

The Power of **PROFITABLE** **CONVERSATIONS**



RECOMMENDED READING LIST

by AmyK

A FEW TITLES TO SPARK **NEW** PERSPECTIVES

Read at your own risk! ;-)

Self-Leadership

Synchronicity

Finding Your Own North Star

Improvisation for the Spirit

Happier

Learned Optimism

You are a Badass

The Resiliency Revolution

The Desire Map

The Power of Full Engagement

Leadership and Self-Deception

Dare to Lead

The Secrets Leaders Keep

Jaworski

Martha Beck

Katie Goodman

Tal Ben-Shahar

Martin Seligman

Jen Sincero

Jenny Evans

Danielle Laporte

Jim Loehr and Tony Schwartz

The Arbinger Institute

Brené Brown

AmyK Hutchens

Professional Leadership

Outliers

The Five Dysfunctions of a Team

Execution

The Oz Principle

Emotional Intelligence

Conversations Worth Having

Building a Story Brand

Malcolm Gladwell

Patrick Lencioni

Ram Charan

Craig Hickman

Daniel Goleman

Jackie Stavros and Cheri Torres

Donald Miller



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Brain

Brain Rules	John Medina
The Man Who Mistook His Wife for a Hat	Oliver Sacks
Inside the Brain	Robert Kotulak
A User's Guide to the Brain	John J. Ratey
How We Decide	Jonah Lehrer

Innovation

The Eureka Effect	David Perkins
A Whole New Mind	Daniel Pink
The Seventh Sense	William Duggan
Thinking Fast & Slow	Daniel Kahneman

Sales

The Challenger Sale	Matt Dixon and Brent Abramson
Silver Bullet Selling	G.A. Bartick

Presentation & Public Speaking

Story	Robert McKee
Resonate	Nancy Duarte
Talk Like Ted	Carmine Gallo

Communication

GET IT	AmyK Hutchens
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