



Some of our favorite reads:

TeamWork *What Must Go Right/What Can Go Wrong* by Carl E. Larson & Frank M. J. LaFasto

Meetings Matter *Powerful Strategies for Remarkable Conversations* by Paul Axtell

Encouraging the Heart *A Leader's Guide to Rewarding and Recognizing Others* by James M. Kouzes and Barry Z. Posner

Punished by Rewards *The Trouble with Gold Stars, Incentive Plans, A's, Praise, and Other Bribes* by Alfie Kohn (1993 but isn't it nice to see who really said it all FIRST? This is about incentives.)

The Human Equation *Building Profits by Putting People First and anything else* by Jeffrey Pfeffer (I'm currently reading **Dying for a Paycheck**)

Toxic Coworkers *How to Deal with Dysfunctional People on the Job* by Alan A. Caviaiola, PhD and Neil J. Lavender, PhD

First Break All the Rules *What the World's Greatest Managers Do Differently* by Marcus Buckingham and Curt Coffman (Gallup Organization research)

Man's Search for Meaning Viktor E. Frankl

The Confidence Code *The Science and Art of Self-Assurance—What Women Should Know* by Katty Kay and Claire Shipman

The No Asshole Rule *Building a Civilized Workplace and Surviving One That Isn't* by Robert I. Sutton, PhD

It's the Manager by Jim Clifton and Jim Harter (Gallup Organization research)

Drive *The Surprising Truth about What Motivates Us* by Daniel H Pink –also watch his 10 minute animated white board video regarding motivation: <https://www.youtube.com/watch?v=u6XAPnuFjJc>

The Inner Game of Tennis *The Classic Guide to the Mental Side of Peak Performance* by W. Timothy Gallwey (This 1974 gem is not REALLY about tennis! Galwey was ahead of the neuroscientists on managing threat and reward.)

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