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accel5 Business Book Summaries

**Barking Up the Wrong Tree**  
The Surprising Science Behind Why Everything You Know About Success Is (Mostly) Wrong  
Eric Barker

**KEY CONCEPTS**

- You are not wired to follow the herd or to do as others do—this is a blessing, not a curse. The key to becoming what you want to be is to go against the grain.
- Most people believe that success is based on luck, but it is actually based on a combination of hard work and good timing.
- The people who succeed are those who go to the extreme and do what others do not do.
- The most successful people have strong professional networks and mentors.
- When it comes to effective business, soft compassion is more important than confidence.
- To achieve success, killing it, you must learn enough work, learn early, stay humble, and a personal definition of success.

**INTRODUCTION**

In *Barking Up the Wrong Tree*, Eric Barker explains the science of success. Each chapter includes brain-expanding ideas about the world of achievement, demonstrating the science that underlies our most difficult concepts with real-world examples, fascinating research, and tips for better success. *Barking Up the Wrong Tree* is the ultimate guide to learning the best version of yourself.

accel5 Business Book Summaries

**Stealing Fire**  
How Silicon Valley, the Navy SEALs, and Marxist Scientists Are Revolutionizing the Way We Live and Work  
Steven Kotler and Jamie Wheal

**KEY CONCEPTS**

- Gaining complete control requires knowledge that is beyond the scope of the conscious mind. During high-performance states (HPCS), creativity, learning, and problem-solving capacities are boosted exponentially.
- Techniques such as meditation and martial arts can lead to states of HPCS, and HPCS also benefits from changes and profound alterations to thought processes. Psychological healing also emerges from HPCS, and it can help people overcome negative and unhealthy beliefs.
- Power, money, and social-media techniques can alter attention and psychological states. By using the tools in this book, you can reach the level of HPCS more often, allowing you to control your own attention.

**INTRODUCTION**

High-performance states such as the Navy SEALs and Silicon Valley tech developers utilize extraordinary states of consciousness (HPCS) to achieve results that are unachievable through normal means. In *Stealing Fire*, Steven Kotler and Jamie Wheal provide a comprehensive guide for exploring about states of consciousness to enhance your mind and abilities to achieve extraordinary results.

**Part One: The Case for ECSSS**

**What Is True Fast?**

The world's high-performing teams are able to master the concept of group flow, a mental technique that allows team members to become completely one mind. This is called a state of a mental ecosystem called, which is a state of collective consciousness.

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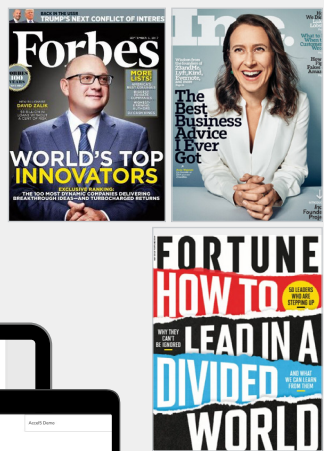
**Can You Hear Me?**  
How to Connect with People in a Virtual World  
Nick Morgan

**KEY CONCEPTS**

- People are used to connect through authentic, face-to-face communication, but when communication takes place in the virtual world, several critical problems emerge. These include:
  - Lack of feedback: Digital communication can give you the illusion that people need to process information, but in reality, they are not listening to what you are saying. Other people may not be listening, and you may not be listening to them.
  - Lack of empathy: When people communicate through text, email, or video, they struggle to put an emotional context that helps them connect, understand the meaning of what is said, or share a common goal.
  - Lack of context: People are more judgmental of those they encounter virtually than those they meet in person.
  - Lack of social cues: The lack of social cues of emotion and non-verbal language communication.
  - Lack of attention: A digital communication link to add the emotional component that is necessary to help someone connect and engage with the person behind the screen.
  - Lack of connection: Trust is difficult to obtain in virtual environments. Without trust, it can be difficult to forge connections and gain the commitment necessary for accomplishing goals.

**INTRODUCTION**

Virtual communication tools can help you communicate faster, easier, and to more people than ever before. However, there are a number of challenges that can distract you from being successful. Strategic communication and social media can help you overcome these challenges. The problem is that virtual feedback, opportunities for empathy, and ways for listening tend to help you feel better, connect through emotional understanding, and communication more effectively in the digital world.



Team Building Without Time Wasting

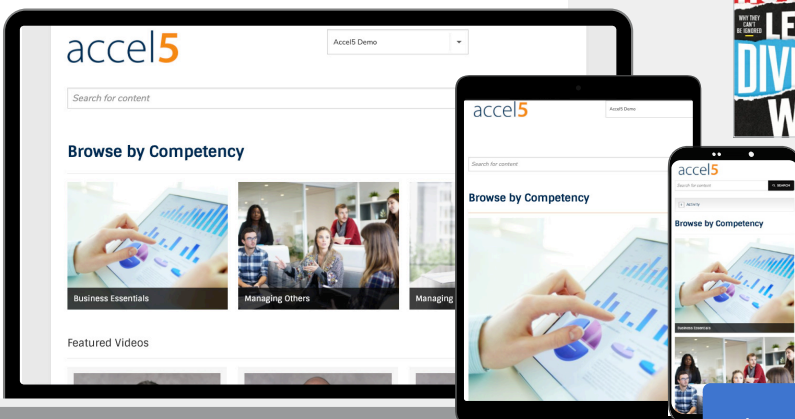
Marshall Goldsmith

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How to Think Strategically

Herminia Ibarra

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Accel5 features 45 of the world's top 50 business thinkers

