



## Business Coaching Resource: Reading List

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Here are some books that inspired us, taught us something new, or challenged our thinking.

### Leading

**Leadership and the One Minute Manager** (1999) Ken Blanchard & William Morris Harper Collins  
*Classic text on Situational Leadership – popular, practical and powerful leadership approach.*

### Working

**The Why of Work** (2010) David & Wendy Ulrich McGraw Hill  
*Updated look at what motivates us at work.*

**First, Break all the Rules** (1999) Marcus Buckingham & Curt Coffman Simon & Schuster  
*Results of Gallup research on how to select develop and motivate staff.*

### Learning

**In Over Our Heads: The Mental Demands of Modern Life** (1998) Robert Kegan Harvard Press  
*Learning and mental development in modern life –a challenging and thought provoking read.*

### Coaching

**Coaching for Performance** (2009) Sir Jonathan Whitmore Nicholas Brealey  
*Classic text on coaching for managers using the GROW model.*

**Coaching and Mentoring at Work** (2001) Suzanne Skiffington & Perry Zeus McGrawHill  
*Useful 'how to' text on coaching in organisational setting.*

**Co-active® Coaching** (2007) Laura Whitworth, Henry & Karen Kimsey-House, Phillip Sandahl Davies Black  
*Classic text on coaching for business and personal coaches.*

### Developing competencies

**The Leadership Machine** (2000) Robert Eichinger & Michael Lombardo Lominger Also **For Your Improvement** – excellent!  
*How to spot and develop leaders – the competencies for success and common derailers.*

**What Got You Here Won't Get You There** (2007) Marshall Goldsmith Profile  
*Success is situational –asks what is holding you back - and introduces the feed forward concept.*

### Dealing with change

**Making Sense of Change Management** (2009) Esther Cameron & Mike Green Kogan Page  
*Useful text on major change management theories.*

**Immunity to Change** (2009) Robert Kegan & Lisa Lashow Harvard Business School Press  
*Why we find change so difficult and what we can do about it.*

### Human Resources

**Courageous Training** (2008) Tim Mooney & Robert Brinkerhof Berrett-Koeler  
*Essential information for trainers and business people to ensure training is effective.*

**The HR Value Proposition** (2005) Dave Ulrich & Brockbank Harvard Press  
*A penetrating look at what HR could be offering.*

### Antidotes – read critically

**Management Mumbo Jumbo** (2006) Adrian Furnham Palgrave MacMillan  
*Skeptical and amusing writings on various management topics.*

**The Witch Doctors: What Management Gurus are Saying and Why it Matters** (1997) John Micklethwait & Adrian Woolridge Mandarin. *Their next book on this topic is due out at the end of 2011.*