

AN EXECUTIVE SUMMARY OF

DELIVERING HAPPINESS: A PATH TO PROFITS, PASSION, AND PURPOSE

by Tony Hsieh

Who is Tony Hsieh?

Tony Hsieh is an internet entrepreneur and was born on December 12th, 1973. He co-founded LinkExchange (an advertising network on the internet) and worked on the company until he could sell it to Microsoft for a whopping \$265 million in 1999. Later, Tony became a major investor in Zappos and ultimately became the CEO. In 2009, Zappos was sold to Amazon for \$1.2 billion. Tony is quite famous for his leadership prowess and focus on company culture. This can all be found in his book: **Delivering Happiness**.

Preston and Stig's General Thoughts on the Book

To me this book is nothing less than a masterpiece. After reading a ton of very inspirational books by the most successful people in the world, "Delivering Happiness," stands out amongst those giants. This book is all about building the best culture for your organization.

Tony Hsieh's company Zappos has one of the strongest cultures and visions I've ever read about. Everything is about delivering happiness to customers. He refuses to see customer service as a cost; rather as a competitive advantage. Why not use customer service as an opportunity to build your brand and create consumer trust all while fixing the issues they might encounter.

I would recommend this book to all leaders that are growing their organization, and to all employees that wants to find the right organizations to work for.

Chapter 1: In Search of Profits

In this section, Hsieh takes us down memory lane to his childhood. He talks about how his life was mapped out, thanks to his Asian-American parents. Hsieh was expected to learn Piano, but he had other plans. With a dream to run his own business, Hsieh experimented with several options including delivering newspapers. He was also interested in learning about computers and learnt PASCAL. At this point, Hsieh has also described his hilarious activities in the computer lab and it's quite obvious that this child, filled with curiosity, was involved in quite a few mischievous activities.

Since Hsieh wasn't able to cope with the classes and homework, he began choosing classes that didn't affect his schedule. In a clever manner, he managed his classes so that he could have the rest of the day free on at least one day every week. Hsieh also asserts that it always pays to think outside the box even in school. For instance, when the students were asked to write a sonnet – a poem that contains 14 lines – Hsieh submitted Morse codes that were just

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A Gutmann



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company culture is and how it will promote happiness in your employees *Summary ,2011* **The Four Factors of Happiness** Mba William K Wesley Jd,William Wesley,2018-04-27 What is happiness How would you describe it Is it feeling good or is it the absence of feeling bad Is it both Can you control it Can you trigger and sustain happiness Happiness may be triggered by different things and may be described differently by different individuals but I think it s fair to say what we all want is to feel happy In general most of us would say good health a modicum of wealth and loving relationships would be major components of happi ness In short health wealth and relationships are all connected to happiness The search for happiness can be said to drive all human existence The constant if not consistent release of endor phins triggered by external stimuli that makes one feel good appears to be the universal goal of our species Be it trig gered by love companionship affection for family and friends and sports teams physical activity humor food power philanthropic pursuits travel cars boats pets sex or visual stimuli I think it is safe to say that the end goal of all human activity is to feel good A good meal sharing a warm hug helping a fellow receiving a sincere smile achieving a certain vocational and or economic status that allows one to enjoy the things and experiences that make us feel good drives us our ancestors and our prodigy forward It always has and probably always will That being said our material achievements almost always ring hollow if we aren t happy Further according to a recent Harris Poll only 1 in 3 Americans consider themselves to be very happy What does that say about the remaining two thirds With these thoughts in mind a couple of years ago I de cided to give a go at creating a keynote speech around happiness I began to talk to people about happiness I asked if they were happy The happy people I spoke with had suffi cient levels of what I call The Four Factors of happiness in their lives The unhappy people simply didn t Based on this informal research I created what has become my most popu lar speech In fact each time I delivered this presentation the majority of the audience would ask to buy a copy of the Happiness Book But I didn t have a Happiness Book it was just a speech So I decided to turn the Happiness Speech into a book and The Four Factors of Happiness Open in case of Emergency was born I hope you enjoy it I hope this book shows how to Unlock Your Happiness And when that happens I hope you share this good news with family and friends The Four Factors of Happiness Welcome to The Four Factors of Happiness This is a Happiness Pocketbook designed to carry around and share with others This is a book about everyday garden variety get up almost everyday feeling good happiness It is not a scholarly treatise backed by years and years of empirical re search There aren t thousands of test subjects although we have drawn conclusions from over a hundred or so inter viewees from which a 700 hundred page research document has been developed and submitted to the American Psychiat ric Society or some other august body The Four Factors of Happiness is simply the result of years of reflection interaction observation conclusions and practice of a happy man Again I did perform some objective and subjective research but there are no tables charts or graphs that summarize and illustrate my findings But the research is complete and the results are clear You can be happy What I present in these few pages is true and the recommendations do work You can follow the simple steps I share here to

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