

Recommended Reading

I consider myself a learner and I like to read. I have gained so many ideas that have helped me in my career and that I now like to pass on to my clients.

There have been so many valuable books that there is no way to list them all. The books on this list, I have consistently referred to for ideas. If you choose to read some, I'm sure they will help you also.

Books

David Allen — *Getting Things Done*
Ron Carson — *Tested in the Trenches*
Jim Collins — *Good to Great*
Jim Collins — *Great by Choice*
Geoff Colvin — *Talent is Overrated*
Stephen Covey — *The 7 Habits of Highly Effective People*
Stephen Covey — *First Things First*
Richard Hamermesh — *Making Strategy Work*
Gary Harpst — *Six Disciplines for Excellence*
Roman Hiebing, Jr. and Scott Cooper — *The Successful Marketing Plan*
Richard Koch — *The 80/20 Principle*
Steve Levinson and Pete Greider — *Following Through*
Neil Fiore — *Overcoming Procrastination*
Kenny Gleeson — *The Personal Efficiency Program*
Dr. Eugene Griessman — *Time Tactics of Very Successful People*
David J. Mullen — *The Million Dollar Financial Services Practice*
Roger von Oech — *A Kick in the Seat of the Pants*
Robin Phillips, et. al. — *Brains on Fire*
Jack J. Phillips — *Coaching for Extraordinary Results*
Michael Port — *Book Yourself Solid*
David J. Schwartz — *The Magic of Thinking Big*
Hyrum W. Smith — *The 10 Natural Laws of Successful Time and Life Management*
George A. Steiner — *Strategic Planning*
Dorothy Strachan — *Process Design*
Lee Silber — *Time Management for the Creative Person*
Brian Tracy — *Goals!*
Brian Tracy — *Eat That Frog!*
Bob Wall, et. al. — *The Visionary Leader*

Recommended Reading, page 2

Articles

Don Vaddewalle — "Goal Orientation: Why Wanting to Look Successful Doesn't Always Lead to Success." *Organizational Dynamics*, Vol. 30, No. 2 pp 162-171, 2001

Peter M. Gollwitzer — "The Power of Planning: Effective Self-Regulation of Goal Striving." *Grundlage Fur den Vortrag am ZEW Mannheim 17 Mai 2008*

Peter A. Heslin — "Practical Application of Goal-Setting Theory to Performance Management." *Performance Management*, Chapter 3

Edwin A. Locke and Gary P. Latham — "New Directions in Goal-Setting Theory." *Association for Psychological Science*, Vol. 15, No 5, 2006

Edwin A. Locke and Gary P. Latham — "Building a Practically Useful Theory of Goal Setting and Task Motivation: A 25-Year Odyssey."
<http://faculty.washington.edu/jancqf/goalsetting.html>