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Catalogue

Autumn 2021

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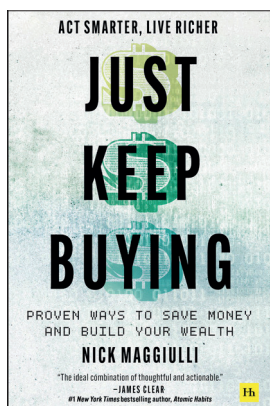
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Just Keep Buying

Proven ways to save money and build your wealth | By Nick Maggiulli



Everyone faces big questions when it comes to money: questions about saving, investing, and whether you're getting it right. Many answers provided by the financial industry have been based on belief and conjecture...until now. In *Just Keep Buying*, Data Scientist and popular blogger Nick Maggiulli uses real data and evidence to answer the biggest questions in personal finance. Author Nick Maggiulli is the creator of the popular OfDollarsAndData.com blog and has over 92,000 engaged Twitter followers. He tweets at @dollarsanddata.

"Just Keep Buying is the ideal combination of thoughtful and actionable. Maggiulli not only uses evidence to guide his suggestions, but he is also among the best at boiling everything down into ideas that are easy-to-understand and apply."

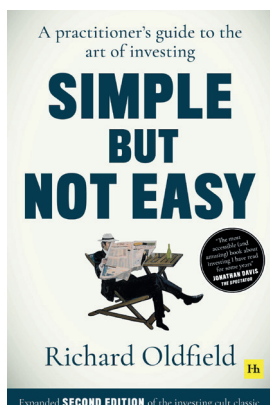
– James Clear, #1 New York Times bestselling author of *Atomic Habits*

ISBN: 9780857199256 | RRP: £14.99 | Publication Date: 08/02/2022

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Simple, But Not Easy

A practitioner's guide to the art of investing (Expanded second edition of the investing cult classic) | By Richard Oldfield



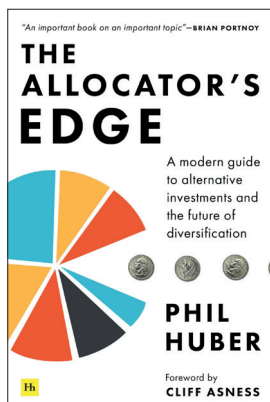
A cult classic for its candid confessions and sparkling wit, this extended edition of *Simple But Not Easy* features a new author's preface and a substantial afterword and remains an indispensable companion for anyone interested in investing. Described by the author as "a slightly autobiographical and heavily biased book about investing", *Simple But Not Easy* won fans among both professional and private investors alike when first published in 2007.

ISBN: 9780857198006 | RRP: £19.99 | Publication Date: 14/12/2021

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The Allocator's Edge

A modern guide to alternative investments and the future of diversification | By Phil Huber



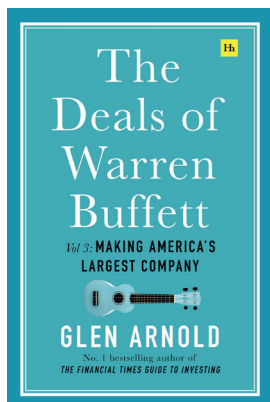
Alternative asset classes including private equity, hedge funds, catastrophe reinsurance, real assets, non-traditional credit, alternative risk premia, digital assets, collectibles, and other novel assets are now available to investors and their advisors in a way that they never have been before. Written with the practitioner in mind, *The Allocator's Edge* is the essential guide to alternative investments, explaining how to understand, implement, and translate alternatives for clients. Auththor Phil Huber, Chief Investment Officer for a multi-billion dollar wealth management firm, guides the reader through the past, present, and future of alternative investments.

ISBN: 9780857197931 | RRP: £40 | Publication Date: 30/11/2021

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The Deals of Warren Buffett: Volume 3

Making America's largest company | By Glen Arnold



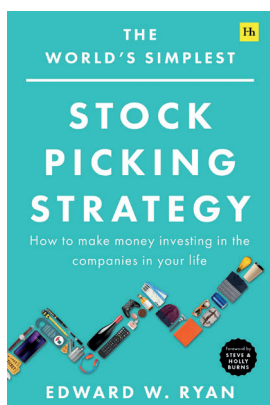
Detailed analysis of the deals of the world's greatest investor, Warren Buffett, in the years when Berkshire Hathaway became the largest company in America, from bestselling author Glen Arnold. This new, third volume in a series of four books follows Buffett's journey from 1989 to 1998 as Berkshire shares jump 14-fold from \$4,700 to \$68,000 and its market cap grew from \$5bn to \$100bn. Covers the period Buffett made investments in companies including: Wells Fargo, USAir, American Express, The Shoe Group, Helzberg Diamond Shops, RC Willey, FlightSafety International, Dairy Queen, NetJets, and General Re.

