy and stressed that you forget to breathe? Dr. Bill Mitchell is here to help. A psychologist who specialises in rebalancing the lives of the overwhelmed, overstressed and overscheduled, in this book Bill brings you tried and tested, practical solutions that will help you protect your energy and prioritise what is most important. Find out how to prevent the drift towards burnout and poor mental health that so many of us suffer from in our busy modern lives. Your family – and your boss – will thank you.

You Can Sell Shiv Khera 2014

Money Man Abhijeet Singh 2017-01-19 ""I want a helicopter on the roof; will you get that for me?" she said. ""Which chopper?" the stranger queried without an ounce of doubt. Bhavna was on an 'accidental

date', with a stranger she just met. She embarked on a journey with this stranger, around the world and to its baffling reality, hidden behind the facade of cosmetic speeches scripted for International Forums. Their journey is marred with experiences that leave them with questions like, ""Is there any space on this planet where money doesn't have control? What really helps to run this world, Hope or Greed?"

100 Inspiring Stories to Enrich Your Life G. Francis Xavier 2015-12-07 Do you find it difficult to cope with life sometimes? Or feel there is no light at the end of the tunnel? Find your answers to life's challenges with *100 Inspiring Stories to Enrich Your Life*. This valuable collection of stories will recharge your everyday routines and activities with focus, energy and meaning. A quick and interactive read, it questions your existing beliefs and reveals the secrets to inspired living. Test your critical abilities, your values and judgment in different circumstances. With deep messages for every reader, these rich, short stories will give you courage and vision for a fulfilling life. They will help you judge right from wrong; the good from bad. Read *100 Inspiring Stories to Enrich Your Life* to become a spiritually evolved, high-achieving and well-rounded individual. Dr. G. Francis Xavier is a trainer and author of international repute. He is a gold medalist with a doctorate in self-improvement. He has worked in prestigious capacities at several educational institutions across India. He was formerly the Financial Adviser to the Asian Confederation of Credit Unions (ACCU), Bangkok. He now conducts the popular Trainers' Training Program, both in India and abroad. Dr. Xavier is the author of more than 15 books on diverse subjects. His inspirational stories have been translated into eight Indian languages.

We Indians Khushwant Singh 1989 A sharp and funny dissection of different aspects of the Indian character, from our attitude to sex, religion and women to our views on corruption and the English language. Irreverent and full of witty observations, this is a Khushwant Singh classic!

Aur Safal Bane Shiv Khera 2025-08-30 If You Want To Stand Out Then You Need To Do Something Outstanding A person with a positive attitude cannot be stopped and a person with a negative attitude cannot be helped. Both success and failure have a limited lifespan. Success is neither a miracle nor a mystery. It does not depend upon special skills, formal education or superior intelligence. It is the natural outcome of consistently applying certain principles on an ongoing basis. The ultimate goal is to sustain

success and eliminate failure. Acquiring facts is knowledge, understanding facts is comprehension, and the proper application of facts is wisdom. The principles in this book can help you to: 1. Live by design, not by default 2. Gain confidence and optimize your potential 3. Become proactive and develop a winning attitude 4. Balance your health, wealth and relationships 5. Overcome day-to-day problems and make better decisions 6. Make positive choices and avoid pitfalls The secret to a meaningful life is in your hands. Through inspiring ideas and basic values, this book will help empower you to Achieve More and become unstoppable.

Freedom is Not Free Shiv Khera 2016

YOU CAN WIN Shiv Khera 2014-04-03 An easy-to-read, practical, common-sense guide that will take you from ancient wisdom to modern-day thinking, You Can Win helps you establish new goals, develop a new sense of purpose, and generate new ideas about yourself and your future. It guarantees, as the title suggests, a lifetime of success. The book enables you to translate positive thinking into attitude, ambition and action to give you the winning edge.

Secrets of Closing the Sale Zig Ziglar 2019-05-21 Full of entertaining stories and real-life illustrations, this classic book will give you the strategies you need to become proficient in the art of effective persuasion, including how to project warmth and integrity, increase productivity, overcome objections, and deal respectfully with challenging prospects. This new edition includes fresh opening and closing chapters as well as tips and examples throughout that illustrate the relevance of these truths in the marketplace today. Also includes a foreword written by Tom Ziglar.

