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Spring 2022

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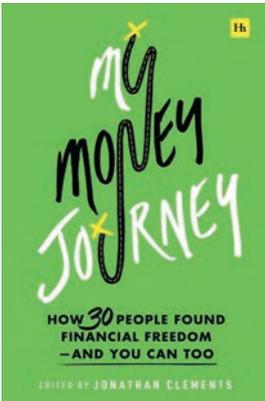
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Coming soon from Harriman House

Hh

My Money Journey

How 30 people found financial freedom – and you can too | By Jonathan Clements



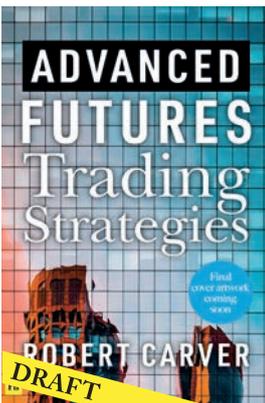
25 inspirational stories from ordinary Americans setting out their journeys to financial independence. *My Money Journey* will appeal to those interested in financial independence and anyone planning retirement. Jonathan Clements is the author of nine books on personal finance including the bestselling *How to Think About Money* (ISBN: 9780857196965) and he spent almost 20 years at *The Wall Street Journal*, where he was the newspaper's personal finance columnist. This new book examines how to succeed financially, including how much to save, invest and how to recover from the mistakes made. Jonathan Clements writes a popular blog at HumbleDollar.com and has over 16,000 followers @ClementsMoney. His previous books have been translated into multiple languages including Traditional and Simplified Chinese, Korean and Vietnamese.

ISBN: 9780857199867 | RRP: £14.99 | Publication Date: 25/04/2023

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Advanced Futures Trading Strategies

Over thirty trading strategies specifically designed for trading futures | By Robert Carver



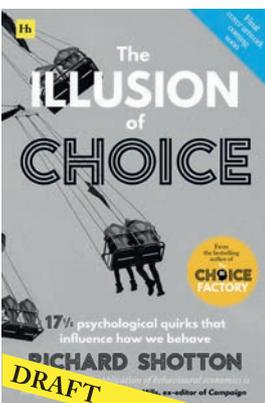
Covers different trading styles and time frames and includes detailed testing and analysis of each strategy using over 100 markets and 50 years of data. Details of how to adapt each strategy for a given futures market and systematic methods to select and allocate risk between different markets. Rob Carver is the author of *Systematic Trading* (ISBN: 9780857194459) and *Smart Portfolios* (ISBN: 9780857195319) which have been translated into Japanese and Vietnamese.

ISBN: 9780857199683 | RRP: £50 | Publication Date: 28/04/2023

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The Illusion of Choice

17½ psychological quirks that influence how we behave | By Richard Shotton



A new book from the bestselling author of *The Choice Factory*, *The Illusion of Choice* explores how behavioural science can be practically applied to advertising. Drawing on a wide range of behavioural biases, *The Illusion of Choice* identifies the 17 ½ most important psychological quirks – from the peak end rule to the power of precision – that anyone in business needs to be aware of. The author focusses on how each should be practically applied to advertising.

Richard Shotton has worked in the advertising industry for 20 years. He regularly writes for Campaign, The Drum, WARC, Mediatel, AdMap, Market Leader, Huffington Post and Media Guardian. He has over 33,000 followers on Twitter and over 267,000 followers on LinkedIn. *The Choice Factory* was the Winner of the Sales and Marketing Category at the 2019 Business Book Awards. It was voted #1 in the BBH World Cup of Advertising Books, 2018 and has been translated into Chinese (Simplified and Traditional), Czech, Hungarian, Italian, Korean, Portuguese, Russian, Spanish, Turkish and Vietnamese.

ISBN: 9780857199744 | RRP: £14.99 | Publication Date: 28/03/2023

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Trend Following Masters

Trading Conversations - Volume One | By Michael Covel



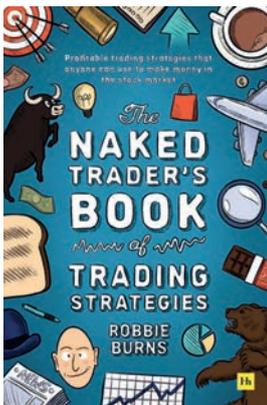
Michael Covel is the voice behind the hugely successful Trend Following™ Radio. Using interviews from this show this new book gives exclusive insights into how some of the world's leading traders operate. Interviews include Nobel Prize winners Daniel Kahneman, Angus Deaton, Harry Markowitz and other great investors such as Barry Ritholz and Jack Schwager. Covel is the bestselling author of many books including *Trend Following*, *The Complete Turtle Trader*, *Trend Commandments*, *The Little Book of Trading* and *Trend Following Mindset*. He tweets @Covel and has over 38,000 followers. His previous books have been translated into many languages including: Arabic, Traditional and Simplified Chinese, French, German, Hungarian, Korean, Japanese, Polish, Portuguese, Romanian, Russian, Thai, Turkish and Vietnamese.