ISBN: 9780857196491 | RRP: £25 | Publication Date: 23/11/2021

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The World's Simplest Stock Picking Strategy

How to make money investing in the companies in your life | By Edward Ryan



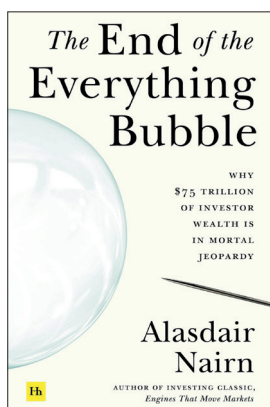
At a time when interest in stock investing is surging, *The World's Simplest Stock Picking Strategy* provides a simple and successful strategy - showing how to invest in companies that stand out in everyone's daily life. Technology and user-friendly apps like Robinhood have given people easy access to the markets through their mobile devices but many people have no guidance or plan. This book provides a practical strategy to pick stocks and invest in a more disciplined way for greater success.

ISBN: 9780857199430 | RRP: £14.99 | Publication Date: 16/11/2021

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The End of the Everything Bubble

Why \$75 trillion of investor wealth is in mortal jeopardy | By Alasdair Nairn



Alasdair Nairn predicted both the dotcom and subprime collapses, and in this compelling new book he shares evidence that we are living through another period of deadly excess right now. What some have called the 'Everything Bubble' has inflated to unprecedented proportions. And now the bubble is about to burst. *The End of the Everything Bubble* documents how we are heading for another painful period in which financial losses will spread through the markets, not only causing losses for investors, but spilling over into the real economy.

ISBN: 9780857199645 | RRP: £19.99 | Publication Date: 26/10/2021

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Iceland's Secret

The untold story of the world's biggest con | By Jared Bibler



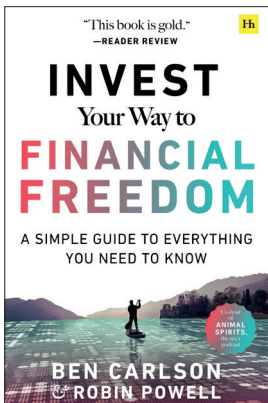
Iceland's Secret uncovers the sinister and complex truth behind Iceland's financial collapse. In this explosive new book Jared Bibler, the lead investigator into the financial crimes, describes the events that brought the country to its knees. The author describes how he found himself in the middle of an unprecedented financial crisis. His fraud investigations famously helped Iceland become the only country to jail its bank CEOs in the wake of the crisis. *Iceland's Secret* provides an inside look at the high crimes that inevitably follow Wild West capitalism and with the next global financial meltdown potentially just around the corner, delivers a tale that is as relevant as ever. It will appeal to anyone with an interest in financial and business crime.

ISBN: 9780857198990 | RRP: £22.99 | Publication Date: 05/10/2021

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Invest Your Way to Financial Freedom

A simple guide to everything you need to know | By Ben Carlson and Robin Powell



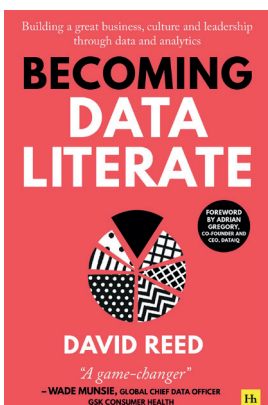
A concise and accessible guide to putting yourself on the path to financial freedom through sensible saving and straightforward investing. Written by two leading figures in personal finance and investing, Ben in the US and Robin in the UK.

ISBN: 9780857199362 | RRP: £14.99 | Publication Date: 28/09/2021

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Becoming Data Literate

Building a great business, culture and leadership through data and analytics | By David Reed



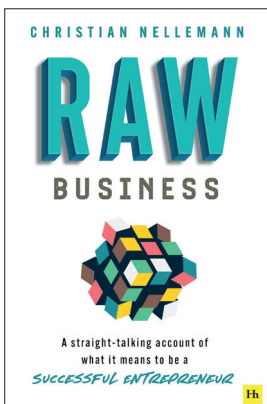
Data Literacy is much more important to get right than the tech or the data itself. *Becoming Data Literate* provides a proven framework for addressing the challenges and delivering a great business. It is the complete handbook for anyone looking to use data to drive unique competitive advantage.