Antsy Does Time Neal Shusterman 2008-09-18 Antsy Bonano, narrator of *The Schwa Was Here*, is back with another crazy tale. This time, Antsy signs a month of his life over to his "dying" classmate Gunnar Umlaut. Soon everyone at school follows suit, giving new meaning to the idea of "living on borrowed time." But does Gunnar really have six months to live, or is news of his imminent death greatly exaggerated? And when a family member suffers a heart attack after donating two years to Gunnar, Antsy starts to wonder if he has tempted fate by trying to play God

Chanakya Neeti Radhakrishnan Pillai 2019-10-03 Strategies for Success “An action contemplated shouldn’t ever be advertised; But kept a secret like a mantra, and revealed in time.” We all feel stuck at times. There could be many reasons for this—issues at work, unhappy family life, financial troubles or embarrassing social situations. Most of us could use a little advice in these circumstances. Chanakya Neeti provides precisely that guidance to face life’s many daunting challenges. Chanakya, the great thinker and teacher, is wellknown for his insights into the needs of both the privileged and the masses. The original Chanakya Neeti was written over two thousand years ago, but its brilliant verses are still applicable today because the basic quests of man remain the same—peace, prosperity and happiness. In this volume, Radhakrishnan Pillai offers a modern interpretation of Chanakya’s crisp and practical maxims in his characteristic easytofollow and elegant prose. Imbibe Chanakya’s wisdom to break loose from the web of troubles and create the life you desire on your terms. Radhakrishnan Pillai is the bestselling author of *Corporate Chanakya*, *Chanakya’s 7 Secrets of Leadership*, *Chanakya in You*, *Katha Chanakya* and *Thus Spoke Chanakya*. He has a Master’s degree in Sanskrit and has done his PhD in Kautilya’s Arthashastra. A renowned management consultant and speaker, he is the Deputy Director of the Chanakya International Institute of Leadership Studies (CIILS) at the University of Mumbai. He tweets using the handle @rchanakyapillai and is also active on other major social media platforms.

Living with Honour Shiv Khera 2016

The Source Sirshree 2018-08-30 WE ALL SEEK INNER PEACE We all seek inner peace, lasting joy and unconditional love. But it eludes us as we are drawn into challenges of daily life... WE ALL SEEK WORLDLY SUCCESS We all seek to enjoy a perfect life, brimming with harmony in relationships, financial freedom and physical vitality. But we believe all of this comes at the cost of inner peace... WE CAN NOW ATTAIN BOTH! Join millions of readers of the Source Series who are realizing inner peace and success through the Power of Happy Thoughts. -----

“This book is meant for humanity. If you are a good human being, you should take it, read it, and follow the path. ~ Shahrukh Khan, while releasing *The Source* “Happy Thoughts are very right words. First create inner peace through Happy Thoughts, which shall then guide the external world.” ~ His Holiness the Dalai Lama, while releasing Sirshree's book

You Can Achieve More Shiv Khera 2018-08-23 While it is often said that a person with a negative attitude cannot be helped, it is also true that a person with a positive attitude cannot be stopped. Life is an obstacle course in which we can often become our own biggest obstacle, but a positive attitude can be transformational. In one sense, this book is a road map for a life journey in achieving more. It offers direction and can help you make positive decisions in a noisy and cluttered environment. Success is neither a miracle nor a mystery. It is the natural outcome of consistently applying certain principles on an ongoing basis. Success does not depend upon special skills, formal education or superior intelligence. Success is a matter of understanding and acting upon principles that have been in existence for centuries. These principles may be simple in themselves but none of them will work unless they are put into firm and decisive action. This book effectively teaches not only the principles of success but also how to avoid expensive and demoralising mistakes. The principles themselves are universal, cutting across country, culture and religion. Diligently practising them will help you develop confidence and allow your life to become more meaningful and rewarding. Applying these principles may require a lot of self-discipline and commitment but, once learned and applied, the results can be rewarding and gratifying. If you want to be successful and happy, then become a student and study the life of successful people in depth; if you want to become wealthy, then study the principles of acquiring wealth. Learning to make a living and learning to live are two different things. This book helps you design a more meaningful life, by making positive choices and avoiding the most common pitfalls. Acquiring facts is knowledge; interpreting facts is understanding; and the proper application of facts is wisdom. This book by Shiv Khera is designed to help you create an action plan to optimize your potential - in other words, to achieve more.