ISBN: 9780857198167 | RRP: £30 | Publication Date: 28/02/2023

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The Naked Trader's Book of Trading Strategies

Profitable trading strategies that anyone can use to make money in the stock market | By Robbie Burns



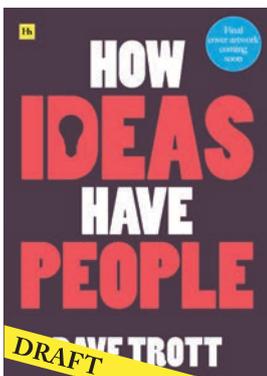
From the author of the best-selling *Naked Trader* series which has sold almost 150,000 copies – this new book reveals Robbie Burns latest and most profitable trading strategies. Delivering clear, actionable and profitable strategies, readers will learn: the best places to find great shares, how to plan trades properly, what it takes to make massive profits (when and how to dodge losses) and approaches to put trading plans into action. Perfect for experienced traders as well as those new to the markets.

ISBN: 9780857199782 | RRP: £18.99 | Publication Date: 21/02/2023

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How Ideas Have People

Real-life stories about where creativity comes from | By Dave Trott



Creativity is all around us. Not just in art galleries. But on the train, at work, in the street outside, and in schools, hospitals and restaurants. Creative vision exists wherever people are. In this entertaining collection of real-life stories, Dave Trott applies his crystal clear lens to define what genuine creative vision looks like. This new title follows the hugely successful Harriman House titles *Creative Blindness* and *The Power of Ignorance* and will appeal to advertising professionals, other creatives and all followers of Dave Trott. Dave Trott's illustrious advertising career spans 45 years. He is the author of many books and has almost 50,000 Twitter followers @davetrott. Trott has a hugely popular blog: davetrott.co.uk and writes a regular column for *Campaign* magazine. He is a regular global public speaker.

ISBN: 9780857199881 | RRP: £14.99 | Publication Date: 07/02/2023

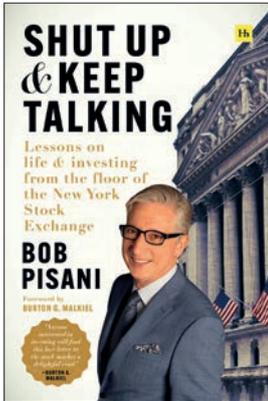
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Shut Up and Keep Talking

Lessons on life and investing from the floor of the New York Stock Exchange | By Bob Pisani



Bob Pisani is Senior Markets Correspondent for CNBC and has spent the past 25 years on the floor of the New York Stock Exchange. He has been on the front line of finance for all the major events of the last quarter century, including the Asian Financial Crisis, the dot-com bubble and collapse, the terrorist attacks of 9/11, and the Great Financial Crisis. In *Shut Up and Keep Talking* he reveals what it was like to witness these events firsthand, at the centre of the financial world and tells a series of captivating stories that reveal what he has learned about life and investing. Pisani has over 100,000 Twitter followers @BobPisani

ISBN: 9780857199218 | RRP: £25 | Publication Date: 18/10/2022

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Say Thank You for Everything

The secrets of being a great manager – strategies and tactics that get results | By Jim Edwards



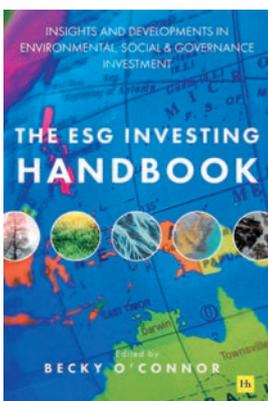
Say Thank You for Everything is a no nonsense management guide that shows you the right way to lead a business. Inspired by author Jim Edwards's experience of helping to transform a small unread blog into a business with 350 million readers, hundreds of employees, and which sold for \$400m. *Say Thank You for Everything* will help managers look after their people, get results for their business, and be the kind of boss they always wanted to have. It will appeal to anyone in a management position and a general business audience.

ISBN: 9780857199348 | RRP: £14.99 | Publication Date: 06/09/2022

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The ESG Investing Handbook

Insights and developments in environmental, social and governance investment | By Becky O'Connor



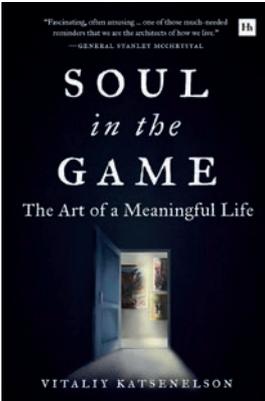
The latest thinking in environmental, social and governance investment, with unique new interviews from the leading ESG experts. Features unique interviews with some of the leading ESG experts in the field on climate change, biodiversity crisis, social bonds and much more. With expert interviews, regional and sector focuses, the latest developments, insights and forecasts for anyone interested in investments that consider ESG criteria.

ISBN: 9780857199515 | RRP: £29.99 | Publication Date: 28/06/2022

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Soul in the Game

The art of a meaningful life | By Vitaliy Katsenelson



Inspiring stories and hard-won lessons on how to live a meaningful life, crafted by investor and writer Vitaliy Katsenelson. Part autobiography, part philosophy, part creativity manual, *Soul in the Game* is a unique and vulnerable exploration of what works, and what doesn't, in the attempt to shape a fulfilling and happy life.