ISBN: 9780857199270 | RRP: £14.99 | Publication Date: 31/08/2021

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Raw Business

A straight-talking account of what it means to be a successful entrepreneur | By Christian Nellesmann



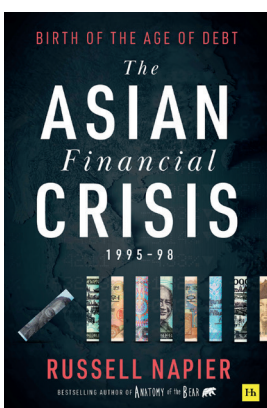
Raw Business contains the unvarnished advice that you need to set up, build and grow a successful company, drawing on serial entrepreneur Christian Nellesmann's successful 30-year career running home-based to small and now multi-million pound businesses. Filled with tips on shaping good working habits, recruiting the right people, and building an effective sales team. *Raw Business* provides practical business advice that works and will teach you the mindset and habits that guarantee success.

ISBN: 9780857198907 | RRP: £14.99 | Publication Date: 17/08/2021

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The Asian Financial Crisis 1995-1998

Birth of the age of debt | By Russell Napier



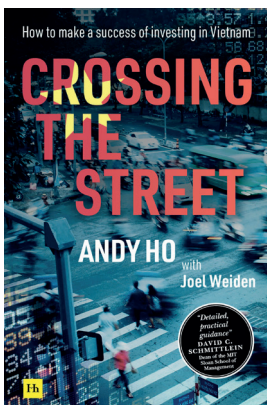
The Asian Financial Crisis of 1995-1998 created a new global financial architecture that generated the conditions for the boom in global debt and the crises that have followed. It was the common mistakes, rarely recorded in traditional histories, that are recorded in this new book. Author Russell Napier charts his journey through the crisis, as he wrote daily for institutional investors about an increasingly uncertain future, covering the mistakes and successes of investors in the battle for investment survival in Asia from 1995-98. Not only a guide for investors navigating financial markets at any time, but also an explanation of how this crisis created the foundations of an age of debt that has changed the modern world.

ISBN: 9780857199140 | RRP: £39 | Publication Date: 20/07/2021

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Crossing the Street

How to make a success of investing in Vietnam | By Andy Ho



Vietnam is the last significant opportunity for investors in Southeast Asia and *Crossing the Street* is a candid, actionable guide to investing in the country, written by an investor with almost two decades of experience in navigating the challenges involved in investing in this fast-growing frontier market. A unique, detailed and practical guide to investing in Vietnam, *Crossing the Street* will appeal to any investors who have taken note of the opportunities that abound in Vietnam's 'market-oriented socialist' economy.

ISBN: 9780857199454 | RRP: £29.99 | Publication Date: 22/06/2021

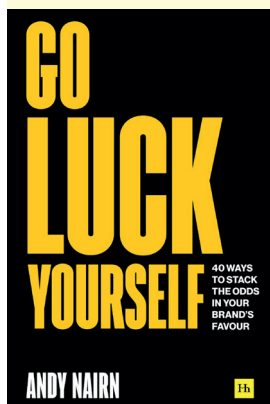
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Go Luck Yourself

Harriman House Bestseller



40 ways to stack the odds in your brand's favour | By Andy Nairn



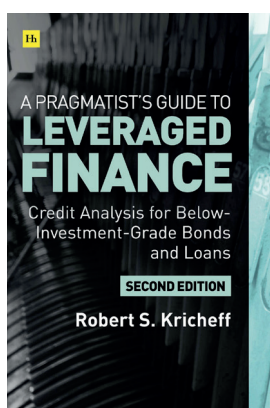
One of the world's leading brand strategists draws on everything from architecture to zoology and 30 years of experience working with some of the most successful companies on the planet, to provide a series of thought-provoking strategies that will be invaluable to anyone responsible for building a brand. Luck is a four-letter-word in business circles. But the truth is that fortune plays a part in every success story – and every failure. *Go Luck Yourself* shows how to spot opportunities in unexpected places, turn misfortune into good fortune and how to practise being lucky, every day. Author Andy Nairn is one of the world's most respected brand strategists. His agency, Lucky Generals creates adverts for companies including Amazon, Yorkshire Tea and Co-op.

ISBN: 9780857198884 | RRP: £14.99 | Publication Date: 08/06/2021

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A Pragmatist's Guide to Leveraged Finance (2nd edition)

Credit analysis for below-investment-grade bonds and loans | By Robert S.Kricheff



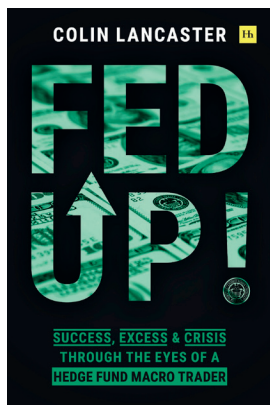
A complete, practical, and expert tutorial and reference book covering all facets of modern leveraged finance analysis. This new, fully revised and updated second edition contains sections on fallen angels, environmental, social and governance (ESG) investment considerations, interaction with portfolio managers, CLOs and data science.