One Thousand Ways to Make \$1000 F. C. Minaker 2017-07-11 First published in 1936, *One Thousand Ways to Make \$1000* is the long out-of-print book that Warren Buffett's biographers credit with shaping the legendary investor's business acumen and giving him his trademark appreciation of compound interest. After pulling a copy of *One Thousand Ways* off a library shelf at age eleven and devouring F.C. Minaker's plucky and practical business advice, Buffett declared that he would be a millionaire by the time he was 35. Written in the immediate, conversational style of Dale Carnegie's *How to Win Friends and Influence People*, this book is full of inventive ideas on how to make money through excellent salesmanship, hard work, and resourcefulness. While some of the ideas may seem quaint today-goat dairying, manufacturing

motor-driven chairs, and renting out billiard tables to local establishments are among the money-making ideas presented- the underlying fundamentals of business explained in these pages remain as solid as they were over seventy years ago. Covering a wide spectrum of topics including investing, marketing, merchandising, sales, customer relations, and raising money for charity, *One Thousand Ways to Make \$1000* is both a durable, classic business book and a fascinating portrait of determined entrepreneurship in Depression-era America. Every effort has been made to reproduce the content exactly as it was originally presented.

You Can Win Shiv Khera 2011-01-01 This book will help individuals to: have confidence by mastering the seven steps to positive thinking; be successful by turning weakness into strengths; gain credibility by doing the right thing for the right reason; take charge by controlling things instead of letting them control you; build trust by developing mutual respect with the people around you; accomplish more by removing the barriers to effectiveness.

How To Sell Your Way Through Life Napoleon Hill 2009-12-15 TIMELESS WISDOM from the ORIGINAL PHILOSOPHER of PERSONAL SUCCESS "No matter who you are or what you do, you are a salesperson. Every time you speak to someone, share an opinion or explain an idea, you are selling your most powerful asset . . . you! In *How to Sell Your Way Through Life*, Napoleon Hill shares valuable lessons and proven techniques to help you become a true master of sales." –Sharon Lechter, Coauthor of *Think and Grow Rich: Three Feet from Gold*; Member of the President's Advisory Council on Financial Literacy "These proven, time-tested principles may forever change your life." –Greg S. Reid, Coauthor of *Think and Grow Rich: Three Feet from Gold*; Author of *The Millionaire Mentor* "Napoleon Hill's *Think and Grow Rich* and *Laws of Success* are timeless classics that have improved the lives of millions of people, including my own. Now, we all get the chance to savor more of his profound wisdom in *How to Sell Your Way Through Life*. It is a collection of simple truths that will forever change the way you see yourself." –Bill Bartmann, Billionaire Business Coach and Bestselling Author of *Bailout Riches* (www.billbartman.com) Napoleon Hill, author of the mega-bestseller *Think and Grow Rich*, pioneered the idea that successful individuals share certain qualities, and that examining and emulating these qualities can guide you to extraordinary achievements. Written in the depths of the Great Depression, *How to Sell*

Your Way Through Life explores a crucial component of Achievement: your ability to make the sale. Ringing eerily true in today's uncertain times, Hill's work takes a practical look at how, regardless of our occupation, we must all be salespeople at key points in our lives. Hill breaks down concrete instances of how the Master Salesman seizes advantages and opportunities, giving you tools you can use to effectively sell yourself and your ideas. Featuring a new Foreword from leadership legend Ken Blanchard, this book is a classic that gives you one beautifully simple principle and the proven tools to make it work for you.

