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NEW ACQUISITIONS AND FUTURE HIGHLIGHTS

Holiday, Ryan
COURAGE IS CALLING

Fall 2021

Courage is Calling is the first in a new four-book series—modeled in the same accessible and beloved style of [Ryan Holiday's](#) bestselling *The Obstacle is the Way*, *Ego is the Enemy*, and *Stillness is the Key*—bringing each of the four cardinal virtues of Stoicism to an audience that is crying out for them. What we need now, more than ever, is a book that brings courage back to its proper place in culture—where it was for most of human history—at the forefront. Courage, Nassim Taleb has said, is the virtue from which all other virtues descend. There is no justice without courage, because the right thing is rarely easy. It takes courage to be moderate in times of excess. Only the courageous pursue wisdom, because wisdom is not easy to find, and it is rarely comfortable or comforting. But if no one has that courage, the world becomes a very dark and unbalanced place quickly. Just try practicing one of these virtues...while everyone else is doing the opposite. You'll see how necessary courage is. Holiday is also the author of *Lives of the Stoics* and *The Daily Stoic*, as well as *Perennial Seller*, *Growth Hacker Marketing*, and others.

Translation: Portfolio (editor Niki Papadopoulos)
Agent: Level Five Media
UK: Profile; Italian: Hoepli

Hutchinson, Y-Vonne
HOW TO TALK TO YOUR BOSS ABOUT RACE

Spring 2022

Times are changing, and understanding how to have productive conversations about race is more important than ever before. The conversation has moved from “recognizing unconscious bias” to “dismantling white supremacy and systemic racism” in a matter of weeks. In environments where it used to be taboo even to say the word “race,” leaders are being asked to denounce anti-blackness in their companies and their complicity in systemic racism. Socially conscious branding is no longer good enough. Statements like “We’ll do better” don’t cut it anymore. People are demanding real change—accountability for racism, equal pay, and better representation at all levels. Workers and consumers are pushing companies to act, or risk losing their support. This book is for readers who wonder how they can push for anti-racism where they work, whether they’re entry-level employees, first-time managers, or part of the C-suite. It offers readers a framework to think about race at work, prepares them to have difficult conversations with more powerful leaders, helps them center marginalized voices, and offers tangible techniques for maximizing impact. [Y-Vonne Hutchinson](#) is the founder and CEO of [The ReadySet](#), a diversity solutions firm, and a co-founder and advisor of [Project Include](#), a non-profit focused on increasing diversity and inclusion in tech.

UK, Translation: Portfolio (editor Merry Sun)
Agent: Stonesong

West, Tessa

Fall 2021

JERKS AT WORK: Toxic Coworkers and What to Do About Them

Have you ever watched a coworker charm the pants off management while showing a competitive, Machiavellian side to the lower ranks? Those Kiss-Up/Kick-Down coworkers don't hesitate to throw peers under the bus, but their bosses are oblivious to their bad behavior. What to do? In *Jerks at Work*, [Tessa West](#) draws on a decade of original research to profile classic workplace archetypes, including the Gaslighter, the Bulldozer, the Credit-Stealer, and the Micromanager, and gives advice to anyone who has ever cried in a bathroom stall at the office. West digs deep into the inner workings of each bad apple, exploring their motivations and insecurities—for instance, micromanagers develop compulsive habits due to poor managerial training and public shaming—and offers clever strategies for stopping each type of jerk in their tracks. This is the playbook that you wish you didn't need but you'll always turn to—and the answer to your endless “how to deal with a terrible boss” Google searches. West is a professor of social psychology at New York University.