ISBN: 9780857198495 | RRP: £55 | Publication Date: 25/05/2021

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FED UP!

Success, excess and crisis through the eyes of a hedge fund macro trader | By Colin Lancaster



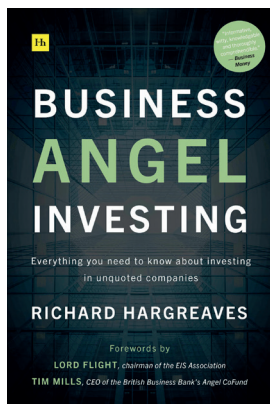
Fed Up! tells the inside story of a global macro trader working as the Covid-19 pandemic spreads, set amidst the most volatile and frenetic market environment we have witnessed since the Great Depression. This riveting account of the 2020 market crash from inside the mind of a global macro trader will serve as an exciting, nail-biting record of current times. As the pandemic spreads across the world, readers are taken through the late-stage decadence of an exuberant market bubble to the depths of the market crash and into the early innings of a recovery. A story of money, opportunity and the moral dilemma of a man who is struggling as he reaches his own peak.

ISBN: 9780857198921 | RRP: £25 | Publication Date: 04/05/2021

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Business Angel Investing

Everything you need to know about investing in unquoted companies | By Richard Hargreaves



Business Angel Investing is the comprehensive guide to investing in young, unquoted companies, what to invest in, how to manage these investments and how to make money. Now is a better time than ever to invest in small companies hoping to make it big. There's a tsunami of investable businesses disrupting old industries with new technology and new methods. The rewards can be huge if you are patient, sensible and smart.

ISBN: 9780857199102 | RRP: £25 | Publication Date: 27/04/2021

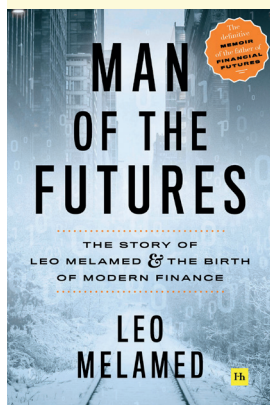
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Man of the Futures

Harriman House Bestseller



The story of Leo Melamed and the birth of modern finance | By Leo Melamed



As the founder of financial futures and initiator of Globex, Leo Melamed revolutionised the finance industry. *Man of the Futures* offers exclusive access to the rationale behind some of the biggest financial decisions and dealings in the late 20th and early 21st century. In this new definitive memoir, Leo Melamed recounts his journey from Holocaust survivor and accidental runner at the Chicago Mercantile Exchange (CME), to one of the most prominent leaders in the world of finance. Full of behind-the-scenes revelations about the financial markets, the book also covers Melamed's philanthropic work and his fascinating dealings with major political figures at the White House and around the world, including: China, Japan, Singapore, Great Britain, Russia, South Korea and Brazil.

ISBN: 9780857197481 | RRP: £35 | Publication Date: 27/04/2021

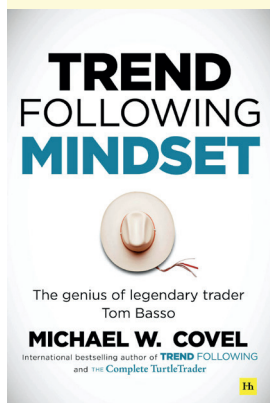
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Trend Following Mindset

Harriman House Bestseller



The genius of legendary trader Tom Basso | By Michael Covell



A new book from Michael Covell, the international bestselling author of *Trend Following* and *The Complete Turtle Trader*. *Trend Following Mindset* will teach you the mindset of Tom Basso - one of the most experienced and knowledgeable trend-following traders in the world today. Launched in 2012, Michael Covell's hugely successful and top-ranked Trend Following podcast has over ten million listens and over a thousand episodes including interviews with guests including world-class thinkers, psychologists, economists and traders such as Nobel Prize winners Daniel Kahneman and Harry Markowitz. *Trend Following Mindset* brings to life the timeless conversations between trading legend, Tom Basso, and Michael Covell originally featured on Michael's podcast. Tom shares his deep wisdom on trading, business, life, and the how and why of his mindset.