You Can Win Shiv Khera 2014-05-22 An easy-to-read, practical, common-sense guide that will take you from ancient wisdom to modern-day thinking, *You Can Win* helps you establish new goals, develop a new sense of purpose, and generate new ideas about yourself and your future. It guarantees, as the title suggests, a lifetime of success. The book enables you to translate positive thinking into attitude, ambition and action to give you the winning edge. This book will help you to:

- Build confidence by mastering the seven steps to positive thinking
- Be successful by turning weaknesses into strengths
- Gain credibility by doing the right things for the right reasons
- Take charge by controlling things instead of letting them control you
- Build trust by developing mutual respect with people around you
- Accomplish more by removing the barriers to effectiveness.

18 Minutes Peter Bregman 2011-09-28 Based upon his weekly Harvard Business Review columns (which is one of the most popular columns on HBR.com, receiving hundreds of thousands of unique page views a month), *18 MINUTES* clearly shows how busy people can cut through all the daily clutter and distractions and find a way to focus on those key items which are truly the top priorities in our lives. Bregman works from the premise that the best way to combat constant and distracting interruptions is to create productive distractions of one's own. Based upon a series of short bite-sized chapters, his approach allows us to safely navigate through the constant chatter of emails, text messages, phone calls, and endless meetings that prevent us from focusing our time on those things that are truly important to us. Mixing first-person insights along with unique case studies, Bregman sprinkles his charming book with pathways which help guide us -- pathways that can get us on the right trail in 18 minutes or less.

100 Great Business Ideas Jeremy Kourdi 2009-11-28 Are you looking for a great idea or some inspiration to start a new venture or to help you grow your existing business? This book contains 100 great business ideas, extracted from the world's best companies. Ideas provide the fuel for individuals and companies to create value and success. Indeed the power of ideas can even exceed the power of money. One simple idea can be the catalyst to move markets, inspire colleagues and employees, and capture the hearts and imaginations of customers. This book can be that very catalyst. Each idea is succinctly described and is followed by advice on how such an idea can be applied to the reader's own business situation. A simple but potentially powerful book for anyone seeking new inspiration and that killer application.

Own Your Financial Freedom: Money, Women, Marriage and Divorce Kennedy, Andrea 2013-11-15 It is never too early to get a financial reality check to ensure long term financial security. Practical, savvy, and wide-ranging, *Own Your Financial Freedom* will inform women of important financial constructs prior to marriage and educate women on the 'what-if' of a divorce proceeding and post-divorce money management. By making effective money decisions at every stage of your life, if a divorce is ever inevitable, you will feel far more in control and aware of what you are entitled to, making divorce a straightforward process and not a lengthy battle. Packed with essential advice from professionals and financial gurus, *Own Your Financial Freedom* will help anyone navigate through the emotionally, economically and legally challenging divorce procedure. From understanding entitlements, coming to a settlement and to planning long-term investments, this book is an essential guide to achieving financial freedom. Currently the principal of *Wiser Wealth*, Andrea Kennedy is an investment manager who has been providing coaching and consultation services to couples, families and professional women for the past decade in Hong Kong, Singapore and Shanghai. Andrea has a blog, "Women on Money" (www.wiserwealth.net/blog), and is often interviewed for her perspectives on wealth creation for women and couples. Andrea has a bachelor degree in Psychology and a Master's degree in International Affairs and Economics and is a certified financial planner (CFP). Originally from Chicago, Andrea has lived in Asia for the last 20 years

You Can Win Shiv Khera 2018-11-30 Winners don't different things, they do things differently A practical, common-sense guide that will lead you from ancient wisdom to modern-day thinking, *You Can Win* will

help you to establish new goals, develop a renewed sense of purpose, and generate fresh and exciting ideas about yourself and your future. Shiv Khera guarantees, as the title suggests, a lifetime of success. The book enables you to translate positive thinking into attitude, ambition and action, all of which combine to give you the winning edge. This book will help you to:

- Build confidence by mastering the seven steps to positive thinking;
- Be successful by turning weaknesses into strengths;
- Gain credibility by doing the right things for the right reasons;
- Take charge by controlling things instead of letting them control you;
- Build trust by developing mutual respect with the people around you; and
- Accomplish more by removing the barriers to effectiveness.