UK, Translation: Portfolio (editor Leah Trouwborst)

Agent: Inkwell Management

SUMMER 2021

Bédât, Maxine

June 2021

UNRAVELED: The Life and Death of a Garment

Unraveled shows us the people and goods at the mercy of our global economy—and how disturbingly fragile it is. Sustainable fashion expert [Maxine Bédât](#) tracks the iconic American pair of jeans from the beginning of its life to its end. A Texas cotton farm struggles to get by without relying on fertilizers that poison the earth. Dying and weaving factories in China pump chemicals banned in the West into waterways used to irrigate farms. In Bangladesh and Sri Lanka, rickety factories crammed with women working for illegally low wages produce garments as efficiently as machines. Back in America, our jeans travel through Amazon warehouses in suburban America to a Brooklyn landfill—or they get shipped around the world again to secondhand markets and trash heaps in Ghana. In a journey that loops around the world, creating a dizzying amount of waste and leaving a trail of human and environmental destruction in its wake, *Unraveled* shows us the story behind our clothes, weaving together the stories of modern clothing with the details of the people who make it, to produce a richly researched portrait of our global marketplace—and what it's costing us. Bédât is the founder and director of the New Standard Institute at New York University, a center dedicated to establishing alternatives to current supply and production chains.

UK, Translation: Portfolio (editor Merry Sun)

Agent: Cheney Agency

Fontana, Ash

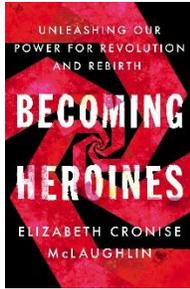
June 2021

THE AI-FIRST COMPANY: How to Compete and Win with Artificial Intelligence

We are in a new era of technology—the intelligence era—and with that comes a new type of business: the AI-first company. These companies collect valuable data from day one and use that data to train predictive models that automate work. AI-first companies are faster and more efficient, and they will dominate industries more completely than ever before. But to get it right, first you need to know how to build it. *The AI-First Company* is for real businesses, with real budgets, teaching the strategies and tactics needed to implement a predictive model with minimal resources. If the last decade was about getting AI to work in the lab, this one will be about getting AI to work for people, business, and society. It's not about building the right software; it's about building the right AI. Among the most recognized early-stage investors in the world, [Ash Fontana](#) is Managing Director of the first investment fund focused on AI, [Zetta](#). He was the first investor in category-defining AI companies (Kaggle, Domino, and Invenia) and is renowned for coining such ubiquitous terms as “AI-first companies,” “systems of intelligence,” and the “virtuous loop” of self-learning systems.

UK, Translation: Portfolio (editor Noah Schwartzberg)

Agent: Levine, Greenberg, Rostan



McLoughlin, Elizabeth Cronise
BECOMING HEROINES: Unleashing Our Power for Revolution and Rebirth

July 2021

Women who move up the corporate ladder do what they must to survive: silence their instincts, capitulate, accommodate, smile, compete with other women, and reinforce the patriarchy upon others. But with revolution in the air, female leaders are choosing to fight back against the broken system they once accepted. This book is their guide to becoming agents for change, starting by healing internalized trauma and recognizing the cognitive biases they've absorbed by osmosis. [Elizabeth Cronise McLaughlin](#) runs wildly popular executive coaching and leadership programs for women willing to undergo the deep inner transformation that precedes any outer change. Here she guides brave readers on an intensely personal journey to find their long-buried voices. This book is a must-read for any female leader ready to effect personal and institutional change. McLaughlin is the CEO of Gaia Project Consulting and the Founder of [The Gaia Project for Women's Leadership](#).

UK, Translation: Portfolio (editor Leah Trouwborst)
Agent: Wendy Sherman Associates

Montañez, Richard
FLAMIN' HOT: How to Act Like an Owner in a World That Keeps Saying No

June 2021

The cult favorite snack Flamin' Hot Cheetos would never have existed save for the entrepreneurial thinking of a Frito Lay janitor named [Richard Montañez](#). After a broken machine on the assembly line spit out a batch of plain Cheetos, Montañez scooped them up, and, armed with a vision to share his Mexican culture with the world, secreted them home in a garbage bag and seasoned them with chili powder and lime juice. It took weeks of experimenting and testing—and an incredibly risky direct call to the company's CEO, breaking with protocol—to launch what become a billion-dollar idea. In *Flamin' Hot*, through twelve core lessons on entrepreneurial thinking and initiative, Montañez carves a new path to the American Dream for anyone without connections, formal education, or money, weaving in stories from his journey from migrant labor camp in Southern California to the executive office of PepsiCo. Montañez's framework for personal change already draws hundreds of thousands of audience members annually and has produced a deeply inspiring manual to finding chances to advance in your corner of the world. Today, Montañez is the Vice President of Multicultural Sales & Community Activation for PepsiCo North America. He is an executive sponsor of PepsiCo's Latino and Hispanic employee group, Adelante, and founder of Onelite, a nonprofit that provides high-need families with food and school supplies. His life story is the subject of a forthcoming biopic from Fox Searchlight Films, directed by actor Eva Longoria.

