# Recommended Reading

# **New Thinking**

Four Hour Work Week by Tim Ferriss Learn the secrets and lifestyle of the New Rich.

### They Don't Teach Corporate in College

by Alexandra Levitt

Learn the best way to transition from college to your career and get your career off to a great start.

### Tipping Point by Malcolm Gladwell

While getting great tips on how to be more effective while saving you time.

The Lean Start-up by Eric Ries- Gain a new perspective into how to be agile and innovate quickly, whether you are running a start-up or taking on the mindset of an entrepreneur within the company you work for.

## Biographies of Cool Business People

Steve Jobs by Walter Isaacson

A look into the life and career of the entrepreneur that changes our lives through technology.

Losing my Virginity by Richard Branson

An autobiography of the creator of the Virgin empire where you can learn how he became a billionaire while reading some great stories in the process.

### Russell Rules by Bill Russell

Great advice on how to be a successful team player and leader from one of the most successful and winningest basketball players in history.

## **Guiding Principles**

### Who Moved My Cheese

by Spencer Johnson

Gain new understanding for why you react the way you do when change surfaces and learn the optimal way to strive amidst change.

### **Linchpin** by Seth Godin

Teaches you how to be indispensable to your company, no matter what your title or position is.

#### Innovator's Dilemma

by Clayton Christensen

Learn the difference between evolutionary and disruptive innovation, so you can be the catalyst in your organization.

# Recommended Reading

## Leadership

### Contrarian's Guide to Leadership

by Steven Sample

Become a better leader by challenging conventional thinking and styles.

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

by Marshall Goldsmith

Find out how to rise above your peers and other successful people to reach the pinnacle of your field.

### The Leadership Challenge

by James Kouzes and Barry Posner

This is the premier resource to leverage as you build yourself into a business leader. Learn the skills and strategies to get extraordinary results.

### **Functional Skills**

Guerilla Marketing by Jay Conrad Levinson The definitive guide to modern marketing.

**Never Eat Alone** by Keith Ferrazz

The textbook for effective networking.

### Getting to Yes

by Roger Fisher and William Ury Effective negotiation is a key start for every young corporate leader. Learn how to negotiate the right way.

## The Classics

### How to Win Friends and Influence People

by Dale Carnegie

Incredibly simple, yet effective advice that is timeless.

One Minute Manager by Ken Blanchard Simple tips on how to be an effective corporate manager.

The Essential Drucker by Peter Drucker A compilation of many years of work from arguably the most influential management thinker of our time. Think and Grow Rich by Napoleon Hill Regularly referenced, this book offers great tips on how to have the fulfilling life you dream of.

### 7 Habits of Highly Effective People

by Stephen Covey

A business genre classic with great fundamental lessons on how to be successful in whatever you do.