Stepping Beyond Khaki K Annamalai 2021-01-18 How did the rape and murder of a young girl transform a rule-obsessed officer to take on a more humane approach? Why did people start calling him Singham just a few years into his policing career? What is it that made a shy, simple village boy dedicate himself to a lifetime of commitment towards public service? **Stepping Beyond Khaki: Revelations of a Real-Life Singham** is a tell-all memoir by celebrated former police officer K. Annamalai. With a career spanning a decade in the state of Karnataka, he earned the respect of the people with his humanistic action and his style of leadership focusing on empowering subordinates. Further, Annamalai pitches significant questions that rarely get discussed-are politicians bad? And is politics a place where good people fear to tread? By stepping away from the spotlight and bringing out the real heroes whom he had encountered in his policing journey, this is unlike any other policing memoir. Truthfully told with a dash of idealism, it also prescribes changes that are much needed in politics, policing and in our daily governance mechanisms. It brings out the inherent goodness of the common man and the role the general public play in keeping this democracy functioning.

Life Less Lonely, A: What We Can All Do to Lead More Connected, Kinder Lives Nick Duerden 2018-10-04 Loneliness has reached the levels of an epidemic. From the bullied child to the new parent, from the pensioner who has outlived friends and family members to teenagers who manage their social lives through the glow of a mobile phone, it can - and does - affect anyone and everyone, irrespective of age, race or class. Many suffer in silence, convinced it's a confession too far, a sign of too much vulnerability, a shameful failing. But the human condition is not a failing. What's it like when loneliness descends? How

does it announce itself, and how do you recognise it? Do you discuss it, or conceal it? From where can you seek help? *A Life Less Lonely* shares stories of loneliness and social isolation, and looks for ways in which we can help one another to future-proof ourselves against this most insidious affliction. By talking to those who suffer from it, and by highlighting the work of those who fight to combat it, the book offers guidance on how to spot the symptoms in yourself and in others, how to connect with those around you, and how, by understanding it all better, we might just set ourselves free from it. In this way, what is an epidemic today might not be one tomorrow.

You Can Sell Shiv Khera 2014-05-22 It is often said that in order to succeed, one needs to learn the 'tricks of the trade'. However, this is not true. Good professionals learn the trade. This is what *You Can Sell* teaches you how to do-to gain thorough knowledge of the trade, better understanding of the task at hand and sell your way to success. This book explains how to: · Gain success and avoid pitfalls · Meet and exceed goals · Establish credibility and grow · Gain a competitive edge · Learn the qualities of a winning professional.

You Can Sell Shiv Khera 2010-04-30 From the author of the bestselling *You Can Win*, comes another fantastic book that is just what YOU were looking for. It's like the Bible for a sales professional and is sure to be one of your most treasured books. Who is not selling? A candidate at a job interview, a politician making speeches to get votes, a boy and girl dating with the intention of getting married . . . all are selling themselves in some or the other way. *You Can Sell* challenges the age old cliché which delineates sales to be the sole domain of a sales man. *You Can Sell* addresses time-tested principles which make a successful sales professional. The word used is 'principles' and not 'tactics'. Tactics are manipulative whereas principles are based on the foundation of values. Many times you hear people saying that to succeed you need to learn the 'tricks of the trade'. Well, this book is different! Good professionals learn the trade, and that's exactly what *You Can Sell* teaches. **BECOME UNSTOPPABLE AND SELL YOUR WAY TO SUCCESS!** Shiv Khera is an Indian motivational speaker, author of self-help books, business consultant, and activist. He conducts motivational workshops such as *Blueprint for Success*, and has written several books.