ISBN: 9780857198143 | RRP: £30 | Publication Date: 20/04/2021

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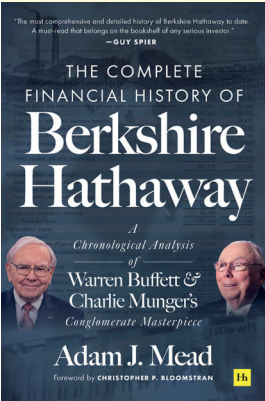
Recently from Harriman House

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The Complete Financial History of Berkshire Hathaway *Harriman House Bestseller*



A chronological analysis of Warren Buffett and Charlie Munger's conglomerate masterpiece | By Adam J. Mead



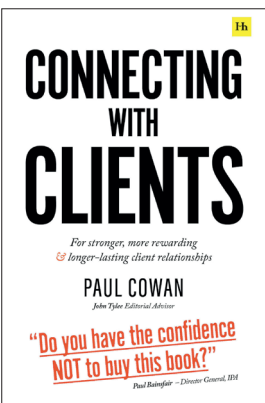
The first comprehensive and detailed financial history of Berkshire Hathaway in one book, in chronological format. The ultimate reference guide to the decades of financial moves that built the modern-day respected enterprise that is Berkshire Hathaway. *The Complete Financial History of Berkshire Hathaway* follows the logic, reasoning, and capital allocation decisions made by Buffett and Munger from the very beginning. This new book distils over 10,000 pages of research material, including Buffett's Chairman's letters, Berkshire Hathaway annual reports and SEC filings, annual meeting transcripts, subsidiary financials, and more, supplemented with Buffett's own commentary.

ISBN: 9780857199126 | RRP: £60 | Publication Date: 13/04/2021

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Connecting with Clients

For stronger, more rewarding and longer-lasting client relationships | By Paul Cowan



A practical guide to improving any client relationships, based on organisational psychology, couples therapy and experience from the world's leading relationship experts. *Connecting with Clients* contains new ideas, models and advice derived from experts with insights from over 500,000 pieces of client feedback worldwide. Easy to read, with short chapters and full of practical advice, the book is packed with tips and guidance from an adman who became an organisational change agent, couples' counsellor and co-founder of the leading client relationship consultancy. With the help of this book, readers will be able to: evaluate their client relationships and diagnose issues, recognise their part in a problem, obtain useful and clear feedback, understand, relate to and communicate with their clients and manage themselves and team members.

ISBN: 9780857198594 | RRP: £14.99 | Publication Date: 30/03/2021

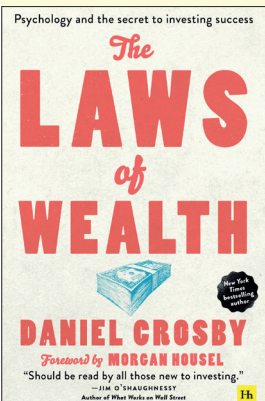
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The Laws of Wealth

Harriman House Bestseller



Psychology and the secret to investing success | By Daniel Crosby



New York Times bestselling author Dr Daniel Crosby brings the insights of behavioural finance to investors and traders everywhere, in this applied and accessible book. This new, updated 2021 edition features a foreword from bestselling author of *The Psychology of Money*, Morgan Housel. An accessible and practical guide to investing psychology, *The Laws of Wealth* provides the reader with a unique perspective on investing, written by a clinical psychologist who also works as an asset manager. *The Laws of Wealth* (original hardback) was awarded a gold medal in The Axiom Business Book Awards 2017.

ISBN: 9780857197832 | RRP: £14.99 | Publication Date: 30/03/2021

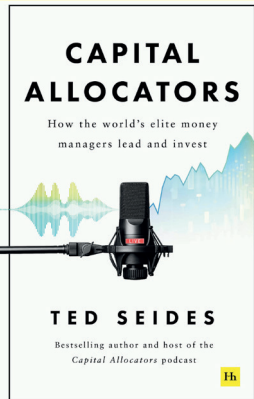
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Capital Allocators

Harriman House Bestseller



How the world's elite money managers lead and invest | By Ted Seides



Drawing on interviews from the first 150 episodes of his hugely successful Capital Allocators podcast, Ted Seides presents the best knowledge, practical insights and advice from the world's top professional investors. *Capital Allocators* lifts the lid on the chief endowment officers at endowments, foundations, family offices, pension funds, and sovereign wealth funds who are the leaders in the world of finance. They marshal trillions of dollars on behalf of their institutions and influence how capital flows throughout the world.

ISBN: 9780857198860 | RRP: £30 | Publication Date: 23/03/2021

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Own It!

