

# Storey Communications Reading List

<http://www.storeycomms.com/>

Autumn, 2016

## Leadership

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Adler, Gordon. *Financial Times Briefing on Management Communication*. Harlow: Financial Times Prentice Hall, 2010.

Campbell, Alastair. *Winners: And How They Succeed*. London, United Kingdom: Hutchinson, 2015.

Dezenhall, Eric and John Weber. *Damage Control: Why Everything You Know about Crisis Management Is Wrong*. United States: Portfolio Hardcover, 2007.

Esler, Gavin. *Lessons from the Top: The Three Universal Stories That All Successful Leaders Tell*. London, United Kingdom: Profile Books, 2013.

Goleman, Daniel. *Emotional intelligence & working with emotional intelligence*. London: Bloomsbury Publishing PLC, 2004.

Goleman, Daniel. *Social Intelligence: [the New Science of Human Relationships]*. London: Arrow Books, 2007.

Goleman, Daniel, Richard E. Boyatzis, and Annie McKee. *The New Leaders: Transforming the Art of Leadership into the Science of Results*. London: Time Warner Paperbacks, 2003.

Kouzes, James M. and Barry Z Posner. *The Leadership Challenge: How to Make Extraordinary Things Happen in Organizations (J-B Leadership Challenge: Kouzes/Posner)*. 5th ed. San Francisco, CA: Wiley, John & Sons, 2012.

Leighton, Allan and Teena Lyons. *On Leadership: Practical Wisdom from the People Who Know*. London, United Kingdom: Random House Business Books, 2008.

Levine, Rick, Christopher Locke, Doc Searls, David Weinberger, Jake McKee, J. P. Rangaswami, and Dan Gillmor. *The Cluetrain Manifesto: 10th Anniversary Edition*. 10th ed. New York, NY, United States: Basic Books, 2011.

Northouse, Peter G and Western Michigan. *Introduction to Leadership: Concepts and Practice*. 3rd ed. Thousand Oaks, CA, United States: Sage Publications, 2014.

Gladwell, Malcolm. *Outliers: The Story of Success*. London: Penguin Books, 2009.

Robertson, Brian J. *Holacracy: The Revolutionary Management System That Abolishes Hierarchy*. London, United Kingdom: Portfolio Penguin, 2015.

## Advocacy, persuasion and argument

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Cialdini, Robert B. *Influence: The Psychology of Persuasion*. New York: Imprint of HarperCollins, 2007.

Fielding, Henry, Aristotle, and Hugh Lawson-Tancred Aristotle. *The Art of Rhetoric: Art of Rhetoric*. Edited by Hugh Lawson-Tancred. London, England: Penguin Group (USA), 1991.

Hardman, David J. *Judgment and Decision Making: Psychological Perspectives (BPS Textbooks in Psychology)*. Malden, MA: Blackwell Publishers, 2008.

Kolenda, Nick. *Methods of Persuasion: How to Use Psychology to Influence Human Behavior*. Princeton, NJ, United States: Kolenda Entertainment, 2013.

Maister, David H, Charles H Green, and Robert M Galford. *The Trusted Advisor*. London: Free Press, 2002.

Priestley, Daniel. *Key Person of Influence (revised Edition): The Five-Step Method to Become One of the Most Highly Valued and Highly Paid People in Your Industry*. New York, NY, United States: Rethink Press, 2014.

Toye, Richard. *Rhetoric: A Very Short Introduction*. Oxford: Oxford University Press, 2013.

Ullmen, John, Glenn Rupert M S, Ullmen Ph. D, and Rupert M. S. John. *Who Wins Conflict?* New York, NY, United States: Xlibris Corp, 2009.

Vavreck, Lynn. *The Message Matters: The Economy and Presidential Campaigns*. United States: Princeton University Press, 2009.

Voss, Chris and Tahl Raz. *Never Split the Difference: Negotiating as If Your Life Depended on It*. London, United Kingdom: Random House Business Books, 2016.

Duhigg, Charles. *The Power of Habit: Why We Do What We Do, and How to Change*. London: Random House Books, 2013.

Malhotra, Deepak and Max H Bazerman. *Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond*. New York: Bantam Dell Publishing Group, Div of Random House, 2008.

Syed, Matthew. *Bounce: Beckham, Serena, Mozart and the Science of Success*. London: HarperCollins Publishers, 2011.

## **Communications and the Brain (Fight, Flight, Freeze)**

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Amthor, Frank. *Neurobiology for Dummies*. United States: John Wiley & Sons, 2014.

Amthor, Frank. *Neuroscience for Dummies (for Dummies (lifestyles Paperback))*. Toronto: J. Wiley & Sons Canada, 2012.

Damasio, Antonio. *Descartes' Error: Emotion, Reason and the Human Brain*. London: Vintage, England, 2006.

Kahneman, Daniel. *Thinking, Fast and Slow*. London: Penguin Press/Classics, 2012.

Rolls, Edmund T. *Emotion and Decision Making Explained*. Oxford: Oxford University Press, 2013.

