

Business Books

***The Wow Factor: The 33 Things You Must (and Must Not) Do to Guarantee Your Edge in Today's Business World* (2009) Frances Cole Jones**

In today's volatile business world, success requires an edge—a factor that sets you apart from the crowd. Corporate coach Frances Cole Jones understands that challenging times demand immediate solutions, and *The Wow Factor* provides vital information that will help you rise to the top—fast.

***Swim with the Sharks Without Being Eaten Alive: Outsell, Outmanage, Outmotivate, and Outnegotiate Your Competition* (1988) Harvey B. Mackay**

Harvey Mackay, the man who built a multi-million dollar international envelope manufacturing company, shares his winning techniques for professional and personal success. Mackay provides a comprehensive course on salesmanship, negotiation and management.

***Dream No Little Dreams* (2008) Clayton L. Mathile**

Clay Mathile's business career parallels the American Dream. From his beginning as an accountant for Campbell Soup Company to the sale of The Iams Company in 1999 to Procter & Gamble. *Dream No Little Dreams* is the first time the Iams story has been told by the man who shaped its vision, its culture, its people, its products and ultimately, its success.

***The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change* (1989) Stephen R. Covey**

Covey's best-known book has sold more than 25 million copies worldwide since its first publication in 1989. Covey presents an approach to being effective in attaining goals by aligning oneself to what he calls "true north" principles of a character ethic that he presents as universal and timeless.

***Go Put Your Strengths to Work: 6 Powerful Steps to Achieve Outstanding Performance* (2010) Marcus Buckingham**

Marcus Buckingham's books have guided millions to become top performers in everything they do by focusing on their strengths. In *Go Put Your Strengths to Work*, Buckingham will show you how to hone and apply your strengths for maximum success in your career.

***Never Eat Alone: And Other Secrets to Success, One Relationship at a Time* (2014) Keith Ferrazzi**

The bestselling business classic on the power of relationships, updated with in-depth advice for making connections in the digital world.

***The Secret Language of Competitive Intelligence: How to See Through and Stay Ahead of Business Disruptions, Distortions, Rumors, and Smoke Screens* (2006) Leonard M. Fuld**

For more than twenty-five years, Leonard Fuld has been developing groundbreaking ways for managers to stay two steps ahead of the competition, providing effective ways of finding out about pricing, new product rollouts, strategic alliances, outsourcing, and cost of operations. In *The Secret Language of Competitive Intelligence* he shows how to take data that is widely available to everyone, think critically about it, and convert it into highly refined intelligence that leads to effective market-based decisions.

***The Essential Drucker: The Best of Sixty Years of Peter Drucker's Essential Writings on Management* (2008) Peter F. Drucker**

Peter Drucker is one of the best-known and most widely influential thinkers and writers on the subject of management theory and practice. *The Essential Drucker* contains twenty-six selections on management in the organization, management and the individual, and management and society.

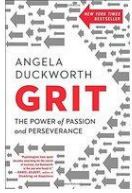
***Getting to Yes: Negotiating Agreement Without Giving In* (1981) Roger Fisher and William L. Ury**

Members of the Harvard Negotiation Project, Fisher and Ury focused on the psychology of negotiation in their method, "principled negotiation," finding acceptable solutions by determining which needs are fixed and which are flexible for negotiators

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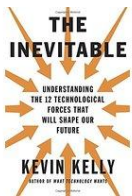
Outliers: The Story of Success (2008) Malcolm Gladwell

There is a story that is usually told about extremely successful people, a story that focuses on intelligence and ambition. Gladwell argues that the true story of success is very different, and that if we want to understand how some people thrive, we should spend more time looking around them—at such things as their family, their birthplace, or even their birth date. And in revealing that hidden logic, Gladwell presents a fascinating and provocative blueprint for making the most of human potential.



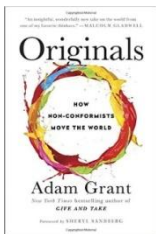
Grit: The Power of Passion and Perseverance (2016) Angela Duckworth

Psychologist Angela Duckworth shows anyone striving to succeed that the secret to outstanding achievement is not just talent but a special blend of passion and persistence she calls “grit.”



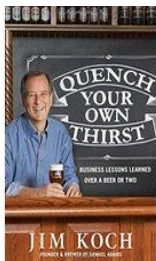
The Inevitable: Understanding the 12 Technological Forces That Will Shape Our Future Kevin Kelly

From one of our leading technology thinkers and writers, a guide through the twelve technological imperatives that will shape the next thirty years and transform our lives.



Originals: How Non-Conformists Move the World (2016) Adam Grant

Adam Grant has been recognized as one of the world’s 25 most influential management thinkers. Originals explores how individuals champion new ideas and leaders fight groupthink.



Quench Your Own Thirst: Business Lessons Learned Over a Beer or Two (2016) Jim Koch

Founder of The Boston Beer Company, brewer of Samuel Adams Boston Lager, and a key catalyst of the American craft beer revolution, Jim Koch offers his unique perspective when it comes to business, beer, and turning your passion into a successful company or career.