"Vitaliy knows how to tell a story. This book reads like a conversation with Vitaliy: deep, insightful, inquisitive and civilized."

Nassim Nicholas Taleb, Bestselling Author of *The Black Swan*

"Soul in the Game is a beautiful way to search for the lost value of happiness, strength and health."

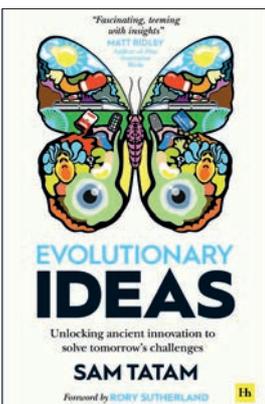
Wim Hof, Bestselling Author of *The Wim Hof Method*

ISBN: 9780857199072 | RRP: £25.99 | Publication Date: 21/06/2022

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Evolutionary Ideas

Unlocking ancient innovation to solve tomorrow's challenges | By Sam Tatam



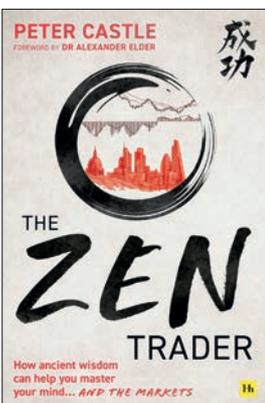
Evolutionary Ideas shows how behavioural science and evolutionary psychology can help us solve problems, not by divining something the world has never seen, but by borrowing from yesterday's solutions – often in the most unexpected ways. Explores five of the most critical challenges we face today and helps the reader learn how to 'breed' more effective solutions from those that have survived. The result is a dynamic and exciting way of solving problems and supercharging creativity. Will appeal to those with an interest in creative thinking and cognitive psychology and anyone working in creative industries including advertising and marketing.

ISBN: 9780857197870 | RRP: £14.99 | Publication Date: 10/05/2022

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The Zen Trader

How ancient wisdom can help you master your mind and the markets | By Peter Castle



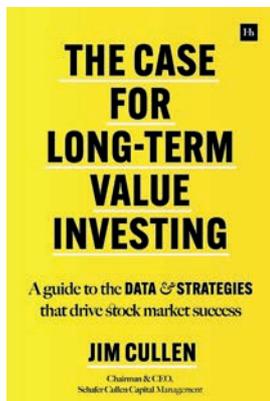
Trading is a stressful occupation, with mental and emotional traps on every side. *The Zen Trader* gives unrivalled insight into how the wisdom of Zen can empower traders to master their minds, and so achieve success in the markets. Teaches the reader how to limit distraction, focus attention, detach from problematic emotions, and embrace the opportunities that exist in our professional and personal lives. Includes a foreword from bestselling author Dr Alexander Elder.

ISBN: 9780857198266 | RRP: £35 | Publication Date: 26/04/2022

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The Case for Long-Term Value Investing

A guide to the data and strategies that drive stock market success | By Jim Cullen



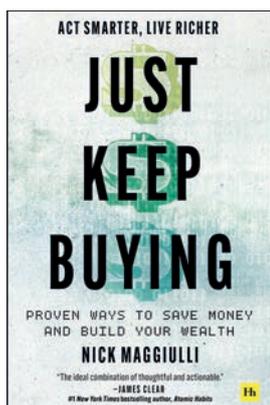
The ultimate guide to how and why value investing works, how to understand the markets, and how to be a successful investor. All from a highly experienced Wall Street fund manager. *The Case for Long-Term Value Investing* explains how investors can use the value approach for successful investing, as well as sharing a wealth of fascinating stories from Jim Cullen's time on Wall Street. The book details the principles of value investing, Cullen's stock-picking method, case studies and advice on applying the value discipline through practical strategies. Includes a concise breakdown of the last 100 years of market history — showing just how crazy the market can be — with a review of bear markets, recessions, bubbles, melt-ups, interest rates, and more.

ISBN: 9780857199478 | RRP: £30 | Publication Date: 12/04/22

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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 116,000 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."

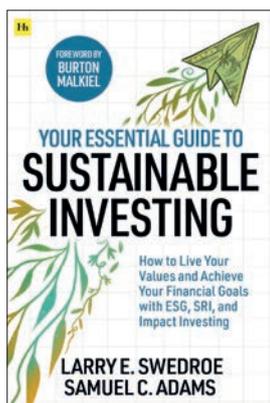
— James Clear, #1 New York Times bestselling author of *Atomic Habits*

ISBN: 9780857199256 | RRP: £14.99 | Publication Date: 12/04/22

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Your Essential Guide to Sustainable Investing

How to live your values and achieve your financial goals with ESG, SRI, and Impact Investing |
By Samuel Adams and Larry Swedroe



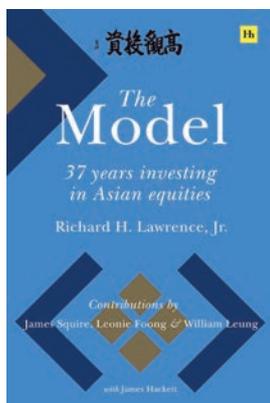
Sustainable investing is booming. The investment industry is fast approaching a point where one-third of global assets under management are invested with a sustainable objective. This new book provides investors with a firm plan for truly sustainable investing. Defines sustainable investing, illuminating the differences between ESG, SRI and impact investing and reveals who is currently investing sustainably and why and shows the reader how to invest sustainably, in detail, with specific fund recommendations.