You Can Sell Shiv Khera 2018-11-30 Results Are Rewarded, Efforts Aren't Bestselling author Shiv Khera reveals the secrets of every successful sales professional, and explains clearly and simply why 'Results Are Rewarded, Efforts Aren't'. You Can Sell teaches you how to gain a thorough and in-depth knowledge of the business world, a clearer understanding of the tasks at hand and, ultimately, how to sell your way to success. This book explains how you can: · Gain success and avoid pitfalls; · Meet and exceed goals; · Establish credibility and grow; · Gain a competitive edge; and · Understand the qualities of a winning professional.

59 Seconds Richard Wiseman 2010-01-05 Professor Richard Wiseman offers many quick and practical ways to improve your life gleaned from today's cutting edge-science, and in the process gives a psychologist's myth-busting response to the self-help movement. Whether you're looking to be more decisive in your life, to find a new job, or simply to be happier, the chances are that this book has the answers you need. For years, the self-help industry has failed the public, often promoting exercises that destroy motivation, ruin relationships, increase anxiety and reduce creativity. Here, psychologist Richard Wiseman exposes these modern-day mind myths and presents a fresh approach to change that helps people achieve their aims and ambitions in minutes not months. From mood to memory, persuasion to procrastination, resilience to relationships, Wiseman outlines the research supporting this new science of rapid change and describes how these quirky techniques can be incorporated into everyday life. • Find out why putting a pencil between your teeth instantly makes you feel happier • Discover why even thinking about going to the gym can help you keep in shape • Learn how putting just one thing in your wallet will improve the chance of it being returned if lost • Discover why writing down your goals is more effective than visualizing them • Find out why retail therapy doesn't work to improve mood and what does

I Am My Brand Kubi Springer 2019-10-03 Shortlisted for the 2020 Business Book Awards *I Am My Brand* is a toolkit for personal brand success. Featuring dynamic female brand builders from around the world, the book is a woven tapestry of personal brand advice with storytelling and support that offers a practical guide for female entrepreneurs, freelancers and executives. *I Am My Brand* explores the techniques used by different women across cultures to build their personal brand, as well as the challenges they faced and their paths to overcoming them. Focused on the skills needed to succeed, their stories – coupled with the

author's expertise – will support readers on their own journey to brand success and self-empowerment in work and life. The book is written in a down-to-earth style, with light entertainment and real-life anecdotes, providing insights into how to create, package and grow your personal brand. Written by one of the most influential female brand builders in the UK, I Am My Brand is a testament to the power of being a woman and illustrates what it takes to build a powerful female brand in today's male dominated business world.

Barking Up a Dead Horse Tom Batchelder 2007-12 "Barking Up a Dead Horse" aims to: Challenge mental assumptions and build a radically honest, yet common language for engaging new prospects and existing clients. The end result being... -Finding more of the right prospects & making them clients faster. -Creating a fundamental, radical shift in the traditional buyer-seller dynamic. -Increasing retention & maximizing the human potential of your people. Tom Batchelder specializes in coaching progressive business leaders in the areas of sales excellence and life success. He has over 17 years experience in sales, management, entrepreneurship, and coaching. Working with Fortune 500(r) organizations and emerging small businesses, tom helps clients control their sales process, shorten selling cycles and effectively increase profit margins.

Success Is a Choice John C. Maxwell 2020-10-13 Are you tired of not reaching your full potential? Do you feel you have the talent to succeed but are unappreciated and trapped? Based on his New York Time bestselling book, Beyond Talent, John Maxwell asks if you are tired of not reaching your full potential and feel you have the talent to succeed but are unappreciated and trapped. If this describes you, in Success Is a Choice, you can learn the right choices that lead to success from John Maxwell, the go-to-guru for business professionals across the globe. Take the next steps that successful people chose, including: Believing in themselves Firing up their passion Initiating action Focusing their energy Cultivating good relationships Embracing Practice The choices you make in addition to your talent make the greatest difference. With authentic examples and time-tested wisdom, Maxwell shares fourteen choices you need to make to live the life of your dreams. It's time to go beyond talent by making right choices that will help you really stand out.