How our generation can invest our way to a better future | By Iona Bain



The UK's leading millennial money expert, Iona Bain, is on a mission to help young people own their futures, once and for all. *Own It!* is the ultimate guide to taking charge of reader's long-term finances, demystify savings, pensions and investing for a new generation. Author Iona Bain frequently appears on TV and radio. In this essential new book, she explains why investing matters; showing young people how to get basic finances right, save for their first home and make their pension socially responsible. She covers the rewards and risks of online investing, from stockpicking apps to digital wealth managers, and how to manage long-term finances to avoid major mistakes and achieve financial goals.

ISBN: 9780857198303 | RRP: £12.99 | Publication Date: 16/03/2021

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The Power of Ignorance

Harriman House Bestseller



How creative solutions emerge when we admit what we don't know | By Dave Trott



Advertising legend Dave Trott returns with his trademark wit, wisdom and critical eye to show how great problem solvers and creative thinkers are those who are not afraid to say: "I don't know." Dave Trott's illustrious advertising career spans 45 years. He is the author of four successful books: *One Plus One Equals Three*, *Predatory Thinking*, *Creative Mischief* and *Creative Blindness*. In this latest collection of real-life stories, Dave Trott provides lessons about problem solving and creative thinking that can be applied in advertising, business, and the wider world. Trott has over 41,000 Twitter followers, has a hugely popular blog - davetrott.co.uk. He writes a regular column for *Campaign* magazine and is often featured in The Drum and WARC. He is a regular global public speaker.

ISBN: 9780857198358 | RRP: £14.99 | Publication Date: 09/02/2021

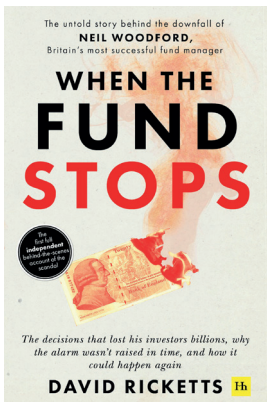
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Recently from Harriman House

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When the Fund Stops

The untold story behind the downfall of Neil Woodford, Britain's most successful fund manager | By David Ricketts



The first full independent behind-the-scenes account of the Neil Woodford scandal, the biggest finance scandal to hit the UK finance industry in recent years. *When the Fund Stops* tells the dramatic untold story behind the stunning rise and fall of Britain's most successful fund manager and why his multi-billion-pound investment empire really collapsed in such an abrupt and catastrophic manner. It explores the decisions that lost investors billions, why the alarm wasn't raised in time, and how it could happen again. *When the Fund Stops* contains unique and unprecedented access to the most important players and the institutions involved, from Woodford's own firm to those that made huge sums endorsing him – as well as those who failed to raise the alarm before it was too late.

ISBN: 9780857198655 | RRP: £14.99 | Publication Date: 26/01/2021

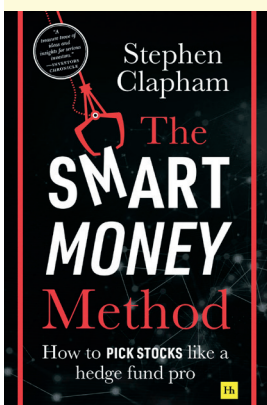
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The Smart Money Method

Harriman House Bestseller



How to pick stocks like a hedge fund pro | By Stephen Clapham



In *The Smart Money Method*, the stock-picking techniques used by top industry professionals are laid bare for investors. This is the inside track on how top hedge funds pick stocks and build portfolios to make outsize returns. Written by one of the leading commentators on fraud and aggressive accounting, Stephen Clapham spent 20 years as an equity analyst at different investment banks and is the founder of Behind the Balance Sheet, a leading investment research and investor training consultancy. Clapham highlights the techniques to beat the market – he shows where to find great stock ideas, teaches how to access the quality of the business and explains his process to formulate the final decision to purchase. Split into 14 digestible chapters, the author shows how to monitor your portfolio and how to decide when to sell. The book concludes with a Postscript chapter with thoughts about how the pandemic may change investment approaches.

ISBN: 9780857197023 | RRP: £19.99 | Publication Date: 24/11/2020

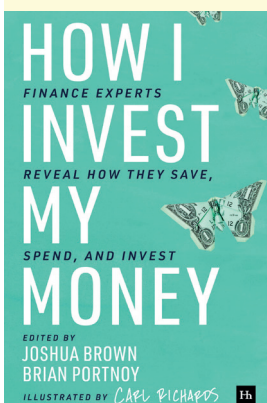
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How I Invest My Money

Harriman House Bestseller



Finance experts reveal how they save, spend, and invest | By Brian Portnoy and Joshua Brown



An insightful collection of short essays from 25 of the most thoughtful and interesting leading finance professionals on how they manage their own money. Very few financial professionals have ever written about their own personal finances and investments until now. Inspired by a hugely popular blog post by Josh Brown, an on-air contributor to CNBC television each week for the past decade. Josh Brown has one of the largest social media followings in the industry with over one million Twitter followers. With contributions from high-profile experts including Morgan Housel, Christine Benz, Brian Portnoy and Joshua Brown.