ISBN: 9780857199041 | RRP: £19.99 | Publication Date: 05/04/2022

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The Model

37 Years Investing in Asian Equities | By Richard Lawrence



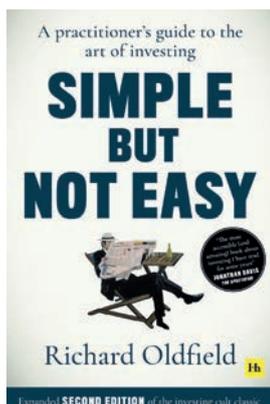
Richard Lawrence founded Overlook Investments in Hong Kong in 1991. Since inception, Overlook has grown at 14.3% per year for three decades – a remarkable record of growth that is testament to a consistent ability to find and invest in Asia’s best companies. *The Model* examines how Overlook has achieved its success and includes stories of the people, companies, executives and events that have punctuated the past three decades at Overlook Investments. Features a case study of the voracious 1997/98 Asian Crisis and an extended review of TSMC, Asia’s finest public company. *The Model* describes the philosophies, practices and people that drive Overlook’s outperformance.

ISBN: 9780857199591 | RRP: £39.99 | 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



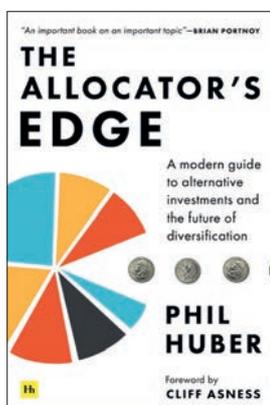
A cult classic for its candid confessions and sparkling wit, this extended edition of *Simple But Not Easy* features a new author’s preface and a substantial afterword and remains an indispensable companion for anyone interested in investing. Described by the author as “a slightly autobiographical and 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



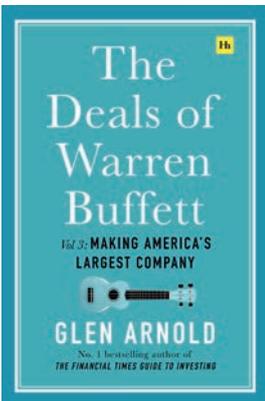
Alternative asset classes including private equity, hedge funds, catastrophe reinsurance, real assets, non-traditional credit, alternative risk premia, digital assets, collectibles, and other novel assets are now available to investors and their advisors in a way that they never have been before. Written 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. Author 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



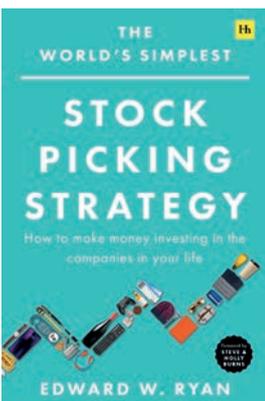
Detailed analysis of the deals of the world's greatest investor, Warren Buffett, in the years when Berkshire Hathaway became the largest company in America, from bestselling author Glen Arnold. This new, third volume in a series of four books follows Buffett's journey from 1989 to 1998 as Berkshire shares 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



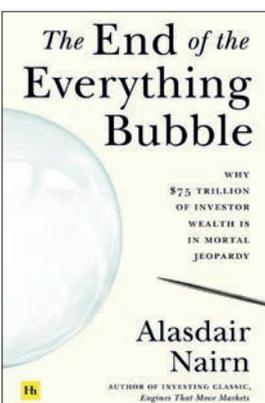
At a time when interest in stock investing is surging, *The World's Simplest Stock Picking Strategy* provides a simple and successful strategy – showing how to invest in companies that stand out in everyone's daily life. Technology and user-friendly apps like Robinhood have given people easy access to 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



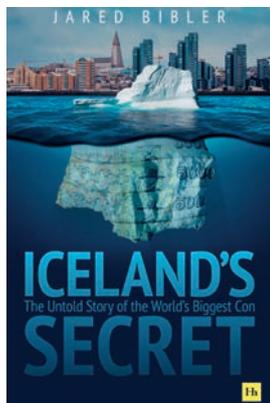
Alasdair Nairn predicted both the dotcom and subprime collapses, and in this compelling new book he shares evidence that we are living through another period of deadly excess right now. What some have called the 'Everything Bubble' has inflated to unprecedented proportions. And now the bubble is about 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



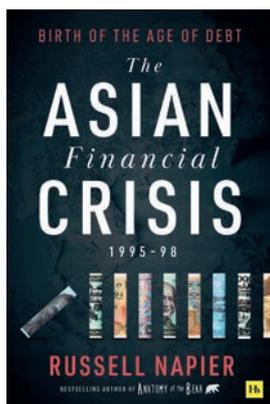
Iceland's Secret uncovers the sinister and complex truth behind Iceland's financial collapse. In this explosive new book Jared Bibler, the lead investigator into the financial crimes, describes the events that brought the country to its knees. The author describes how he found himself in the middle of 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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The Asian Financial Crisis 1995-1998

