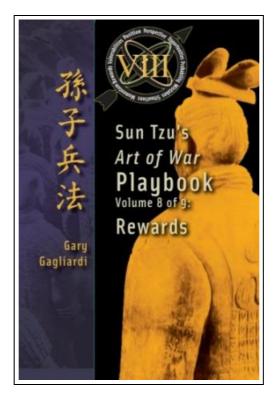
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Clearbridge Publishing. Paperback. Condition: New. 118 pages. Dimensions: 9.0in. x 0.3in.This is Volume Eight (25 articles) of our Art of War Playbook. It is both the shortest and perhaps the most important of the series. The articles in this volume explain how you must make claims to win the rewards of positioning. On unique aspects of Sun Tzus competitive system is that focuses specifically in on winning rewards rather than just winning battles. The Playbook itself is the culmination of over a decade of work breaking down Sun Tzus principles into a series of step-by-step practical articles by the Institutes multiple award-winning author and internationally recognized Art of War expert, Gary Gagliardi. The work explains the concepts in the verses of Sun Tzus classic on strategy in detail, explaining the situations to which they apply the steps in Sun Tzus system for using them with examples from modern competition. While the original Art of War was originally written for military generals who understood the philosophical concepts of ancient China, our Art of War Playbook is written for todays readers and provide enough descriptive material so that Sun Tzus ideas can actually be used in everyday life. The Art of War Playbook puts Sun Tzus ideas into everyday, practical language as a book of instruction. Because of its size and detail, the Playbook is published in nine volumes. The concepts covered in this volume are listed below: Playbook Overview About Positions About Rewards 8. 0. 0 Winning Rewards 8. 1. 0 Successful Positions 8. 1. 1 Transforming Resources 8. 1. 2 Reward Boundaries 8. 1. 3 Reward Timing 8. 2. 0 Making Claims 8. 3. 0 Securing Rewards 8. 3. 1 Gauging Value 8. 3. 2 Distinctive Packaging 8. 3. 3 articles of Engagement 8. 3. 4 Position Production...



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