ISBN: 9780857198082 | RRP: £18.99 | Publication Date: 17/11/2020

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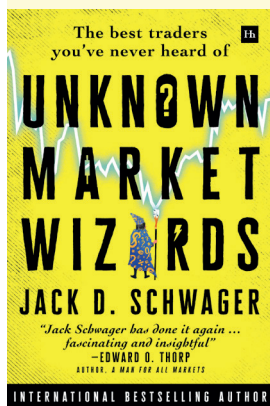
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Unknown Market Wizards

Harriman House Bestseller



The best traders you've never heard of | By Jack D. Schwager



Continuing his bestselling Market Wizards series, world-renowned author and trading expert Jack Schwager now interviews a group of exceptionally successful individuals, currently unknown to the investment world. This new book shows how these anonymous traders achieved their extraordinary performance with results that rival, if not surpass, the best professional managers. Schwager's trademark knowledgeable and sensitive interview style encourages the Wizards interviewed to reveal the fascinating details of their training, experience, tactics, strategies, and their best and worst trades. An invaluable collection of trading wisdom that will appeal to all, brimming with insights that will help all traders improve their outcomes. Over one million Market Wizards books have been sold.

ISBN: 9780857198693 | RRP: £30 | Publication Date: 03/11/2020

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Investing for Growth

How to make money by only buying the best companies in the world | By Terry Smith



An anthology of essays and letters written between 2010–20, leading fund manager Terry Smith delights in debunking the many myths of investing – and making the case for simply buying the best companies in the world. With his trademark razor-sharp wit, Smith not only reveals what these high-quality companies really look like and where to find them. Backed up by the analytical rigour that made his name with the cult classic, *Accounting for Growth*, the result is a hugely enjoyable and eye-opening tour through some of the most important topics in the world of investing – as well as a treasure trove of practical insights on how to make your money work for you.

ISBN: 9780857199010 | RRP: £24.99 | Publication Date: 27/10/2020

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Free Capital (3rd edition)

Harriman House Bestseller



How 12 private investors made millions in the stock market | By Guy Thomas



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The Average is Always Wrong

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A real-world guide to putting data at the heart of your business | By Ian Shepherd



A pragmatic and accessible guide for businesses who are bombarded with terminology like 'data science', 'machine learning' and 'artificial intelligence' and have the sense that they are important but don't really know what they mean or what to do about any of it. Author Ian Shepherd has significant real-world experience as a CEO and CMO, working for major companies including Sky, Vodafone, Game and Odeon. He now acts as an advisor to a wide range of businesses. *The Average is Always Wrong* is packed with case studies of analytics used well (and badly) in business. Readers will come away with a powerful understanding of the real value of data and the techniques that can actually drive profit growth. Ian takes the reader behind the jargon and puts together a powerful plan that anyone can enact in their business right now to reap the rewards of a simple but sophisticated use of data, making it an essential read for anyone running a business, large or small.

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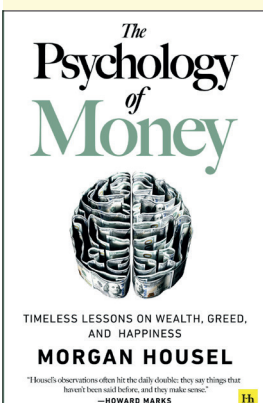
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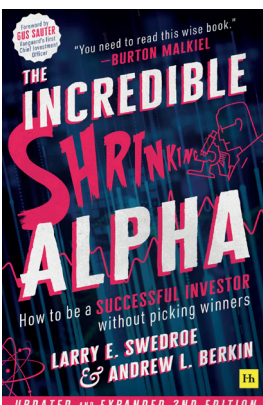
An international bestseller with over 900,000 combined copies sold and over 10,000 Amazon customer reviews. Award-winning writer and social media sensation Morgan Housel shares short stories exploring the strange ways people think about money. Inspired by a blog post read by over one million people, the book takes a unique look at misconceptions and common flaws that take place when people think about money and investing, arguing that finance is not just about what you know. It's about how you behave. Writer and high-profile financial blogger Morgan Housel has over 300,000 highly engaged Twitter followers and *The Psychology of Money* won the gold medal at the Axiom 2021 Business Book Awards in the Personal Finance/Retirement/Investing category. Housel is a former columnist at The Motley Fool and *Wall Street Journal* and has a huge international fan base. He regularly speaks at events, appears on podcasts, television and radio shows.

