

Leadership Resources

Drive by Dan Pink (also one of the top 10 TED Talks of all time)

The New York Times bestseller that gives readers a paradigm—shattering new way to think about motivation.

Most people believe that the best way to motivate is with rewards like money—the carrot-and-stick approach. That's a mistake, says Daniel H. Pink (author of *To Sell Is Human: The Surprising Truth About Motivating Others*). In this provocative and persuasive new book, he asserts that the secret to high performance and satisfaction—at work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.

Drawing on four decades of scientific research on human motivation, Pink exposes the mismatch between what science knows and what business does—and how that affects every aspect of life. He examines the three elements of true motivation—autonomy, mastery, and purpose—and offers smart and surprising techniques for putting these into action in a unique book that will change how we think and transform how we live.

Good to Great and the Social Sectors, Jim Collins

Monika read *Good To Great* and highly recommends that. This variant on that book is for social organizations on leadership qualities. It comes from interviewing organizations that delivered excellence and learning what they had in common.

Good to Great, Jim Collins

He and his research team interviewed companies that blew away their competitors and learned a lot about what makes a good leader and how to execute. This applies to social organizations too.

Managing with Power, Jeffrey Pfeffer - The Tom Sawyer Painting the Fence Book

Although much has been written about how to make better decisions, a decision by itself changes nothing. The big problem facing managers and their organizations today is one of implementation—how to get things done in a timely and effective way. Problems of implementation are really issues of how to influence behavior, change the course of events, overcome resistance, and get people to do things they would not otherwise do. In a word, power. *Managing With Power* provides an in-depth look at the role of power and influence in organizations. Pfeffer shows convincingly that its effective use is an essential component of strong leadership. With vivid examples, he makes a compelling case for the necessity of power in mobilizing the political support and resources to get things done in any organization. He provides an intriguing look at the personal attributes—such as flexibility, stamina, and a high tolerance for conflict—and the structural factors—such as control of resources, access to information, and formal authority—that can help managers advance organizational goals and achieve individual success.

The Progress Principle

Teresa Amabile is the Edsel Bryant Ford Professor of Business Administration and a Director of Research at Harvard Business School. Originally educated as a chemist, Teresa received her doctorate in psychology from Stanford University. She studies how everyday life inside organizations can influence people and their performance. Teresa's research encompasses

creativity, productivity, innovation, and inner work life – the confluence of emotions, perceptions, and motivation that people experience as they react to events at work.

Teresa has presented her research in many venues, including TEDx Atlanta. Visit the speaking page to watch the TEDx video. In 2011, Teresa was ranked 18 on the Thinkers 50, the definitive listing of the world's top business thinkers.