

# Best Practices for Business

Issues and Ideas on Business Leadership and Best Practices

## Executive Book Club Titles (2007-Present) Best Practices Boards Program

For more information about the Executive Book Club program, or the Best Practices Boards peer group program, contact Bill von Achen at [bill@smr-web.net](mailto:bill@smr-web.net), or at 781-235-0995. Or visit us at [www.smr-web.com/bookclub](http://www.smr-web.com/bookclub).

### Titles, 2007-2023

#### *A Sense of Urgency*

John Kotter (2008)  
Discussed on 5 February 2009

#### *AntiFragile*

Nassim Taleb (2012)  
Discussed on 2 May 2013

#### *Authenticity: What Consumers Really Want*

James H. Gilmore and B. Joseph Pine II (2007)  
Discussed on 1 October 2015

#### *Bad Blood: Secrets and Lies in a Silicon Valley Startup*

John Carreyrou (2018)  
Discussed on 7 March 2019

#### *Baseline Selling*

David Kurlan (2006)  
Discussed on 20 January 2011

#### *Billion Dollar Loser*

Reeves Wiedeman (2020)  
Discussed on 21 May 2021

#### *Blink*

Malcolm Gladwell (2005)  
Discussed on 18 October 2007

#### *Blue Ocean Strategy*

W. Chan Kim and Renee Mauborgne (2005)  
Discussed on 5 April 2012

#### *Boss Life*

Paul Downs (2015)  
Discussed on 17 March 2016

***Build: An Unorthodox Guide to Making Things Worth Making***

Tony Fadell (2022)

Discussed on 3 February 2023

***Built to Last: Successful Habits of Visionary Companies***

Jim Collins and Jerry Porras (1994)

Discussed on 18 January 2007

***Business Model Generation***

Alexander Osterwalder (2010)

Discussed on 4 October 2012

***Chip War: The Fight for the World's Most Critical Technology***

Chris Miller (2022)

Discussed on 22 September 2023

***Competing Against Luck***

Clayton Christensen (2016)

Discussed on 8 November 2016

***Conscious Capitalism***

John Mackey and Raj Sisodia (2013)

Discussed on 10 October 2013

***Dare to Lead***

Brene Brown (2018)

Discussed on 25 April 2019

***David and Goliath: Underdogs, Misfits, and the Art of Battling Giants***

Malcolm Gladwell (2013)

Discussed on 2 October 2014

***Decisive: How to Make Better Choices in Life and Work***

Chip Heath and Dan Heath (2013)

Discussed on 1 May 2014

***Delivering Happiness: A Path to Profits, Passion, and Purpose***

Tony Hsieh (2010)

Discussed on 3 March 2011

***Designing Your Life***

Bill Burnett and Dave Evans (2016)

Discussed on 8 December 2016

***Drive: The Surprising Truth About What Motivates Us***

Daniel H. Pink (2009)

Discussed on 6 May 2010

***Driven to Distraction at Work: How to Focus and Be More Productive***

Edward M. Hallowell, MD (2015)

Presentation by the author, 25 February 2015

***Elon Musk: Tesla, SpaceX, and the Quest for a Fantastic Future***

Ashlee Vance

Discussed on 7 September 2017

***Endurance: Shackleton's Incredible Voyage***

Alfred Lansing (1959)

Discussed on 16 March 2017

***Entrepreneurial Strengthfinders***

Jim Clifton and Sangeeta Bharadwaj Badal (2014)

Discussed on 5 February 2015

***Essentialism: The Disciplined Pursuit of Less***

Greg McKeown (2014)

Discussed on 5 November 2015

***Execution: The Discipline of Getting Things Done***

Larry Bossidy and Ram Charan (2002)

Discussed on 7 June 2007

***Extreme Productivity: Boost Your Results, Reduce Your Hours***

Robert C. Pozen (2012)

Presentation by the author, 26 February 2014

***Factfulness***

Hans Rosling (2018)

Discussed on 27 June 2019

***Factory Man,***

Beth Macy (2014)

Discussed on 9 February 2017

***Farsighted: How We Make the Decisions That Matter the Most***

Steven Johnson (2018)

Discussed on 30 January 2020

***Finish Big: How Great Entrepreneurs Exit Their Companies on Top***

Bo Burlingham (2014)