Birth of the age of debt | By Russell Napier



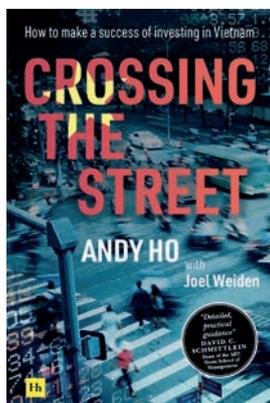
The Asian Financial Crisis of 1995-1998 created a new global financial architecture that generated the conditions for the boom in global debt and the crises that have followed. It was the common mistakes, rarely recorded in traditional histories, that are recorded in this new book. Author Russell Napier 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



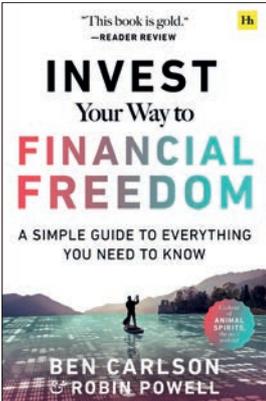
Vietnam is the last significant opportunity for investors in Southeast Asia and *Crossing the Street* is a candid, actionable guide to investing in the country, written by an investor with almost two decades of experience in navigating the challenges involved in investing in this fast-growing frontier 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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Invest Your Way to Financial Freedom

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



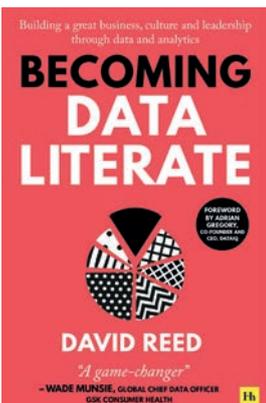
A concise and accessible guide to putting yourself on the path to financial freedom through sensible saving and straightforward investing. Written by two leading figures in personal finance and investing, Ben in the US and Robin in the UK.

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



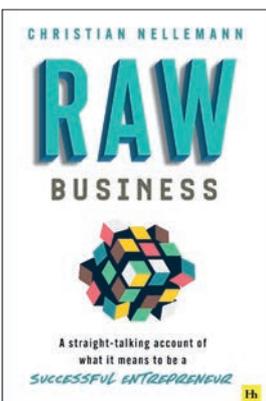
Data literacy is much more important to get right than the tech or the data itself. *Becoming Data Literate* provides a proven framework for addressing the challenges and delivering a great business. It is the complete handbook for anyone looking to use data to drive unique competitive advantage.

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 Nellemann



Raw Business contains the unvarnished advice that you need to set up, build and grow a successful company, drawing on serial entrepreneur Christian Nellen'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

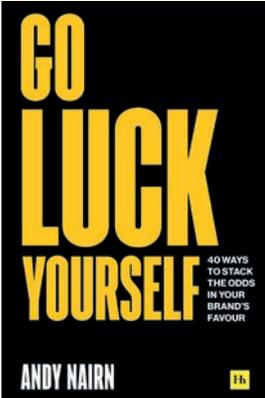
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Go Luck Yourself

Harriman House Bestseller



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



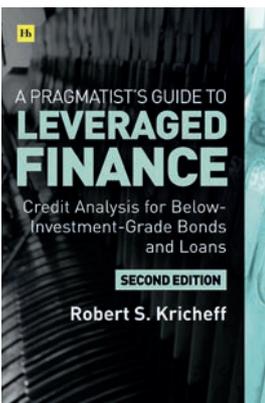
One of the world's leading brand strategists draws on everything from architecture to zoology and 30 years of experience working with some of the most successful companies on the planet, to provide a series of thought-provoking strategies that will be invaluable to anyone responsible for building a brand. 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



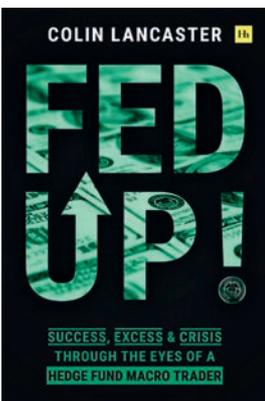
A complete, practical, and expert tutorial and reference book covering all facets of modern leveraged finance analysis. This new, fully revised and updated second edition contains sections on fallen angels, environmental, social and governance (ESG) investment considerations, interaction with portfolio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



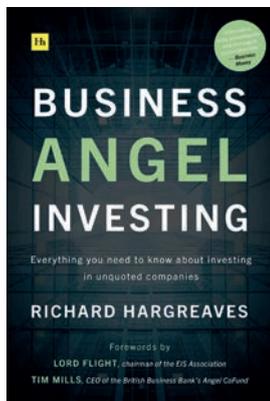
Fed Up! tells the inside story of a global macro trader working as the Covid-19 pandemic spreads, set amidst the most volatile and frenetic market environment we have witnessed since the Great Depression. This riveting account of the 2020 market crash from inside the mind of a global macro trader will 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

