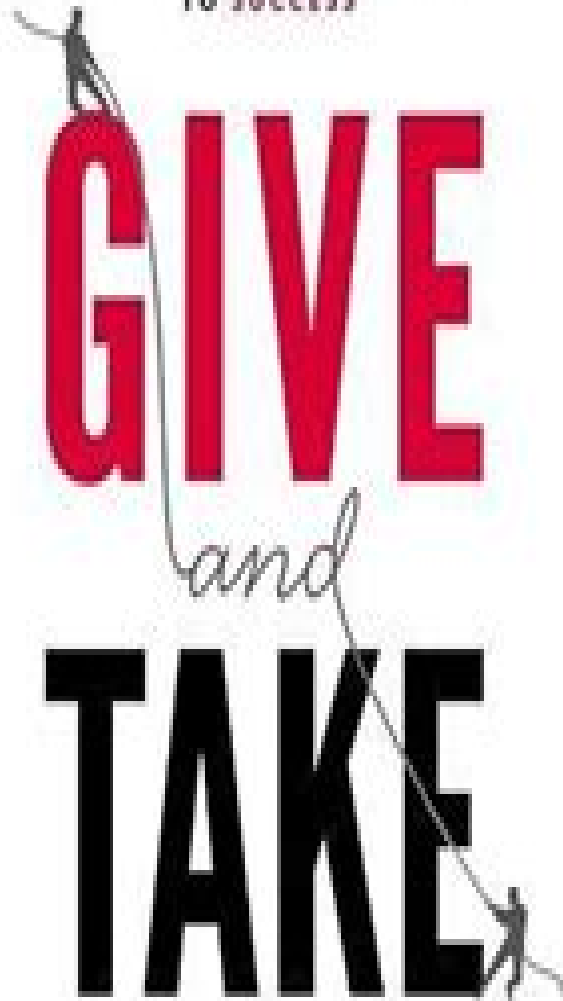


A REVOLUTIONARY APPROACH  
TO SUCCESS



# GIVE *and* TAKE

ADAM GRANT

# Give And Take Adam Grant

**Ant Hive Media**



## **Give And Take Adam Grant:**

**Give and Take** Adam Grant, 2014-03-25 A groundbreaking look at why our interactions with others hold the key to success from the New York Times bestselling author of *Hidden Potential*, *Think Again* and *Originals*. For generations we have focused on the individual drivers of success: passion, hard work, talent, and luck. But in today's dramatically reconfigured world, success is increasingly dependent on how we interact with others. In *Give and Take*, Adam Grant, an award-winning researcher and Wharton's highest rated professor, examines the surprising forces that shape why some people rise to the top of the success ladder while others sink to the bottom. Praised by social scientists, business theorists, and corporate leaders, *Give and Take* opens up an approach to work interactions and productivity that is nothing short of revolutionary. *Give and Take* Adam M. Grant, 2013 Everybody knows that hard work, luck, and talent each plays a role in our working lives. In his landmark book, Adam Grant illuminates the importance of a fourth, increasingly critical factor: our reciprocity, the way we interact with others when exchanging value. *GIVE AND TAKE* changes our fundamental understanding of why we succeed, offering a new model for our relationships with colleagues, clients, and competitors. It demolishes the argument of the "me first" worldview and shows that the best way to get to the top is to focus not on your solo journey but on bringing others with you. Engaging, intriguing, and filled with surprising success stories from history to Hollywood, *GIVE AND TAKE* presents an approach to work, team building, productivity, and profitability that is nothing short of revolutionary. We have been taught to think that people who give without expecting anything in return are at risk of being exploited or burning out, but the truth is that they are often the most successful people in any given field. Using his own cutting-edge research as a professor at Wharton Business School, Adam Grant shows how helping others can lead to greater personal success. He demonstrates how smart givers avoid becoming doormats and why this kind of success has the power to transform not just individuals and groups but entire organisations and communities. **Give and Take**, 2014 [Summary of Give and Take](#) Alexander Cooper, 2022-07-24 *Give and Take* A Comprehensive Summary Thank you for purchasing the *Give and Take* summary. If you like the book, please purchase and read the original book for full content experience. *Give and Take* is a book written by Adam Grant. It is a book where the author teaches his readers the long-term benefits of giving. This does not only mean giving material things. Giving also means to give your time, energy, and everything one can give to another person. The fact is that every person has something they can give. Another fact is that some people like to give. They are very generous when it comes to giving. Other people like to receive. They like when others give to them but are not so keen on giving themselves. There is also a third group of people that the author calls matchers. How all three groups of people are connected and what the benefits are of each of these groups, you can read in the summary below and in the original book. The book is divided into several chapters to make reading and understanding what was read easier. Furthermore, each chapter deals with a specific subject regarding giving and taking. Overall, the book will teach you why it is good and beneficial for you to give but also to take when offered.