Discussed on 15 December 2023

***First, Break All the Rules: What the World's Greatest Managers Do Differently***

Marcus Buckingham & Curt Coffman (1999)

Discussed on 4 March 2010

***Future Perfect***

Steve Johnson (2012)

Discussed on 4 April 2013

***Getting Naked: A Business Fable***

Patrick Lencioni (2010)

Discussed on 1 September 2011

***Getting to Yes: Negotiating Agreement Without Giving In***

Roger Fisher & William Ury (1981)

Discussed on 19 July 2007

***Getting Things Done: The Art of Stress-Free Productivity***

David Allen (2001)

Discussed on 2 April 2008

***Give and Take: A Revolutionary Approach to Success***

Adam Grant (2013)

Discussed on 5 June 2014

***Good to Great: Why Some Companies Make the Leap... and Others Don't***

Jim Collins (2001)

Discussed on 21 February 2007

***Great by Choice***

Jim Collins and Morten Hansen (2011)

Discussed on 8 March 2012

***Grit***

Angela Duckworth (2016)

Discussed on 18 October 2016

***Holocracy***

Brian Robertson (2015)

Discussed on 4 February 2016

***How Google Works***

Eric Schmidt and Jonathan Rosenberg (2014)

Discussed on 14 May 2015

***How I Built This: The Unexpected Paths to Success from the World's Most Inspiring Entrepreneurs***

Guy Raz (2020)

Discussed on 9 April 2021

***How the Mighty Fall***

Jim Collins (2009)

Discussed on 4 August 2009

***How to Change***

Katy Milkman (2021)

Discussed on 2 December 2022

***How to Decide***

Annie Duke (2020)

Discussed on 12 November 2021

***How We Decide***

Jonah Lehrer (2009)

Discussed on 28 January 2010

***How Will You Measure Your Life?***

Clayton Christensen (2012)

Discussed on 5 December 2013

***I Love it Here!***

Clint Pulver (2021)

Discussed on 9 March 2023

***Ideas Are Free***

Alan G. Robinson & Dean M. Schroeder (2004)

Discussed on 7 August 2008

***Imagine***

Jonah Lehrer (2012)

Discussed on 7 June 2012

***In Defense of Troublemakers***

Charlan Nemeth (2018)

Discussed on 27 June 2018

***Invention: A Life***

James Dyson (2021)

Discussed on 10 December 2021

***Islands of Profit in a Sea of Red Ink***

Jonathan Byrnes (2010)

Discussed on 6 September 2012

***It Worked for Me: In Life and Leadership***

Colin Powell (2014)

Discussed on 6 May 2022

***It's the Manager***

Jim Clifton and Jim Harter (2019)

Discussed on 4 February 2021

***Lean In: Women, Work, and the Will to Lead***

Sheryl Sandberg (2013)

Discussed on 6 March 2014

***Love + Work***

Marcus Buckingham (2022)

Discussed on 27 October 2023

***Lynchpin: Are You Indispensable?***

Seth Godin (2010)

Discussed on 6 November 2014

***Made to Stick: Why Some Ideas Survive and Other Die***

Chip Heath and Dan Heath (2007)

Discussed on 1 October 2009

**“Managing Yourself: Bringing Out the Best in Your People”**

Liz Wiseman and Greg McKeown (HRB Article, May 2010)

Discussed on 7 October 2020

***Measure What Matters: How Google, Bono and the Gates Foundation Rock with World with OKRs***

John Doerr (2019)

Discussed on 14 November 2019

**“Mindfulness in the Age of Complexity”**

An interview with Ellen Langer (HBR Article, March 2014)

Discussed on 10 December 2020

***Mojo: How to Get It, How to Keep It, How to Get It Back If You Lose It***

Marshall Goldsmith (2009)

Discussed on 4 November 2010

***Necessary Endings***

Henry Cloud (2010)

Discussed on 16 March 2018

***Never Split the Difference: Negotiating as if Your Life Depended On It***

Chris Voss (2016)

Discussed on 29 July 2020

***Nine Lies About Work: A Freethinking Leader’s Guide to the Real World***

Marcus Buckingham (2019)

Discuss on 23 May 2019

***One Mission: How Leaders Build a Team of Teams***

Chris Fussell with C.W. Goodyear (2017)

Discussed on 2 November 2017

***Originals***

Adam Grant (2016)

