# LINCHPIN

Are You Indispensable?



Bestselling author of Purple Cow, The Dip, and Tribes

## SETH GODIN

### **Linchpin Are You Indispensable**

Caitlin Williams, Annabelle Reitman

#### **Linchpin Are You Indispensable:**

**Linchpin** Seth Godin, 2010 The bestselling author of Tribes and The Dip returns with his most powerful book yet in which **Linchpin** Seth Godin, 2010-02-04 This life he explores why some people make a difference in their fields and others don t changing manifesto shows how you have the potential to make a huge difference wherever you are Few authors have had the kind of lasting impact and global reach that Seth Godin has had In a series of now classic books he has taught generations of readers how to make remarkable products and spread powerful ideas In Linchpin he turns his attention to the individual and explains how anyone can make a significant impact within their organisation. There used to be two teams in every workplace management and labour Now there s a third team the linchpins These people figure out what to do when there s no rule book They delight and challenge their customers and peers They love their work pour their best selves into it and turn each day into a kind of art Have you ever found a shortcut that others missed Seen a new way to resolve a conflict Made a connection with someone others couldn t reach Even once Then you have what it takes to become indispensable by overcoming the resistance that holds people back Linchpin will show you how to join the likes of Keith Johnson who scours flea markets across the country to fill Anthropologie stores with unique pieces Jason Zimdars a graphic designer who got his dream job at 37signals without a r sum David who works at Dean and Deluca coffee shop in New York He sees every customer interaction as a chance to give a gift and is cherished in return As Godin writes Every day I meet people who have so much to give but have been bullied enough or frightened enough to hold it back It s time to stop complying with the system and draw your own map You have brilliance in you your contribution is essential and the art you create is precious Only you can do it and you SUMMARY: Linchpin: Are You Indispensable By Seth Godin Shortcut Edition, 1900 **Summary of Linchpin by** must. **Seth Godin**, 2024-07-13 Book Description Linchpin by Seth Godin Are you Indispensable A typical workplace consists of two teams management and labor Traditionally the management delegates tasks and the labor follows simple instructions to complete those tasks This was an incredibly efficient way to do business when people worked in factories and their jobs didn t require them to go above and beyond The problem however is that these people were easily replaceable And while you may not be working in a factory today are you dispensable What makes you different from every other employee willing to do your job Well today there is a third team in the workplace the linchpins These are the people who figure out what to do when there are no instructions to follow They love their work pour their best selves into it challenge their peers and turn each day into an art The best part You have what it takes to become a linchpin too to become indispensable As you read you ll learn the steps you should take to become indispensable how to discover your inner artist and why genuine giftgiving is key to becoming indispensable Intrapreneurship Handbook for Librarians Arne J. Almquist, Sharon G. Almquist, 2017-01-16 Do you have a great idea for an innovation in your library From idea to execution this book provides the information necessary to help you to become an intrapreneurial star at your library Have you ever presented an idea to your boss and had it so firmly

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