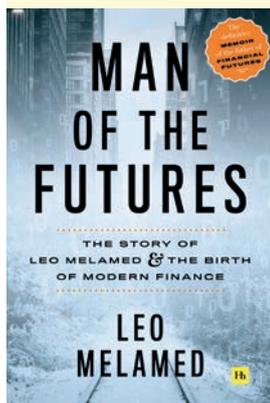
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Man of the Futures

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

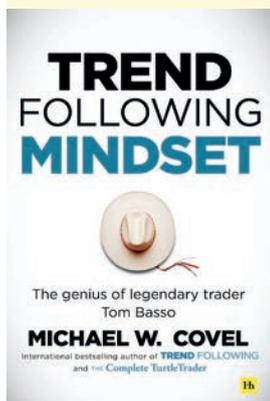
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Trend Following Mindset

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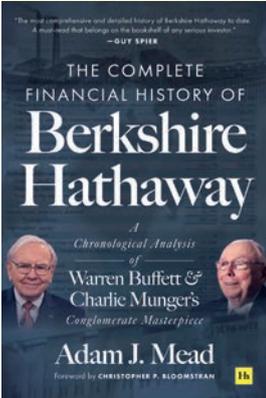
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The Complete Financial History of Berkshire Hathaway *Harriman House Bestseller*



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



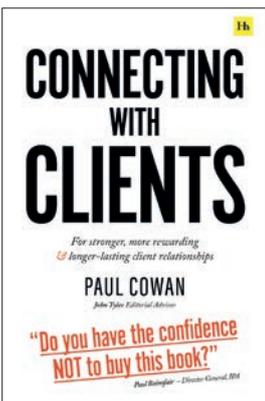
The first comprehensive and detailed financial history of Berkshire Hathaway in one book, in chronological format. The ultimate reference guide to the decades of financial moves that built the modern-day respected enterprise that is Berkshire Hathaway. *The Complete Financial History of Berkshire Hathaway* 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

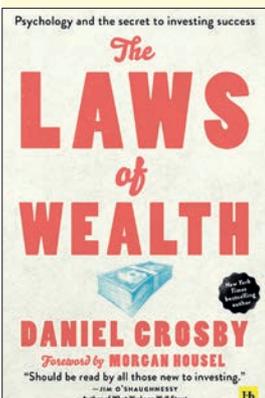
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The Laws of Wealth

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

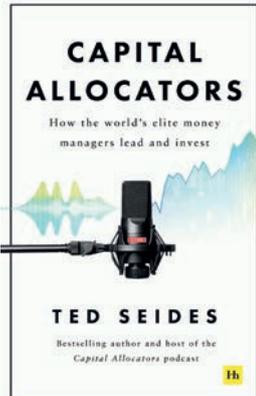
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Capital Allocators

Harriman House Bestseller



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



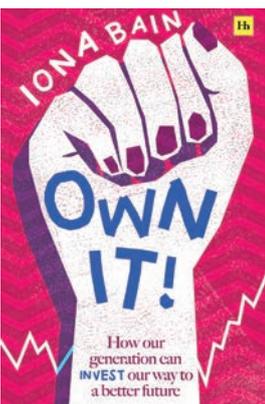
Drawing on interviews from the first 150 episodes of his hugely successful Capital Allocators podcast, Ted Seides presents the best knowledge, practical insights and advice from the world's top professional investors. *Capital Allocators* lifts the lid on the chief endowment officers at endowments, foundations, 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

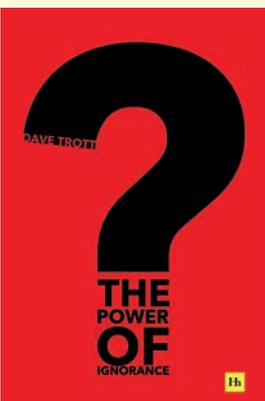
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The Power of Ignorance

Harriman House Bestseller



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



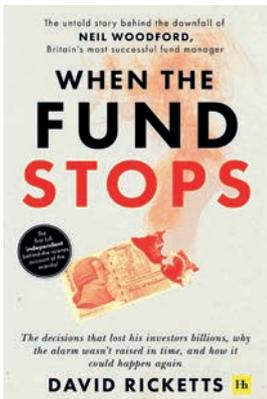
Advertising legend Dave Trott returns with his trademark wit, wisdom and critical eye to show how great problem solvers and creative thinkers are those who are not afraid to say: "I don't know." Dave Trott's illustrious advertising career spans 45 years. He is the author of four successful books: *One 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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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

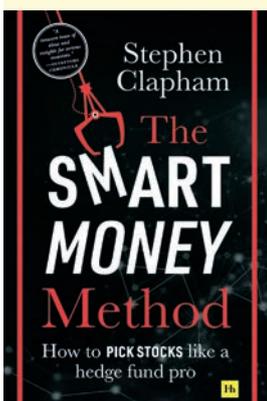
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The Smart Money Method

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

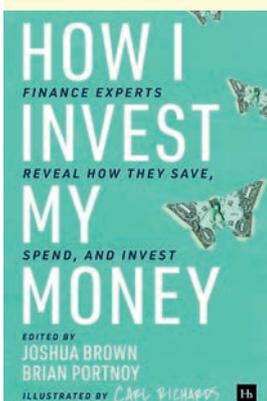
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How I Invest My Money