Discussed on 12 May 2016

***Play Nice But Win***

Michael Dell (2021)

Discussed 7 October 2022

***Profit From the Core: Growth Strategy in an Era of Turbulence***

Chris Zook (2001)

Discussed on 4 December 2008

***Quit: The Power of Knowing When to Walk Away***

Annie Duke (2022)

Discussed on 4 November 2022

***Radical Candor***

Kim Scott (2017)

Discussed on 26 April 2018

***Range: Why Generalists Triumph in a Specialized World***

David Epstein (2019)

3 September 2020

***Raving Fans***

Ken Blanchard (1993)

Discussed on 1 November 2012

***Rebel Talent: Why It Pays to Break the Rules at Work and in Life***

Francesca Gino (2018)

Discussed on 12 November 2020

***Sidetracked: Why Our Decisions Get Derailed and How We Can Stick to the Plan***

Francesca Gino (2013)

Presentation by the author, 10 December 2014

***Shine: Using Brain Science to Get the Best from Your People***

Dr. Edward Hallowell (2011)

Discussed on 6 December 2011

***Shoe Dog: A Memoir by the Creator of Nike***

Phil Knight (2016)

Discussed on 12 October 2017

***Small Giants: Companies That Choose to Be Great Instead of Big***

Bo Burlingham (2005)

Discussed on 20 September 2007

***Smarter, Faster, Better***

Charles Duhigg (2016)

Discussed 14 April 2016

***Start with Why: How Great Leaders Inspire Everyone to Take Action***

Simon Sinek (2009)

Discuss on 9 April 2020

***Steve Jobs***

Walter Isaacson (2011)

Discussed on 2 February 2012

***Strengths-Based Leadership***

Tom Rath & Barry Conchie (2008)

Discussed on 3 November 2011

***Switch: How to Change Things When Change is Hard***

Chip Heath and Dan Heath (2010)

Discussed on 15 July 2010

***Team of Rivals***

Doris Kearns Goodwin (2005)

Discussed on 8 June 2017

***Thanks for the Feedback***

Douglas Stone and Shelia Heen (2014)

Discussed on 9 September 2021

***That Will Never Work: The Birth of Netflix and the Amazing Life of an Idea***

Marc Randolph (2019)

Discussed on 12 March 2021

***The Advantage***

Patrick Lencioni (2012)

Discussed on 6 December 2012

***The Box: How the Shipping Container Made the World Smaller and the World Economy Bigger***

Marc Levinson (2006)

Discussed on 3 December 2009

**“The Business Case for Curiosity”**

Francesca Gino (HBR Article, 2018)

Discussed on 11 October 2018

***The Checklist Manifesto***

Dr. Atul Gawande (2009)

Discussed on 2 September 2010

***The Effective Executive: The Definitive Guide to Getting the Right Things Done***

Peter Drucker (1967)

Discussed on 17 May 2007

***The Everything Store: Jeff Bezos and the Age of Amazon***

Brad Stone (2013)

Discussed on 6 February 2014

***The Fifth Discipline: The Art & Practice of the Learning Organization***

Peter M. Senge (1990)

Discussed on 19 April 2007

***The Five Dysfunctions of a Team: A Leadership Fable***

Patrick Lencioni (2002)

Discussed on 16 August 2007

***The Great Game of Business***

Jack Stack (1992)

Discussed on 5 May 2011

***The Goal: A Process of Ongoing Improvement***

Eliyahu M. Goldratt (1984)

Discussed on 2 October 2008

***The Good Jobs Strategy***

Zeynep Ton (2014)

Presentation by the author 4 March 2014



***The Hard Thing About Hard Things: Building a Business When There Are No Easy Answers***

Ben Horowitz (2014)  
Discussed on 16 April 2015

***The Heart of Business***

Hubert Joly (2021)  
Discussed on 30 June 2023

***The Innovators: How a Group of Hackers, Geniuses and Geeks Created the Digital Revolution***

Walter Isaacson (2014)  
Discussed on 9 September 2015

***The Innovator's Dilemma***

Clayton M. Christensen (1997)  
Discussed on 15 March 2007

***The Innovator's Solution: Creating and Sustaining Successful Growth***

Clayton M. Christensen & Michael E. Raynor (2003)  
Discussed on 14 July 2011

***The Man Who Broke Capitalism***

David Gelles (2022)  
Discussed on 19 May 2023

***The Motive: Why So Many Leaders Abdicate Their Most Important Responsibilities***

Patrick Lencioni (2020)  
Discussed on 24 March 2022

***The One Number You Need to Grow*** (HBR Article)

Frederick Reichheld (2003)  
Discussed on 20 December 2018

***The One Thing***

Gary Keller (2012)  
Discussed on 8 September 2016

***The Power of Habit***

Charles Duhigg (2012)  
Discussed on 6 June 2013)