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Summary Adam Grant's Give & Take Ant Hive Media,2016-11-27 This is a summary of Adam M Grant s New York Times and Wall Street Journal bestseller Give and Take Why Helping Others Drives Our Success Named one of the best books of 2013 by Amazon the Financial Times and the Wall Street Journal as well as one of Oprah s riveting reads Fortune s must read business books and the Washington Post s books every leader should read For generations we have focused on the individual drivers of success passion hard work talent and luck But today success is increasingly dependent on how we interact with others It turns out that at work most people operate as either takers matchers or givers Whereas takers strive to get as much as possible from others and matchers aim to trade evenly givers are the rare breed of people who contribute to others without expecting anything in return Using his own pioneering research as Wharton s youngest tenured professor Adam Grant shows that these styles have a surprising impact on success Although some givers get exploited and burn out the rest achieve extraordinary results across a wide range of industries Combining cutting edge evidence with captivating stories Grant shows how one of America s best networkers developed his connections why the creative genius behind one of the most popular shows in television history toiled for years in anonymity how a basketball executive responsible for multiple draft busts transformed his franchise into a winner and how we could have anticipated Enron s demise four years before the company collapsed without ever looking at a single number Praised by bestselling authors such as Susan Cain Dan Pink Tony Hsieh Seth Godin Dan Ariely Gretchen Rubin David Allen Dan Gilbert and Robert Cialdini along with senior leaders from Google McKinsey Merck Estee Lauder Twitter Nike and NASA Give and Take highlights what effective networking collaboration influence negotiation and leadership skills have in common This landmark book opens up an approach to success that has the power to transform not just individuals and groups but entire organizations and communities Available in a variety of formats this summary is aimed for those who want to capture the gist of the book but don t have the current time to devour all 320 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This summary is intended to be used with reference to the original book Adam Grant's Give and Take Ant Hive Media,2016-05-01 This is a summary of Adam M Grant s New York Times and Wall Street Journal bestseller Give and Take Why Helping Others Drives Our Success Named one of the best books of 2013 by Amazon the Financial Times and the Wall Street Journal as well as one of Oprah s riveting reads Fortune s must read business books and the Washington Post s books every leader should read For generations we have focused on the individual drivers of success passion hard work talent and

luck But today success is increasingly dependent on how we interact with others It turns out that at work most people operate as either takers matchers or givers Whereas takers strive to get as much as possible from others and matchers aim to trade evenly givers are the rare breed of people who contribute to others without expecting anything in return Using his own pioneering research as Wharton s youngest tenured professor Adam Grant shows that these styles have a surprising impact on success Although some givers get exploited and burn out the rest achieve extraordinary results across a wide range of industries Combining cutting edge evidence with captivating stories Grant shows how one of America s best networkers developed his connections why the creative genius behind one of the most popular shows in television history toiled for years in anonymity how a basketball executive responsible for multiple draft busts transformed his franchise into a winner and how we could have anticipated Enron s demise four years before the company collapsed without ever looking at a single number Praised by bestselling authors such as Susan Cain Dan Pink Tony Hsieh Seth Godin Dan Ariely Gretchen Rubin David Allen Dan Gilbert and Robert Cialdini along with senior leaders from Google McKinsey Merck Estee Lauder Twitter Nike and NASA Give and Take highlights what effective networking collaboration influence negotiation and leadership skills have in common This landmark book opens up an approach to success that has the power to transform not just individuals and groups but entire organizations and communities Available in a variety of formats this summary is aimed for those who want to capture the gist of the book but don t have the current time to devour all 320 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This summary is intended to be used with reference to the original book [Give and Take](#) ,2018 Give and Take Why Helping Others Drives Our Success by Adam Grant Conversation Starters Adam Grant the bestselling author of Originals gives us a revolutionary look at the reasons why our interactions with others lead to success Grants talks about how we need to stop focusing on what drives us to success individually like passion talent luck and hard work and start paying attention to how we interact with others our approach to work and our productivity The author explains what forces are behind the success of some people and the failure of others The Financial Times described Give and Take as an excellent book with profound implications that shatters the idea that people who put themselves first always achieve success Give and Take quickly reached The New York Times bestseller list when it was published in 2014 It is also a Wall Street Journal bestseller and it was translated into 30 languages A Brief Look Inside EVERY GOOD BOOK CONTAINS A WORLD FAR DEEPER than the surface of its pages The characters and their world come alive and the characters and its world still live on Conversation Starters is peppered with questions designed to bring us beneath the surface of the page and invite us into the world that lives on These questions can be used to Create Hours of Conversation Foster a deeper understanding of the book Promote an atmosphere of discussion for groups Assist in the study of the book either individually or corporately Explore unseen realms of the book as never seen before **Summary of Give and Take** Abbey Beathan,2019-06-10 Give and Take A Revolutionary Approach to Success by Adam M Grant Book Summary

