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People ranks with
David Bornstein's
seminal work, How
to Change the
World, as a point of
entry into this
fascinating, and
increasingly
important, realm.
The field of social
entrepreneurship,
still early in its
development after

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Bill Drayton first
gave the concept
prominence early
in the 1980s with
the launch of
Ashoka, is rife with
disagreement.

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non-fiction book
written by John
Elkington and
Pamela Hartigan
and published by
Harvard Business
School Publishing.
The title of the
book is based on a

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quote from Irish
playwright George
Bernard Shaw:

"The reasonable
man adapts himself
to the world; the
unreasonable man
persists in trying to
adapt the world to
himself. Therefore,
all progress
depends on the
unreasonable
man." The book

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adapts himself to
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adapt the world to
himself. Therefore
all progress
depends on the
unreasonable
man."

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Being unreasonable is not just a state of mind. It is also a process by which older, outdated forms of reasoning are jettisoned, and new ones conceived and evolved. The Power of Unreasonable

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People . Power can
be used to do great
good or wreck
havoc and
destruction. Each
one of us is
responsible for
what we do with
the power
entrusted to us.

The Power of
Unreasonable
People - Poets &

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The Power of
People How
Unreasonable
People offers a
typology that
illuminates what
the broad range of
social
entrepreneurs
share and don't
share. The authors
distinguish three
categories of social
entrepreneurs:

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those primarily dependent on philanthropic or government support; those fundamentally supported by market revenues (but who differ from normal for-profit leaders in their self-imposed trade-off of profit maximization for

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social value); and
those working in
hybrid
organizations that
blend...
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Review: The Power
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Yet as John
Elkington and
Pamela Hartigan
argue in The Power
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future may hinge
on their work.
Through vivid
stories, the authors
identify the highly
unconventional...
That Change

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People. Power can be used to do great good or wreck havoc and destruction. Each one of us is responsible for what we do with the power

entrusted to us. To be sure, there has been widespread abuse of power . There has also

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been the failure to
rightly use power in
response to evil.

The Power of
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People - Poets &
Prophets

Yet as John
Elkington and
Pamela Hartigan
argue in The Power
of Unreasonable
People, our very

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future may hinge
on their work.
Through vivid
stories, the authors
identify the highly
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entrepreneurs who
are solving some of
the world's most
pressing economic,
social, and
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landscape,
describing
examples from
virtually every area
of interest in
development, from
healthcare to
education to
poverty
eradication. In fact,
the book is most
rewarding in its
presentation of
vignettes of

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Imagine if you were
said to be
“unreasonable” by
a friend, how would

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According to the most recent book by John Elkington and Pamela Hartigan, "Power of

the Unreasonable

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that Change the

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World" that is
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exactly how they
argue the word
ought to be
interpreted and
used.

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Promise

Yet as John
Elkington and
Pamela Hartigan

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argue in *The Power of Unreasonable People*, our very future may hinge on their work.

Through vivid stories, the authors identify the highly unconventional entrepreneurs who are solving some of the world's most pressing economic, social, and

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David Bornsteins
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bornstein focuses
on a handful of
entrepreneurs and
dives deeply into
their stories
hartigan and

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Elkington illuminate
the breadth of
amazing work
being.

Entrepreneurs

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And I'm here today
with John Elkington,
the founder and
chief entrepreneur
of SustainAbility, a
strategy consulting

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firm, and the
author of the
People How
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