UK, Translation: Portfolio (editor Leah Trouwborst)
Agent: Dupree, Miller & Associates

SPRING 2021

Bennett, Ellen

April 2021

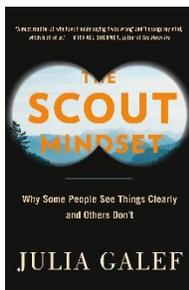
DREAM FIRST, DETAILS LATER: How to Quit Overthinking and Make It Happen

You don't need a detailed plan to make your dream a reality. You just need to start before you're ready. This fun, illustrated guidebook will hold your hand tightly as you push aside analysis paralysis and dive into action, teaching you every creative problem-solving technique to handle crises as they arise. Whether you want to start a multi-million-dollar company or just pilot a risky idea, you'll learn how to transition from the "flying by the seat of your pants" stage to the "well-oiled machine" stage. Ellen Bennett is the founder and CEO of [Hedley & Bennett](#), an apparel company that specializes in premium chef aprons.

UK, Translation: Portfolio (editor Leah Trouwborst)

Agent: Gernert Co.

Chinese (cc): Business Weekly; Vietnamese: 1980 Books



Galef, Julia

April 2021

THE SCOUT MINDSET: Why Some People See Things Clearly and Others Don't

Most humans have a "soldier" mindset. From tribalism and wishful thinking to rationalizing in our personal lives and everything in between, we are driven to defend the ideas we most want to believe and shoot down those we don't. But if we want to get things right more often, we should train ourselves to have a "scout" mindset. A scout's goal is to survey the territory and make as accurate a map as possible. Above all, the scout wants to know what's actually true. In *The Scout Mindset*, [Julia Galef](#) shows that what makes scouts better at getting things right isn't that they're smarter than everyone else. It's a handful of emotional skills, habits, and ways of looking at the world that anyone can learn. With fascinating examples, Galef explores why our brains deceive us and what we can do to change the way we think. She is the host of the popular *Rationally Speaking* podcast.

Translation: Portfolio (editor Nina Rodriguez-Marty)

Agent: Inkwell Management

UK: Piatkus; Chinese (cc): Commonwealth Mag; Chinese (sc): CITIC; Dutch: Business Contact; Hebrew: Or Am; Japanese: Toyo Keizai; Korean: Mirae N; Portuguese (B): Alta; Romanian: Publica; Russian: MIF; Spanish (LA): Oceano; Spanish (S): Paidos; Thai: SE-Education; Vietnamese: First News

Gonen, Ron

April 2021

THE WASTE-FREE WORLD: How the Circular Economy Will Take Less, Make More, and Save the Planet

What if you started your day by changing out of algae fabric pajamas and washing your hair with a cube of dried shampoo? You'd put on soybean protein fiber pants and recycled-plastic sneakers to head to your office, constructed from carbon-sequestering cement grown the way coral reefs form. Ron Gonen argues that all this is possible, and much more. As Recycling and Sustainability czar under Mayor Bloomberg, he managed New York City's waste, recycling, and pioneering composting initiative. Now he champions innovation in recycling technology to defeat one of the greatest scams in history: the take-make-waste economy that inflated costs and sabotaged our environment almost to the point of no return. Showcasing brilliant innovations already at work all over the world, Gonen reveals opportunity in the circular economy with an empowering call to action. Gonen is the Co-Founder and CEO of [Closed Loop Partners](#).