Abbey Beathan Disclaimer This is NOT the original book Adam Grant shows us a new way to approach success one that he thinks is the best one There are different types of people you are going to work with Takers matchers and givers But according to Grant the kind of worker you should be in order to achieve success is the giver the one who focuses on helping without expecting anything in return That statement is counterintuitive most people would think that because givers are so easily exploited then it should be the worst approach But actually a low percentage of givers burn out Most of them achieve extraordinary results Note This summary is wholly written and published by Abbey Beathan It is not affiliated with the original author in any way The more I help out the more successful I become But I measure success in what it has done for the people around me That is the real accolade Adam M Grant It might be hard for you to believe that altruistic behaviour actually gets results but it does Givers are respected people are eager to collaborate with them and you actually learn a lot by helping people out Grant provides evidence and captivating stories about people who obtained amazing results by being givers Don't be a taker work cooperatively You'll feel good about it and also climb faster than any other person Praised by many best selling authors Give and Take is a gem for any person who desires to obtain the most successful attitude P S Give and Take is an outstanding book that through research and case studies shows you why being a giver is the best call P P S It was Albert Einstein who famously said that once you stop learning you start dying It was Bill Gates who said that he would want the ability to read faster if he could only have one superpower in this world Abbey Beathan's mission is to bring across amazing golden nuggets in amazing books through our summaries Our vision is to make reading non fiction fun dynamic and captivating Ready To Be A Part Of Our Vision Mission Scroll Up Now and Click on the Buy now with 1 Click Button to Get Your Copy Why Abbey Beathan's Summaries How Can Abbey Beathan Serve You Amazing Refresher if you've read the original book before Priceless Checklist in case you missed out any crucial lessons details Perfect Choice if you're interested in the original book but never read it before Disclaimer Once Again This book is meant for a great companionship of the original book or to simply get the gist of the original book One of the greatest and most powerful gift in life is the gift of knowledge The way of success is the way of continuous pursuit of knowledge Abbey Beathan [Summary: Give and Take](#) Businessnews Publishing,2016-09-16 The must read summary of Adam Grant's book Give and Take A Revolutionary Approach to Success This complete summary of the ideas from Adam Grant's book Give and Take shows how success depends on how you interact with others In the world of work there are three types of people takers who maximise reward from every transaction matchers who give only as much as they take and givers who help others expecting nothing in return The type of person you are at work has a huge impact on your future According to Grant givers are the people that achieve the greatest success Added value of this summary Save time Become a giver and avoid being taken advantage of Enhance your career To learn more read Give and Take and learn how becoming a giver can lead to greater success *Give and Take* Adam. Grant,2026-05-28 PRAISE FOR ADAM GRANT One of my favourite thinkers MALCOLM GLADWELL One of the great social

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Summary of Give and Take Paul Adams / Bookhabits,2019-01-09 Give and Take Why Helping Others Drives Our Success by Adam Grant Conversation Starters Adam Grant the bestselling author of *Originals* gives us a revolutionary look at the reasons why our interactions with others lead to success Grants talks about how we need to stop focusing on what drives us to success individually like passion talent luck and hard work and start paying attention to how we interact with others our approach to work and our productivity The author explains what forces are behind the success of some people and the failure of others The Financial Times described Give and Take as an excellent book with profound implications that shatters the idea that people who put themselves first always achieve success Give and Take quickly reached The New York Times bestseller list when it was published in 2014 It is also a Wall Street Journal bestseller and it was translated into 30 languages A Brief Look Inside EVERY GOOD BOOK CONTAINS A WORLD FAR DEEPER than the surface of its pages The characters and their world come alive and the characters and its world still live on Conversation Starters is peppered with questions designed to bring us beneath the surface of the page and invite us into the world that lives on These questions can be used to Create Hours of Conversation Promote an atmosphere of discussion for groups Foster a deeper understanding of the book Assist in the study of the book either individually or corporately Explore unseen realms of the book as never seen before Disclaimer This book you are about to enjoy is an independent resource meant to supplement the original book If you have not yet read the original book we encourage you to before purchasing this unofficial Conversation Starters **Analysis of Adam Grant's Give and Take by Milkyway Media** Milkyway Media,2018-05-11 Give and Take Why Helping Others Drives Our Success 2013 by Adam Grant is a psychological study outlining how different people give and receive within their professional relationships The book follows Grant through a 10 year sociological and psychological analysis of social reciprocity Purchase this in depth analysis to learn more Summary of Give and Take SellWave Audio,2025-10-12 Give and Take challenges conventional notions of success by exploring how our interactions with others shape outcomes in both professional and personal realms While traditional models emphasize individual traits such as talent hard work and luck

