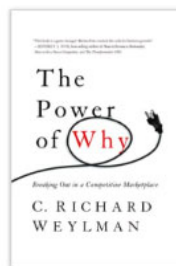
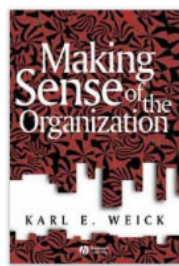
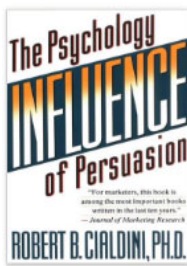


# Leadership Development Program for Supervisors and Managers – Recommended Readings

## Part I: Establishing Vision & Direction

### Week 1: Building Belief

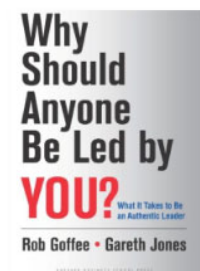
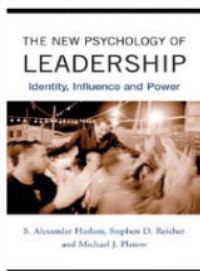


*The Psychology of Persuasion* by Robert B. Cialdini, PH.D., 2006.

*Making Sense of the Organization* by Karl E. Weick, 2000.

*The Power of Why* by C. Richard Weylman, 2013.

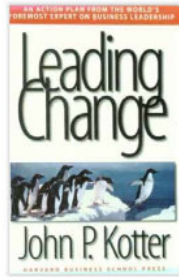
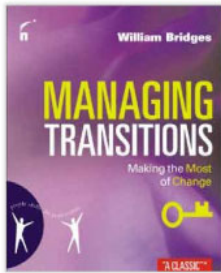
### Week 2: Direct



*The New Psychology of Leadership: Identity, Influence, and Power* by Alexander Haslam, Stephen D. Reicher, and Michael J. Platow, 2010.

*Why Should Anyone Be Led by YOU?* by Robert Goffee and Gareth R. Jones, 2006.

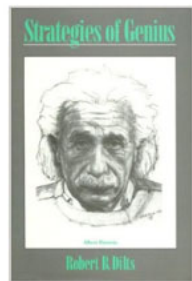
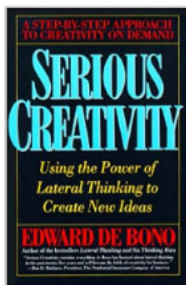
### Week 3: Delivering Change



*Managing Transitions* by William Bridges, 2009.

*Leading Change* by John P. Kotter, 1996.

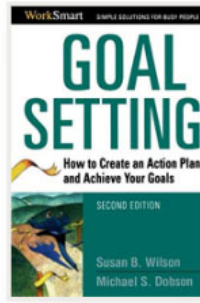
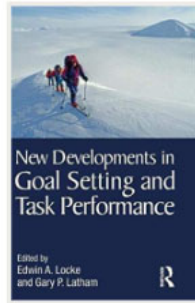
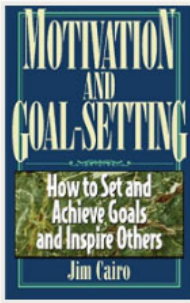
### Week 3: Different Perspectives



*Serious Creativity: Using the Power of Lateral Thinking to Create New Ideas* by Edward De Bono, 2015.

*Strategies of Genius: Volume II* by Robert B. Dilts, 1994.

### Week 4: Goal Setting



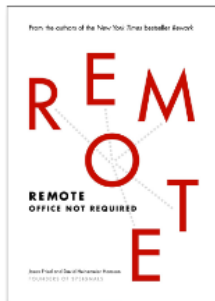
*Motivation and Goal-Setting: How to Set and Achieve Goals and Inspire Others* by Jim Cairo, 1997.

*New Development in Goal Setting and Task Performance* by Edwin A. Locke and Gary P. Latham, 2012.

*Goal Setting: How to Create and Action Plan and Achieve Your Goals* by Susan B. Wilson and Michael Dobson, 2008.

## Part II: Engaging Employees

### Week 5: @Virtual Work



*Remote: Office Not Required* by David Heinemeier and Jason Fried, 2013.

*Mastering Virtual Teams: Strategies, Tools, and Techniques That Succeed* by Deborah L. Duarte and Nancy Tennant Snyder, 2006.

*The Remote Worker: How to Maintain Your Career While Working From Home* by M.W. Cox, 2012.

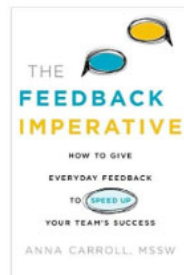
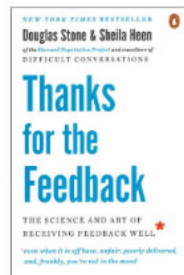
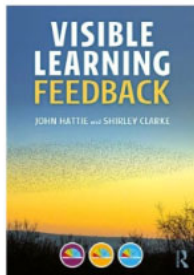
### Week 5: Knowing Me, Knowing You



*Blindspot: Hidden Biases of Good People* by Mahzarin R. Banaji and Anthony G. Greenwald, 2013.

*The Inclusion Imperative* by Stephen Frost, 2014.

## Week 6: Great Feedback

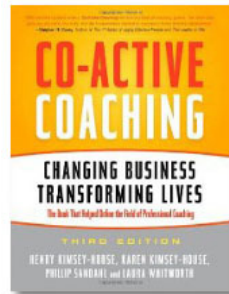
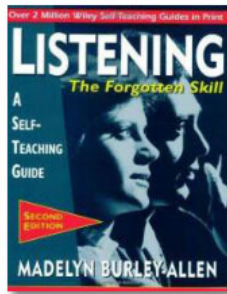


*Visible Learning Feedback* by John Hattie and Shirley Clarke, 2018.