UK: Portfolio (editor Trish Daly)

Agent controls Translation rights: Janklow & Nesbit

Leson, Gero; foreword by David Bronner

March 2021

HONOR THY LABEL: Dr. Bronner's Unconventional Journey to a Clean, Green, and Ethical Supply Chain

If you know [Dr. Bronner's](#) Magic Soaps, you likely know their ebullient labels or the tingling of their peppermint pure-castile soap. How did this bare-bones product garner mainstream adoration? Per Patagonia CEO Rose Marcario, "They have the best supply chain practices, of course." This is the story of how the family-run company built a global network of fair trade farmers, factories, and partners from the ground up. It illuminates the challenges of implementing and scaling ethical production for the company's popular products—facing harrowing moments along the way—and the benefits for communities and the environment. In the tradition of *Let My People Go Surfing*, the book shows how Dr. Bronner's broke boundaries of production to become a pioneer in the global movement for socially just business, enacting a radical vision with simple, fair trade ingredients. Gero Leson is Vice President of Special Operation at Dr. Bronner's.

UK, Translation: Portfolio (editor Trish Daly)

Agent: Jud Laghi Agency

Milkman, Katy; foreword by Angela Duckworth

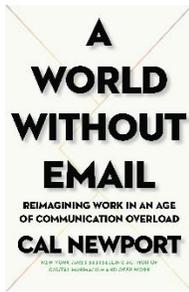
May 2021

HOW TO CHANGE: The Science of Getting from Where You Are to Where You Want to Be

It's easy to effect short-term change in your life, but it's really hard to change for good. Fortunately, there is a solution. Drawing on her groundbreaking research in the field of behavioral psychology, [Katy Milkman](#) shares a toolkit that will help you change your behavior, and your life, for good, no matter your goal. Through case studies, engaging stories, and research from companies like Google and 24 Hour Fitness, Milkman teaches how setting the right intentions can alter the course of your success. Whether you're a manager, coach, or teacher looking to help others create positive change in their lives, or you're struggling to kick some bad behaviors yourself, *How to Change* offers an invaluable blueprint for making it happen and making it stick. Milkman is a Professor at The Wharton School at the University of Pennsylvania. She has consulted for institutions such as Google and the US Department of Defense, and her behavioral change research is regularly featured in major media outlets.

UK, Translation, excluding complex and simplified Chinese, Japanese: Portfolio (editor Niki Papadopoulos)

Agent: ICM/Sagalyn



Newport, Cal

March 2021

A WORLD WITHOUT EMAIL: Reimagining Work in an Age of Communication Overload

Do you feel like email consumes all your time? Does your company communicate almost entirely through email, even though everybody hates it? Do you daydream about setting a permanent out-of-office message, only to have the ping of a new email disrupt those daydreams? Productivity expert [Cal Newport](#) has heard your prayers and seen your 2:00 AM emails, and he has a solution. *A World Without Email* provides actionable ways for companies to revolutionize and improve office communication. If companies are serious about increasing productivity and becoming hypercompetitive in the marketplace, they need to let employees do their jobs. That means leaving email behind and implementing more sophisticated and intuitive forms of communication. Utilizing an array of case studies from various businesses, Newport shows how to create a better, smarter, higher-functioning workplace. He is the bestselling author of *Digital Minimalism*, *Deep Work*, and others.

Translation: Portfolio (editor Niki Papadopoulos)

Agent: DeFiore & Co.

UK: Penguin Business; Chinese (cc): China Times; Chinese (sc): Ginkgo Beijing; Dutch: Business Contact; German: Redline; Korean: Sejong; Portuguese (B): Alta; Russian: MIF



Vengoechea, Ximena

March 2021

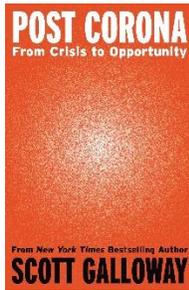
LISTEN LIKE YOU MEAN IT: Reclaiming the Lost Art of True Connection

Listening, like any communication skill, can be improved—and [Ximena Vengoechea](#) can show you how. She has conducted hundreds of interviews on everything from cookbooks to the joys and frustrations of launching a small business, uncovering pain points most would never confess. In *Listen Like You Mean It*, she reveals the tips and tricks of the trade, from how to quickly build rapport with strangers, to which questions help people unlock what they need to say, to when it's time to throw out the script entirely, and how to recover from listener's drain. Drawing from interviews with listening experts like marriage counselors, life coaches, attorneys, and National Public Radio hosts Terry Gross and Guy Raz, as well as stories from her own research sessions, Vengoechea shows us how to listen so we can all feel heard, connected, and understood. Vengoechea is a UX and Market Research Manager at Pinterest and a contributor at *Fast Company* and *The Muse*.