Whalen, Paul J. and Elizabeth A. Phelps, eds. *The Human Amygdala*. New York: Guilford Publications, 2009.

Chabris, Christopher F. and Daniel J. Simons. *The Invisible Gorilla and Other Ways Our Intuition Deceives Us. Christopher Chabris and Daniel Simons*. London, United Kingdom: HarperCollins Publishers, 2011.

## Communications and Change

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Bevan, Richard. *Changemaking: Tactics and Resources for Managing Organizational Change*. Seattle: Createspace, 2011.

Bridges, William. *Managing Transitions: Making the Most of Change*. 3rd ed. London: Nicholas Brealey Publishing, 2009.

Kotter, John P. *Leading Change, with a New Preface by the Author*. Boston, MA: Harvard Business Review Press, 2012.

## Body Language

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Morris, Desmond. *Peoplewatching: The Desmond Morris Guide to Body Language*. London: Vintage, 2002.

Navarro, Joe and Marvin Karlins. *What Every BODY Is Saying: An Ex-FBI Agent's Guide to Speed-Reading People*. New York, NY: William Morrow Paperbacks, 2008.

Pease, Allan and Barbara Pease. *Body Language in the Workplace*. Farnham, United Kingdom: Orion (an Imprint of The Orion Publishing Group Ltd ), 2011.

## Collective Behaviour

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Anderson, Benedict O'G R. *Imagined Communities: Reflections on the Origin and Spread of Nationalism*. 7th ed. New York: Verso Books, 1991.

Frith, Christopher D. *Making up the Mind: How the Brain Creates Our Mental World*. Malden, MA: Wiley-Blackwell (an imprint of John Wiley & Sons Ltd), 2007.

Godin, Seth. *Tribes*. London: Piatkus Books, 2008.

Lippmann, Walter. *Public Opinion*. College Station, TX, United States: Watchmaker Publishing, 2013.

## Coaching

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Brann, Amy. *Neuroscience for Coaches: How to Use the Latest Insights for the Benefit of Your Clients*. London, United Kingdom: Kogan Page, 2014.

Luecke, Richard and Harvard Business School Press. *Coaching and Mentoring: How to Develop Top Talent and Achieve Stronger Performance*. 7th ed. Boston, MA: Harvard Business School Press, 2004.

## How you think about and present yourself

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Chritton, Susan. *Personal Branding for Dummies*. United States: John Wiley & Sons, 2014.

Parker, Michael. *It's Not What You Say It's the Way You Say It: How to Sell Yourself When It Really Matters*. United Kingdom: Vermilion, 2014.

Peters, Steve and Michael Peters. *The Chimp Paradox: The Acclaimed Mind Management Programme to Help You Achieve Success, Confidence and Happiness [Paperback]*. London: Vermilion, 2012.

Syed, Matthew. *Black Box Thinking: Marginal Gains and the Secrets of High Performance*. London, United Kingdom: John Murray Publishers, 2016.

Westfall, Chris. *The New Elevator Pitch*. United States: Marie Street Press, 2012.

## **Writing, documents and presentations**

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Collins, Philip. *The Art of Speeches and Presentations: The Secrets of Making People Remember What You Say*. United Kingdom: Wiley, John & Sons, 2012.

Fowler, H. W., ed. *A Dictionary of Modern English Usage*. 2nd ed. New York: Oxford University Press, 1983.

Harvard, Essentials and Harvard Business School Press. *Strategy: Create and Implement the Best Strategy for Your Business (Harvard Business Essentials Series)*. Edited by Business Essentials Harvard. Boston, MA: Harvard Business School Press, 2005.

Jones, Conrad. *How to Write a Novel in 90 Days. (a Tried and Tested System by a Prolific Author): Written by a Published Author Who Has Been There and Done It over a Dozen Times!* United States: Createspace, 2013.

William M. Keith, and Christian O. Lundberg. *The Essential Guide to Rhetoric*. New York, NY, United States: Bedford/St. Martin's, 2008.

King, Stephen. *On Writing: A Memoir of the Craft*. London: Hodder & Stoughton General Division, 2012.

Leith, Sam. *You Talkin' to Me? The Art of Persuasion from Aristotle to Obama*. London: Profile Books, 2011.

MacArthur, Brian and Brian MacArthur Various. *The Penguin Book of Historic Speeches*. London, United Kingdom: Penguin Group (USA), 1996.

Alexander Osterwalder, Alan Smith, Tim Clark, Patrick van der Pijl, and Yves Peigner. *Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers*. 2nd ed. Chichester, United Kingdom: John Wiley & Sons, Inc., 2010.

Sibbett, David. *Visual Meetings: How Graphics, Sticky Notes and Idea Mapping Can Transform Group Productivity*. Chichester, United Kingdom: Wiley, John & Sons, 2010.

Strunk, William I. and E B White. *The Elements of Style with Revisions, an Introduction, and a Chapter on Writing*. 4th ed. Toronto: Allyn and Bacon, 1999.