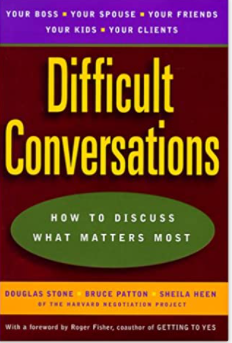
*Engaging around a book study*



Difficult Conversations: How to Discuss What Matters Most

By: Douglas Stone

We attempt or avoid difficult conversations every day-whether dealing with an underperforming employee, disagreeing with a spouse, or negotiating with a client. From the Harvard Negotiation Project, the organization that brought you *Getting to Yes, Difficult Conversations* provides a step-by-step approach to having those tough conversations with less stress and more success.

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

By: Simon Sinek

In 2009, Simon Sinek started a movement to help people become more inspired at work, and in turn inspire their colleagues and customers. Since then, millions have been touched by the power of his ideas, including more than 28 million who’ve watched his TED Talk based on START WITH WHY -- the third most popular TED video of all time.

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Giving Voice to Values: How to Speak Your Mind When You Know What’s Right

By: Mary C. Gentile

How can you effectively stand up for your values when pressured by your boss, customers, or shareholders to do the opposite? Drawing on actual business experiences as well as on social science research, Babson College business educator and consultant Mary Gentile challenges the assumptions about business ethics at companies and business schools. She gives business leaders, managers, and students the tools not just to recognize what is right, but also to ensure that the right things happen.

Blind Spots: Why We Fail to Do What's Right and What to Do about It

By: Max H. Bazerman & Ann E. Tenbrunsel

When confronted with an ethical dilemma, most of us like to think we would stand up for our principles. But we are not as ethical as we think we are. In Blind Spots, leading business ethicists Max Bazerman and Ann Tenbrunsel examine the ways we overestimate our ability to do what is right and how we act unethically without meaning to. From the collapse of Enron and corruption in the tobacco industry, to sales of the defective Ford Pinto, the downfall of Bernard Madoff, and the Challenger space shuttle disaster, the authors investigate the nature of ethical failures in the business world and beyond, and illustrate how we can become more ethical, bridging the gap between who we are and who we want to be.

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# Essentialism: The Disciplined Pursuit of Less

# By: Greg McKeown

Essentialism is more than a time-management strategy or a productivity technique. It is a systematic discipline for discerning what is absolutely essential, then eliminating everything that is not, so we can make the highest possible contribution toward the things that really matter.

# Good Leaders Ask Great Questions: Your Foundation for Successful Leadership

# By: John C. Maxwell

John Maxwell, America's #1 leadership authority, has mastered the art of asking questions, using them to learn and grow, connect with people, challenge himself, improve his team, and develop better ideas. Questions have literally changed Maxwell's life. In GOOD LEADERS ASK GREAT QUESTIONS, he shows how they can change yours, teaching why questions are so important, what questions you should ask yourself as a leader, and what questions you should be asking your team.

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# The Go-Giver: A Little Story About a Powerful Business Idea

# By: Bob Burg & John David Mann

*The Go-Giver* tells the story of an ambitious young man named Joe who yearns for success. Joe is a true go-getter, though sometimes he feels as if the harder and faster he works, the further away his goals seem to be. And so one day, desperate to land a key sale at the end of a bad quarter, he seeks advice from the enigmatic Pindar, a legendary consultant referred to by his many devotees simply as the Chairman.