UK, Translation: Portfolio (editor Nina Rodriguez-Marty)

Agent: Stonesong

FALL 2020 HIGHLIGHTS

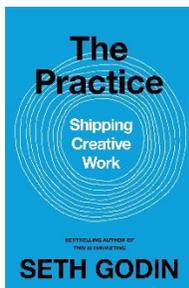


Galloway, Scott
POST CORONA: From Crisis to Opportunity

Nov. 2020

New York Times-bestselling author [Scott Galloway](#) argues in this urgent, timely analysis of what the world will look like post-Corona that the pandemic has not been a change agent so much as an accelerant of trends that were already well underway. Galloway outlines the contours of both crisis and opportunity that lie ahead. Some businesses, like the powerful tech monopolies, will thrive in the disruption. Other industries, like commercial real estate, will struggle to maintain a value proposition that no longer makes sense when we can't stand shoulder to shoulder. And major social structures such as government, education, and healthcare will face a reckoning unlike any before if they are to survive and serve the people. Combining his signature humor and brash style with razor-sharp business insights and the occasional dose of righteous anger, Galloway offers both warning and hope in equal measure. Galloway is the author of *The Four* and *The Algebra of Happiness* and a professor at New York University's Stern School of Business.

Translation: Portfolio (editor Niki Papadopoulos)
Agent: Levine, Greenberg, Rostan
UK: Transworld



Godin, Seth
THE PRACTICE: Shipping Creative Work

Nov. 2020

Creative work doesn't come with a guarantee, but there is a pattern to who succeeds and who doesn't. And engaging in the consistent practice of its pursuit is the best way forward. Based on the breakthrough Akimbo workshop pioneered by legendary author [Seth Godin](#), *The Practice* will help you get unstuck and find the courage to make and share creative work. Godin insists that writer's block is a myth, that consistency is far more important than authenticity, and that experiencing imposter syndrome is a sign that you're a well-adjusted human. Most of all, he shows you what it takes to turn your passion from a private distraction to a productive contribution, the one you've been seeking to share all along. With this book as your guide, you'll learn to dance with your fear, to take the risks worth taking, and to embrace the empathy required to make work that contributes with authenticity and joy. Godin is the bestselling author of *This Is Marketing*, *Linchpin*, *Tribes*, and *The Dip*, among others.

Translation: Portfolio (editor Niki Papadopoulos)
Agent: Author c/o Portfolio
UK: Penguin Business; Arabic: Arab Scientific; Chinese (cc): Yuan-Liou; Korean: Sam & Parkers; Portuguese (B): Alta; Portuguese (P): Porto; Romanian: Publica; Turkish: Mavi Agac



Huston, Therese
LET'S TALK: Make Effective Feedback Your Superpower

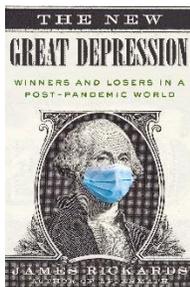
Jan. 2021

Critical feedback delivered skillfully and frequently can be a game-changer. For managers, feedback can turn average performers into the hardest workers and stars into superstars. [Therese Huston](#), the founding director of the Center for Excellence in Teaching and Learning at Seattle University, argues that the key to being listened to is to listen. First, find out what kind of feedback an employee most wants to hear: appreciation, coaching, or evaluation. All categories are vital, but if an employee craves one, they will listen better once they've been heard. Then Huston lays out counterintuitive strategies for delivering each type of feedback successfully. This handbook will make a once-awkward chore feel natural, and, by greasing the wheels of regular feedback conversations, help managers improve performance, trust, and mutual understanding. Huston is the author of *Teaching What You Don't Know* and *How Women Decide*.

