

# The Fundraising Leadership Guide To Essential Books, Audio Programs, and Other Resources

## Change Management:

- *Immunity to Change* by Robert Kegan and Lisa Lahey
- *The Three Laws of Performance*, Steve Zaffron and Dave Logan

## Coaching:

- *Co-Active Coaching* by Henry Kimsey-House, Karen Kimsey-House, Phillip Sandahl, and Laura Whitworth
- *The Coaching Habit* by Michael Bungay Stanier
- *Coaching for Performance*, John Whitmore
- *The Intuitive Way*, Penny Pierce
- *Loving What Is*, Byron Katie

## Communication Skills

- *Crucial Conversations*, Kerry Patterson, et. al.
- *Conversational Intelligence*, Judith Glaser
- *Nonviolent Communication*, Marshall Rosenberg
- *Getting To Yes*, Roger Fisher, et. al.

## Conflict:

- *Have a Nice Conflict* by Tim Scudder, Michael Patterson, and Kent Mitchell
- *Anatomy of Peace: Resolving the Heart of Conflict* by The Arbinger Institute

## Delivering Feedback:

- *Radical Candor* by Kim Scott (also a Podcast of the same name)

## Economics and Democracy

- *Economics in one Lesson*, Henry Hazlitt
- *The Road to Serfdom*, Friedrich Hayek

## Fundraising:

- *The Soul of Money* by Lynne Twist
- *The Eight Principles of Sustainable Fundraising*, Larry Johnson
- *The Chief Development Officer*, Ronald Schiller

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- *Spiritual Economics*, Eric Butterworth
- *The Go Giver*, Bob Burg and John David Man
- *Book Yourself Solid*, Michael Port
- *To Sell is Human*, Daniel Pink

#### **Habits:**

- *Better Than Before* by Gretchen Rubin
- *The Power of Habit* by Charles Duhigg
- *Excuses Begone*, Wayne Dyer

#### **Happiness:**

- *The How of Happiness* by Sonja Lyubomirsky
- *The Happiness Track* by Emma Seppälä
- *Opening the Door of Your Heart*, Ajahn Brahm
- *The Things you can see Only When You Slow Down*, Haemin Sunim
- *Don't Believe Everything You Think*, Bhikshuni Thubten Chodron
- *The Tao of Pooh*, Benjamin Hoff
- *The Art of Happiness*, His Holiness The Dalai Lama and Howard Cutler
- *The Four Agreements*, Don Miguel Ruiz

#### **Motivating Yourself and Others:**

- *Drive* by Daniel Pink
- *The Four Tendencies* by Gretchen Rubin. The Four Tendencies Quiz:
  - <http://www.surveygizmo.com/s3/3163256/Gretchen-Rubin-s-Quiz-The-Four-Tendencies-Fall2016>

#### **Leadership:**

- *Tribal Leadership* by Dave Logan, John King, and Halee Fischer-Wright
- *Multipliers: How the Best Leaders Make Everyone Smarter* by Liz Wiseman
- *Leadership and Self Deception*, The Arbinger Institute
- *The 15 Commitments of Conscious Leadership*, Jim Dethmer, et. al.
- *The Power of Vulnerability*, Brene Brown

#### **Management**

- *The Five Dysfunctions of a Team*, Pat Lencioni
- *Death by Meeting*, Pat Lencioni
- *The First 90 Days*, Michael Watkins
- *Throwing the Elephant*, Stanley Bing
- *Emotional Intelligence*, Daniel Goleman
- *Be Quick, But Don't Hurry*, Andrew Hill and John Wooden

### **Personal Growth and Development:**

- *Think and Grow Rich*, Napoleon Hill
- *Success Through a Positive Mental Attitude*, Napoleon Hill and W. Clement Stone
- *Barking up the Wrong Tree*, Eric Barker
- *The Psychology of Performance*, The Great Courses
- *The Daily Stoic*, Ryan Holiday and Stephen Hanselman
- *Unbeatable Mind*, Mark Divine
- *Letting Go*, David Dawkins
- *The Artist's Way*, Julia Cameron
- *How to Win Friends and Influence People*, Dale Carnegie
- *Positive Intelligence*, Shirzad Chamine. The Saboteur Assessment
  - <https://www.positiveintelligence.com/assessments/>
- *The Seven Habits of Highly Effective People*, Stephen Covey
- *The Meditations of Marcus Aurelius*, Marcus Aurelius
- *The Power of Now*, Eckhart Tolle
- *Change Your Thoughts - Change Your Life*, Wayne Dyer

### **Time Management and Personal Organization**

- *Zen to Done*, Leo Babauta
- *Zen Habits*, Leo Babauta
- *Essentialism*, Greg McKeown
- *Don't Sweat the Small Stuff*, Richard Carlson
- *Getting Things Done*, David Allen

### **Values and Purpose**

- *The Alchemist*, Paulo Coelho
- *A New Earth*, Eckhart Tolle
- *Man's Search for Meaning*, Viktor Frankl