***The Power of Moments***

Chip Heath and Dan Heath (2017)  
Discussed on 21 November 2018

***The Power of Regret***

Daniel Pink (2022)  
Discussed on 8 April 2022

***The Prince***

Niccolo Machiavelli  
Discussed on 19 December 2019

***The Ride of a Lifetime***

Robert Iger (2019)

Discussed on 24 June 2021)

***The Second Machine Age: Work, Progress and Prosperity in a Time of Brilliant Technologies***

Erik Brynjolfsson and Andrew McAfee (2014)

Discussed on 4 December 2014

***The Seven Habits of Highly Effective People***

Stephen R. Covey (1989)

Discussed on 7 February 2008

***The Subtle Art of Not Giving a F\*ck: A Counterintuitive Approach to Living a Good Life***

Mark Manson (2016)

Discussed on 10 October 2019

***The Thank You Economy***

Gary Vaynerchuk (2011)

Discussed on 7 March 2013

***The Undoing Project***

Michael Lewis (2017)

Discussed on 7 February 2019

***The Wisdom of Crowds***

James Surowiecki (2004)

Discussed on 15 November 2007

***The World is Flat: A Brief History of the Twenty-First Century***

Thomas L. Friedman (2005)

Discussed on 20 December 2007

***Think Again: The Power of Knowing What You Don't Know***

Adam Grant (2021)

Discussed on 8 September 2022

***Think Like a Freak***

Steven D. Levitt and Stephen J. Dubner (2014)

Discussed on 4 September 2014)

***Thinking Fast and Slow***

Daniel Kahneman (2011)

Discussed on 16 August 2012

***Thinking in Bets***

Annie Duke (2018)

Discussed on 31 May 2018

***To Sell is Human***

Daniel Pink (2013)

Discussed on 14 February 2013

***Trillion Dollar Coach: The Leadership Playbook of Silicon Valley's Bill Campbell***

Eric Schmidt and Jonathan Rosenberg (2019)

Discussed on 12 September 2019

***True North***

Bill George (2007)

Discussed on 8 October 2021

***True Professionalism***

David Maister (1997)

Discussed on 7 November 2013

***Turn the Ship Around***

L. David Marquet (2012)

Discussed on 14 April 2023

***Unleashed: The Unapologetic Leader's Guide to Empowering Everyone Around You***

Frances Frei and Anne Morriss (2020)

Discussed on 17 June 2022

***Upstream: The Quest to Solve Problems Before They Happen***

Dan Heath (2020)

Discussed on 7 May 2020

***What Got You Here Won't Get You There***

Marshall Goldsmith (2007)

Discussed on 4 June 2009

***What It Takes: Lessons in the Pursuit of Excellence***

By Stephen A. Schwarzman (2019)

Discussed on 25 June 2020

***When: The Scientific Secrets of Perfect Timing***

Dan Pink (2018)

Discussed on 13 September 2018

***Where Good Ideas Come From***

Steve Johnson (2010)

Discussed on 10 May 2012

***Why Employees Don't Do What They're Supposed to Do (and What to Do About It)***

Ferdinand F. Fournies (1999)

Discussed on 5 June 2008

***Winning Now, Winning Later***

David M. Cote (2020)

Discussed on 11 February 2022

***Wooden on Leadership***

John Wooden and Steve Jamison (2005)

Discussed on 4 May 2017

***Working with Emotional Intelligence***

Daniel Goleman (1998)

Discussed on 12 September 2013

***Worthless, Impossible and Stupid: How Contrarian Entrepreneurs Create Extraordinary Value***

Daniel Isenberg (2013)

Presentation by the author, 4 November 2014

***Zero to One: Notes on Startups, or How to Build the Future***

Peter Thiel (2014)

Discussed on 5 March 2015