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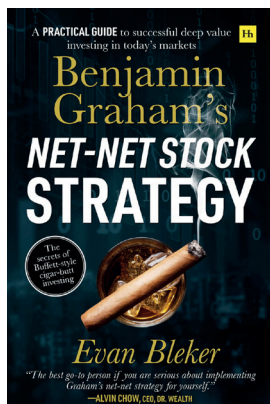
Active managers persistently lag the returns of benchmarks and index funds that track them, with the excuses for underperformance recycled every year. This comprehensive book is the antidote for the active managers' siren song. In this greatly expanded second edition, Swedroe and Berkin show how to develop an investment plan that focuses on what risks to take, and how much of them, as well as how to build a diversified portfolio. They present a list of vehicles to consider when implementing a plan and provide guidance on the care and maintenance of a portfolio. As a bonus they add appendices that will make the reader a better investor.

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Benjamin Graham's Net-Net Stock Strategy

A practical guide to successful deep value investing in today's markets | By Evan Bleker



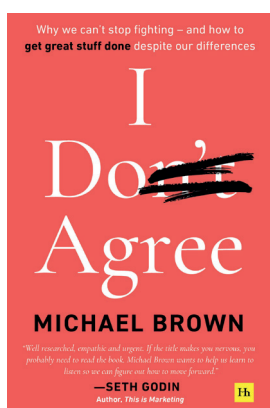
In 1975, legendary value investor Benjamin Graham wrote that his net-net stock strategy worked so well that he had renounced all other value investing strategies. Despite the assumption that net-net stocks are a relic of the past, Graham's strategy is just as viable today for small private investors as it was for Buffett's 'superinvestors' and remains the most powerful value investing approach a small investor can adopt. Author Evan Bleker uncovers the real-world performance of Graham's strategy, how to employ it, and why it works. The book guides the reader through the philosophy and includes exclusive, detailed academic and industry studies assessing the framework, and how it has been used by world-class value investors such as Benjamin Graham, Warren Buffett, and Peter Cundill. The ultimate practical guide to implementing the net-net stock strategy – and reaping the rewards – in today's markets.

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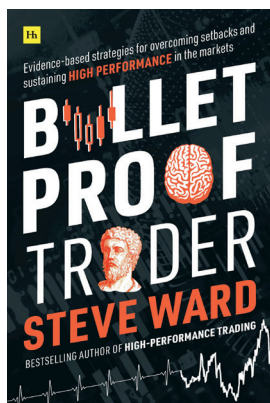
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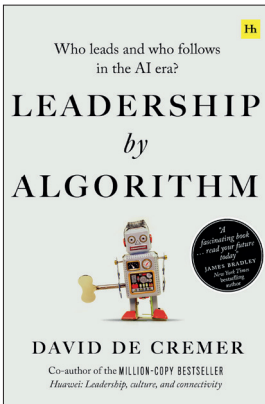
Steve Ward has spent the last 15 years working as a performance coach with financial traders and investors at some of the biggest investment banks, hedge funds, asset managers, commodities trading houses and proprietary trading groups across the globe, helping them to perform at their best, to navigate the highs and lows of trading and investing in the markets. A bulletproof trader is forged over time through experience, and by applying the latest insights from biological and psychological sciences, the best that practical philosophy can teach us, and a healthy dose of pragmatism – doing what actually works in the real world of trading the markets. *Bulletproof Trader* brings together all of Ward's latest insights into how to deal with stresses and setbacks and sustain high performance in a comprehensive, accessible and unmissable book.

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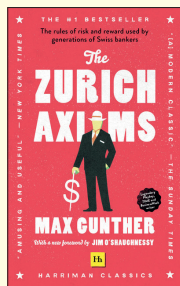
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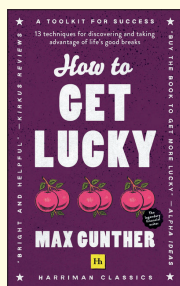
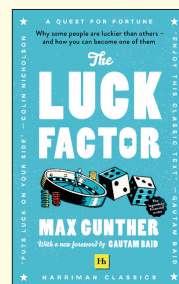
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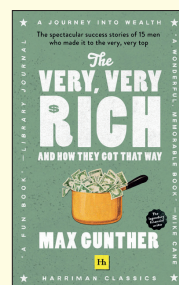
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