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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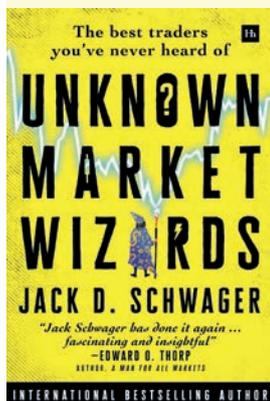
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Unknown Market Wizards

Harriman House Bestseller



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



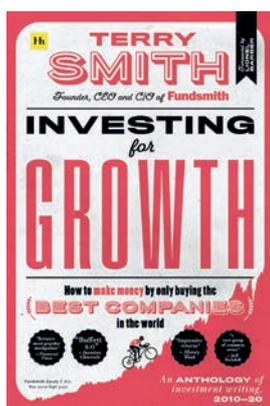
Continuing his bestselling Market Wizards series, world-renowned author and trading expert Jack Schwager now interviews a group of exceptionally successful individuals, currently unknown to the investment world. This new book shows how these anonymous traders achieved their extraordinary performance 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 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

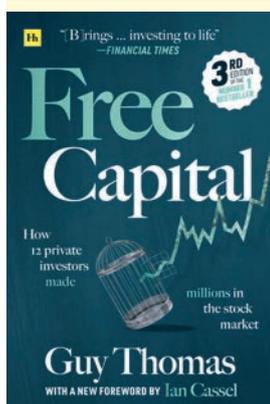
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Free Capital (3rd edition)

Harriman House Bestseller



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



The 3rd edition of the No.1 bestseller, with a brand new foreword by renowned US investor Ian Cassel. *Free Capital* is a window into the world of private investors who make millions, based on interviews with 12 successful individuals on their investing strategies, wisdom and lifestyles. Each of them has accumulated £1M or more – in most cases considerably more – mainly from stock market investment. With updated content to appeal to an international audience, this edition of *Free Capital* will bring the lessons of this timeless classic to a new generation of investors. It contains insights and valuable investment hints and offers practical ideas and inspiration, making it an indispensable read for novice and experienced investors alike.

ISBN: 9780857198822 | RRP: £19.99 | Publication Date: 13/10/2020

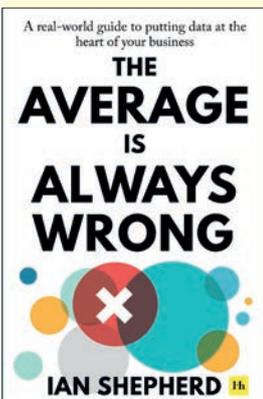
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The Average is Always Wrong

Harriman House Bestseller



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.

ISBN: 9780857198129 | RRP: £14.99 | Publication Date: 22/09/2020

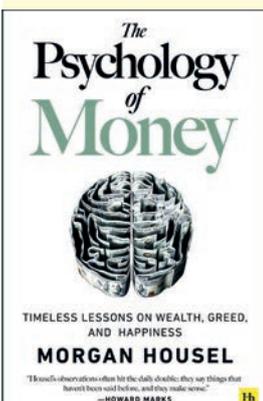
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The Psychology of Money

Harriman House Bestseller



Timeless lessons on wealth, greed, and happiness | By Morgan Housel



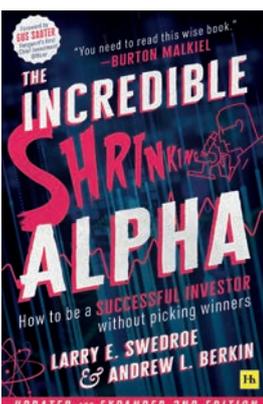
An international bestseller with over 1.4 million combined copies sold and over 10,000 Amazon customer reviews. Award-winning writer and social media sensation Morgan Housel shares short stories exploring the strange ways people think about money. Inspired by a blog post read by over one million people, 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.

ISBN: 9780857197689 | RRP: £14.99 | Publication Date: 08/09/2020

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The Incredible Shrinking Alpha (2nd edition)

How to be a successful investor without picking winners | By Larry E. Swedroe and Andrew L. Berkin



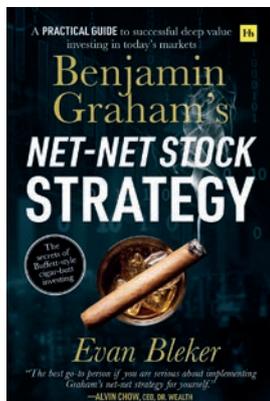
Active managers persistently lag the returns of benchmarks and index funds that track them, with the excuses for underperformance recycled every year. This comprehensive book is the antidote for the active managers' siren song. In this greatly expanded second edition, Swedroe and Berkin show how to develop 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.

ISBN: 9780857198242 | RRP: £19.99 | Publication Date: 25/08/2020

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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



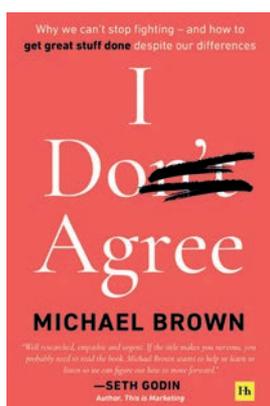
In 1975, legendary value investor Benjamin Graham wrote that his net-net stock strategy worked so well that he had renounced all other value investing strategies. Despite the assumption that net-net stocks are a relic of the past, Graham's strategy is just as viable today for small private investors 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.