*Thanks for the Feedback: The Science and Art of Receiving Feedback Well* by Douglas Stone and Sheila Heen, 2014.

*The Feedback Imperative: How to Give Everyday Feedback to Speed Up Your Team's Success* by Anna Carroll, MSSW, 2014.

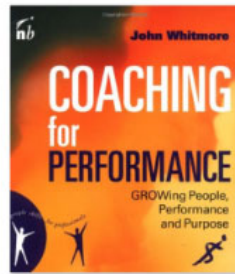
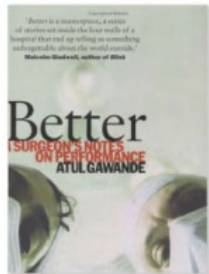
## Week 6: Hearing What People Say



*Listening: The Forgotten Skill* by Madelyn Burley-Allen, 1995.

*Co-Active Coaching: Changing Business Transforming Lives* by Henry Kimsey – House, Karen Kimsey – House, Phillip Sandhal, and Laura Whitworth, 2011.

## Week 7: Performance Coaching



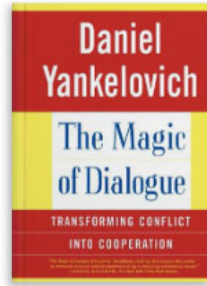
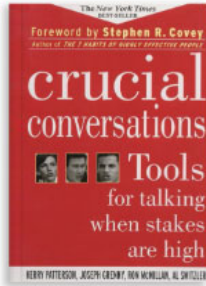
*The Coaching Manual: The Definitive Guide to The Process, Principles, and Skills of Personal Coaching* by Julie Starr, 2016.

*Better: A Surgeon's Notes on Performance* by Atul Gawande, 2007.

*Coaching for Performance: GROWing Human Potential and Purpose* by John Whitmore, 2009.

## Part III: Deliver Results

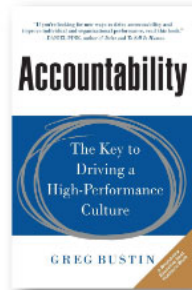
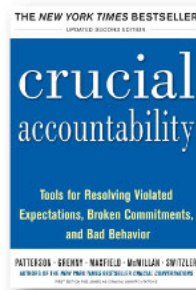
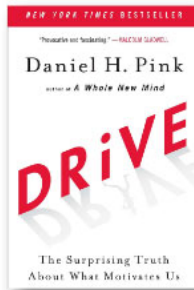
### Week 8: Courageous Conversations



*Crucial Conversations: Tools for Talking When Stakes are High* by Kerry Patterson, Joseph Grenny, Al Switzler, and Ron McMillan, 2002.

*The Magic of Dialogue: Transforming Conflict into Cooperation* by Daniel Yankelovich, 1999.

### Week 8: Held to Account

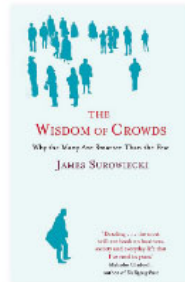
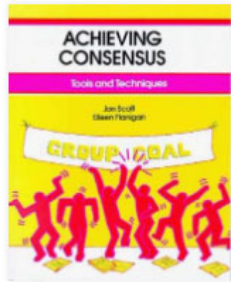


*Drive: The Surprising Truth about What Motivates Us* by Daniel H. Pink, 2009.

*Crucial Accountability: Tools for Resolving Violated Expectations, Broken Commitments, and Bad Behavior* by Kerry Patterson, Joseph Grenny, Al Switzler, and Ron McMillan, 2013.

*Accountability: The Key to Driving a High-Performance Culture* by Greg Bustin, 2014.

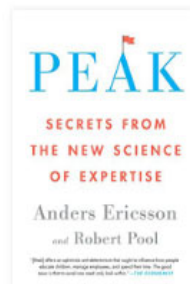
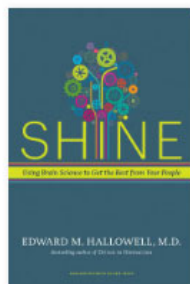
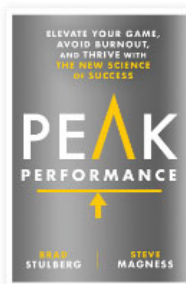
## Week 9: Collaborative Solutions



*Achieving Consensus: Tools and Techniques* by Jon Scott and Eileen Flanigan, 1996.

*The Wisdom of Crowds: Why the Many are Smarter than the Few* by James Surowiecki 2004.

## Week 9: Peak Performance

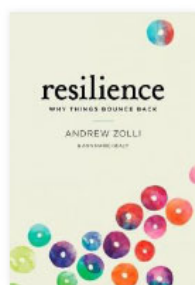
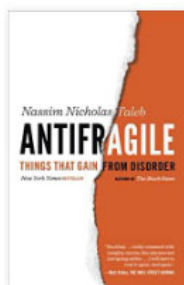


*Peak Performance: Elevate your Game, Avoid Burnout, and Thrive with the New Science of Success* by Brad Stulberg and Steve Magness, 2017.

*Shine: Using Brain Science to get the Best from your People* by Edward M. Hallowell 2011.

*Peak: Secrets from the Science of Expertise* by Anders Ericsson and Robert Pool, 2017.

## Week 10: True Grit



*Antifragile: Things that Gain from Disorder* by Nassim Nicholas Taleb, 2012.

*Resilience: Why Things Bounce Back* by Andrew Zolli, 2012.