You Can Sell Shiv Khera 2014-01-10 It is often said that in order to succeed, one needs to learn the

'tricks of the trade'. However, this is not true. Good professionals learn the trade. This is what You Can Sell teaches you how to do-to gain thorough knowledge of the trade, better understanding of the task at hand and sell your way to success. This book explains how to: · Gain success and avoid pitfalls · Meet and exceed goals · Establish credibility and grow · Gain a competitive edge · Learn the qualities of a winning professional.

The Mother I Never Knew Sudha Murty 2014-07-01 What secrets lurk in a family's past—and how important are they in the here and now? Sudha Murty's new book comprises two novellas that explore two quests by two different men—both for mothers they never knew they had. Venkatesh, a bank manager, stumbles upon his lookalike one fine day. When he probes further, he discovers his father's hidden past, which includes an abandoned wife and child. Venkatesh is determined to make amends to his impoverished stepmother—but how can he repay his father's debt? Mukesh, a young man, is shocked to realize after his father's death that he was actually adopted. He sets out to find his biological mother, but the deeper he delves, the more confused he is about where his loyalties should lie: with the mother who gave birth to him, or with the mother who brought him up. *The Mother I Never Knew* is a poignant, dramatic book that reaches deep into the human heart to reveal what we really feel about those closest to us.

You can sell Khera, Shiv 2012-03-10 If you want to: • gain success and avoid pitfalls • meet and exceed your goals • establish credibility and grow • learn the qualities of a winning professional This book is for you! Anyone who sells a product, service or an idea is a salesperson. Who is not selling? • candidate at a job interview • a boy and girl proposing to get married • a politician making speeches to get votes • a lawyer arguing his client's case in court. Aren't we all selling? **YOU CAN SELL** addresses time-tested principles which make a successful sales professional. The word used is 'principles' and not 'tactics'. Because tactics are manipulative whereas principles are based on the foundation of integrity. Many times you hear people saying that to succeed you need to learn the 'tricks of the trade'. This is not true. This book is different! Good professionals learn the trade, and that's what **YOU CAN SELL** is all about! Become Unstoppable and Sell Your Way to **SUCCESS**.

You Can Win (Special Edition with VCD), 2/e Shiv Khera 2010-10-01 About the Book : - This book has changed the lives of millions of people and is the best selling book in India. Written in an easy to read, practical, common-sense approach that will take you from ancient wisdom to contemporary thinking, You Can Win helps you dispel confusion in daily life and clarify values. The book helps you to evaluate if you are going through life out of inspiration (playing to win) or desperation (playing not to lose). It translates positive thinking into attitude, ambition and action that brings in the winning edge. About the Author : - Shiv Khera Founder of Qualified Learning Systems Inc., USA, he is an educator, business consultant, much sought-after speaker and successful entrepreneur. He inspires and encourages people, making them realize their true potential. He has taken his dynamic personal messages to opposite sides of the globe, from the U.S. to Singapore. His 30 years of research, understanding and experience have helped people on the path of personal growth and fulfillment.

Do the Work! Steven Pressfield 2014-10-28

नमो काकुम विपानायार कालम Shiv Khera 2015 On success in business through selling.

Futureproof Your Career Shaheena Janjuha-Jivraj 2021-10-14 Futureproof Your Career is the essential guide to improving your career and taking full advantage of opportunities for progression. With a major focus on the changing business, economic and technological landscape, it explores the new challenges of job retention and career progression. With the impact of the pandemic, the ongoing fourth industrial revolution, the broadening awareness of institutionalized discrimination and the concerns around an economic recession, it is an understatement to say that we're entering a 'new normal' in which working patterns and career trajectories have irreversibly changed. From two leading academics, this is both a practical guide to success and an enlightening insight into the future of work. It draws upon both the authors' academic research and an international array of case studies and interviews to provide engaging and illuminating insights Futureproof Your Career features key insights into how jobs and networking are dramatically transforming, and provides readers with the ability to develop a stronger awareness of new opportunities and become better prepared to safeguard their jobs and bolster their career in this new landscape.

First Spanish Reader Angel Flores 2012-04-18 Delightful stories, other material based on works of Don Juan Manuel, Luis Taboada, Ricardo Palma, other noted writers. Complete faithful English translations on facing pages. Exercises.