ISBN: 9780857197078 | RRP: £24.99 | Publication Date: 14/07/2020

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I Don't Agree

Why we can't stop fighting – and how to get great stuff done despite our differences | By Michael Brown



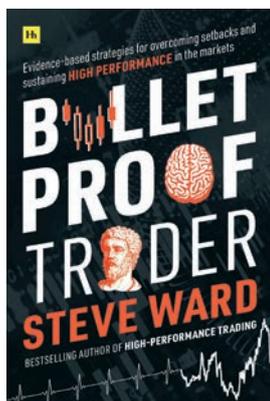
A fascinating exploration of new, powerful and surprising solutions to an ancient problem: why we disagree so much and how we can get things done, despite our differences. Underpinned by cutting-edge research, case studies and academic thinking, author and marketer Michael Brown reveals the secrets to better leadership, stronger teams, swifter promotions, more effective collaboration, better organisational culture – as well as radically improving your life outside of work. A 10-step guide to navigating all types of conflict by recognising our differences, whatever the argument, whatever the negotiation: from equality to the environment, from pay rises to promotion, from gender to geopolitics. *I Don't Agree* will be invaluable to anyone looking to improve their negotiations and interactions with others. Winner at The Business Book Awards 2021.

ISBN: 9780857197658 | RRP: £14.99 | Publication Date: 01/07/2020

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Bulletproof Trader

Evidence-based strategies for overcoming setbacks and sustaining high performance in the markets | By Steve Ward



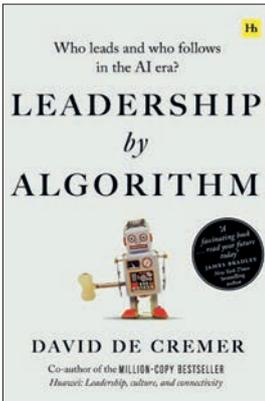
Steve Ward has spent the last 15 years working as a performance coach with financial traders and investors at some of the biggest investment banks, hedge funds, asset managers, commodities trading houses and proprietary trading groups across the globe, helping them to perform at their best, to navigate 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.

ISBN: 9780857196675 | RRP: £35 | Publication Date: 23/06/2020

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Leadership by Algorithm

Who leads and who follows in the AI era? | By David De Cremer



Leadership by Algorithm offers some startling conclusions that make clear the true nature of the power struggle between man and machine. Leading global management guru David De Cremer identifies the key areas where algorithms will collide with human skills, and assesses the likely outcomes. Recently named one of the world's top 30 management gurus and speakers, the author is frequently featured in newspapers and on television. Drawing on his own research findings and those from thought leaders around the world, De Cremer presents unique insights into the challenges that an automated work environment poses for organisations of the future. The author is a provost chair, professor in management and the founder and director of the Centre on AI Technology for Humankind (AiTH) at the National University of Singapore (NUS) Business School and was professor of management at China Europe International Business School (CEIBS) in Shanghai. Written by the co-author of *Huawei: Leadership, culture, and connectivity* which has sold more than one million copies worldwide.

ISBN: 9780857198280 | RRP: £25 | Publication Date: 26/05/2020

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Key backlist titles: Business

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ISBN: 9780857195890 | RRP: £35 | Publication Date: 25/02/2019

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ISBN: 9780857196132 | RRP: £12.99 | Publication Date: 08/05/2017

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ISBN: 9780857197306 | RRP: £14.99 | Publication Date: 04/02/2019

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Key backlist titles: Business

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Ripple

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ISBN: 9780857197535 | RRP: £14.99 | Publication Date: 31/03/2020

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Make better marketing decisions | By Paul Dervan

ISBN: 9780857197726 | RRP: £14.99 | Publication Date: 07/04/2020

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ISBN: 9780857198679 | Publication Date: 19/01/2021

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ISBN: 9780857197139 | RRP: £14.99 | Publication Date: 12/09/2018

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Key backlist titles: Investing

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Theory and practical tools to help investors analyse businesses using Excel | By Paul Lower

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A manifesto for smarter investing | By Joachim Klement

ISBN: 9780857197702 | RRP: £24.99 | Publication Date: 04/02/2020

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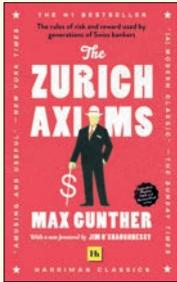
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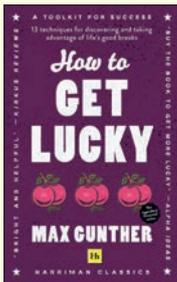
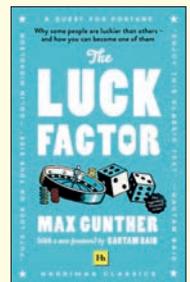
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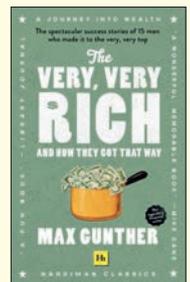
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