Adam Grant demonstrates that success increasingly depends on whether we operate as takers matchers or givers. Takers seek to extract as much as possible from others; matchers strive for balance in exchanges; and givers contribute selflessly without expecting anything in return. Although givers risk exploitation and burnout, many achieve extraordinary results across industries leveraging generosity as a source of influence, innovation, and lasting impact. Grant draws on his pioneering research as Wharton's youngest tenured professor to show how these interaction styles manifest in real-world contexts. Through captivating stories, he highlights individuals who rose to prominence by cultivating meaningful connections, dedicating years to creative endeavors in anonymity, and transforming organizations through collaborative leadership. He illustrates how networked generosity can predict outcomes in unexpected ways, even revealing patterns that could have foreshadowed corporate failures like Enron. The book emphasizes that success is rarely achieved in isolation. By combining research findings with compelling anecdotes, Grant demonstrates that givers can cultivate influence, negotiate effectively, and foster collaboration that benefits both themselves and their communities. The narrative underscores that strategic generosity, when paired with awareness and boundaries, can yield remarkable results without the costs typically associated with overextension. *Give and Take* serves as a roadmap for reshaping the way we approach networking, leadership, and organizational culture. Grant provides practical insights for becoming a successful giver, showing how fostering trust, contributing to others, and building reciprocal relationships can transform careers, teams, and institutions. Ultimately, the book invites readers to reconsider how success is measured and achieved, advocating for a model where generosity and collaboration are central to enduring achievement and meaningful impact.

Summary: Give and Take Abbey Beathan, 2018-07-04 *Give and Take: A Revolutionary Approach to Success* by Adam M. Grant. Book Summary. Abbey Beathan. Disclaimer: This is NOT the original book. If you're looking for the original book, search this link: <http://amzn.to/2nw5uoa>. Adam Grant shows us a new way to approach success, one that he thinks is the best one. There are different types of people you are going to work with: Takers, matchers, and givers. But according to Grant, the kind of worker you should be in order to achieve success is the giver, the one who focuses on helping without expecting anything in return. That statement is counterintuitive; most people would think that because givers are so easily exploited, then it should be the worst approach. But actually, a low percentage of givers burn out. Most of them achieve extraordinary results. Note: This summary is wholly written and published by Abbey Beathan. It is not affiliated with the original author in any way. The more I help out, the more successful I become. But I measure success in what it has done for the people around me. That is the real accolade. Adam M. Grant: It might be hard for you to believe that altruistic behaviour actually gets results, but it does. Givers are respected; people are eager to collaborate with them, and you actually learn a lot by helping people out. Grant provides evidence and captivating stories about people who obtained amazing results by being givers. Don't be a taker; work cooperatively. You'll feel good about it, and also climb faster than any other person. Praised by many best-selling authors, *Give and Take* is a gem for any person who



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Sandberg, 2016-02-02 The 1 New York Times bestseller that examines how people can champion new ideas and how leaders can fight groupthink from the author of Give and Take and co author of Option B Reading Originals made me feel like I was seated across from Adam Grant at a dinner party as one of my favorite thinkers thrilled me with his insights and his wonderfully new take on the world Malcolm Gladwell author of Outliers and The Tipping Point Originals is one of the most important and captivating books I have ever read full of surprising and powerful ideas It will not only change the way you see the world      **Summary of Give and Take** SellWave Audio, 2025-10-26 For generations success has been attributed to individual factors like passion hard work talent and luck However in today s reconfigured world success is increasingly determined by how we interact with others In Give and Take Adam Grant an award winning researcher and Wharton s highest rated professor explores the surprising forces that influence why some people rise to the top while others struggle Grant s research uncovers an entirely new approach to success shifting the focus from individual effort to the ways we give take and collaborate with those around us Praised by social scientists business theorists and corporate leaders alike Give and Take offers a revolutionary perspective on work productivity and relationships By examining the dynamics of generosity reciprocity and collaboration Grant shows how these forces shape our career trajectories and impact our success

**SUMMARY** Edition Shortcut (author), 1901      **Give and Take** Aryan Kanani, 2020-09-10 In this riveting and sparkling book Adam Grant turns the conventional wisdom upside down about what it takes to win and get ahead With page turning stories and compelling studies Give and Take reveals the surprising forces behind success and the steps we can take to enhance our own For generations we have focused on the individual drivers of success passion hard work talent and luck But in today s dramatically reconfigured world success is increasingly dependent on how we interact with others

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