Translation: Portfolio (editor Leah Trouwborst)

Agent: Levine, Greenberg, Rostan

UK: Random House Business; Chinese (cc): Commonwealth Mag; Korean: Tornado



Rickards, James
THE NEW GREAT DEPRESSION: Winners and Losers in a Post-Pandemic World

Jan. 2021

The current crisis is not like 2008 or even 1929. The New Depression that has emerged from the COVID pandemic is the worst economic crisis in US history. Most fired employees will remain redundant. Bankruptcies will be common, and banks will buckle under the weight of bad debts. Deflation, debt, and demography will wreck any chance of recovery, and social disorder will follow closely on the heels of market chaos. The happy talk from Wall Street and the White House is an illusion. The worst is yet to come. But for knowledgeable investors, all hope is not lost. In *The New Great Depression*, [James Rickards](#), *New York Times*-bestselling author of *Aftermath* and *The New Case for Gold*, pulls back the curtain to reveal the true risks to our financial system and what savvy investors can do to survive—even prosper—during a time of unrivaled turbulence. Drawing on historical case studies, monetary theory, and behind-the-scenes access to the halls of power, Rickards shines a clarifying light on the events taking place, so investors understand what is really happening and what they can do about it. Rickards is also the author of *Currency Wars*, *The Death of Money*, and *The Road to Ruin*. He is the editor of the newsletter *Strategic Intelligence* and a member of the Board of Advisors of the Center on Economic and Financial Power.

UK, Translation: Portfolio (editor Niki Papadopoulos)

Agent: Janklow & Nesbit

Chinese (cc): Linking; German: Finanzbuch; Greek: Kaktos; Korean: RH Korea; Vietnamese: Tre

PORTFOLIO CO-AGENTS

THE BALTIC STATES

Andrew Nurnberg Associates: Tatjana Zoldnere
zoldnere@anab.apollo.lv

BRAZIL

Agencia Riff: Joao Paulo Riff
joapaulo@agenciariff.com.br

BULGARIA

Anthea Agency: Katalina Sabeva
katalina@antheairights.com

CHINA

Andrew Nurnberg Associates: Jackie Huang
jhuang@nurnberg.com.cn

CZECH REPUBLIC & SLOVAKIA

Kristin Olson Literary Agency: Kristin Olson
kristin.olson@litag.cz

FRANCE

La Nouvelle Agence: Vanessa Kling
vanessa@lanouvelleagence.fr

GERMANY

Mohrbooks: Sebastian Ritscher
sebastian.ritscher@mohrbooks.com

GREECE

JLM Literary Agency: John Moukakos
jlm@jlm.gr

HUNGARY & THE BALKAN STATES

Katai & Bolza Literary Agency: Petra Olah
petra@kataibolza.hu

ISRAEL

Deborah Harris Agency: Efrat Lev
efrat@thedeborahharrisagency.com

ITALY

Berla & Griffini: Erica Berla
berla@bgagency.it

JAPAN

Tuttle-Mori Agency: Manami Tamaoki
manami@tuttlemori.com

KOREA

Milkwood Agency: Alex Lee
alex@milkwoodagency.com

THE NETHERLANDS

Schonbach Literary Agency: Marianne Schonbach
m.schonbach@schonbach.nl

POLAND

Graal: Justyna Pelaska
justyna.pelaska@graal.com.pl

SCANDINAVIA

Ulf Toregard Agency: Ulf Toregard
ulf@toregardagency.se

SPAIN, PORTUGAL & LATIN AMERICA

The Foreign Office: Teresa Vilarrubla
teresa@theforeignoffice.net

ROMANIA

Simona Kessler Agency: Simona Kessler
simona@kessler-agency.ro

RUSSIA

Anna Jarota Agency: Zuzanna Brzezinska
zuzanna@ajapl.com

TAIWAN

Andrew Nurnberg Associates: Whitney Hsu
whsu@nurnberg.com.tw

TURKEY

Akcali Copyright Agency: Atilla Izgi Turgut
atilla@akcalicopyright.com

SUBSIDIARY RIGHTS CONTACT

Tom Dussel, Director of Subsidiary Rights
tdussel@penguinrandomhouse.com