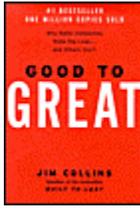
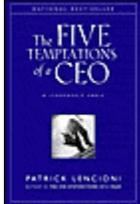
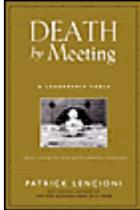
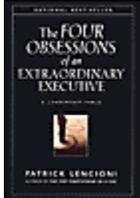
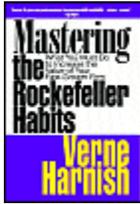
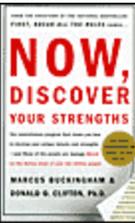
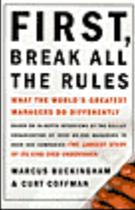
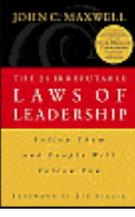
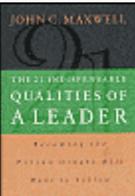
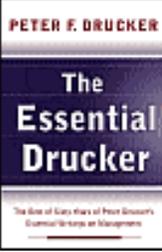
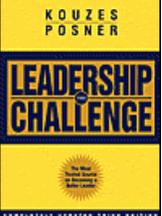


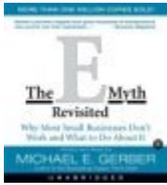
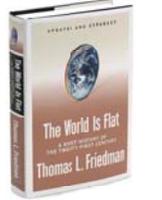
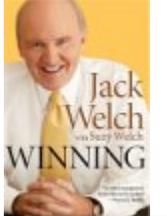
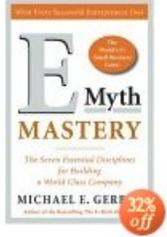
Prafulla's Library

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|  | <p>JANUARY 2002: Based on an extensive five-year study conducted by Collins and a research team he affectionately refers to as "the Chimps," <i>Good to Great</i> defines and analyzes the practices that allowed 11 companies to make the rare transition from solid to outstanding performance. One of the first surprises of the book is the list of companies Collins focuses on: Circuit City, Gillette, Walgreens, and Wells Fargo haven't been touted as top performers in that way that GE or Coca-Cola, for instance, have. Nonetheless, the companies chosen have all met the rigorous criteria that Collins developed to measure the good-to-great transition. Some of the other revelations in the book concern the lack of correlation between executive compensation and corporate performance; the fact that technology did not in itself engender corporate transformation; and the scant attention that these upward-trending companies paid to such issues as managing change or motivating people.</p> |
|  | <p>DECEMBER 2001: In an intense and often combative exchange, the two debate fundamental issues faced by all leaders—issues involving personal integrity and effectiveness in the ongoing struggle for success. While some of these topics have been bandied about in the leadership literature for years, in <i>The Five Temptations of a CEO</i> they actually begin to make sense. Lencioni delivers a provocative message. CEOs mainly have themselves to blame when things go wrong. If you're a CEO (or a manager for that matter), do you have the courage to face it? Doing so could change your future -- for the better.</p> |
|  | <p>APRIL 2003: The thought of meetings makes most business people miserable, but they're a critical and unavoidable part of what we do. Through fictional narrative, modeling, and practical solutions, Lencioni shows how to turn meetings from painful and tedious to productive, compelling, and even energizing. The story follows an executive who finds his job on the line and his future dependent on his ability to dramatically improve his disastrous meetings. An irreverent graduate student comes into the picture with fresh ideas and a new perspective to help the executive turn things around.</p> |
|  | <p>APRIL 2003: In this book, Lencioni's focus is on a leader's crucial role in building a healthy organization -- an often overlooked but essential element of business life that is the linchpin of sustained success. Readers are treated to a story of corporate intrigue as Rich O'Connor, fictional CEO of technology consulting company Telegraph Partners, faces a leadership challenge so great that it threatens to topple his company, his career, and everything he holds true about what makes a leader.</p> |
|  | <p>NOVEMBER 2003: This is a story about a fictional Silicon Valley company that calls upon a seasoned senior executive to restore the output from a dysfunctional team. You learn about the critical factors that cause dysfunctional teams and are given some insight into dealing with them. Entertaining, clever and worth the time.</p> |
|  | <p>APRIL 2003: Business guru Verne Harnish's firm Gazelles has brought hundreds of businesses to fast-growth profitability. Now he shares entrepreneurial secrets in this must-read business primer. Harnish has discovered John D. Rockefeller's underlying strategy. Further study uncovered three winning habits:</p> <ul style="list-style-type: none"> • Priorities: A few rules remain consistent with a firm's core values and long-term goal. Others change regularly -- what Harnish calls the Top 5 and Top 1 of 5. • Data: Key metrics should be measured over time (Smart Numbers); short-term metrics provide a tighter focus on an aspect of the business (Critical Numbers). • Rhythm: A well-organized set of meetings keeps everyone aligned and accountable. |

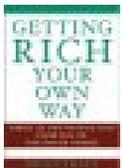
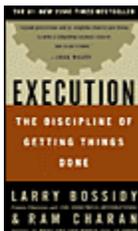
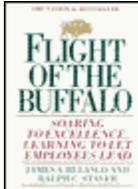
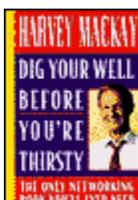
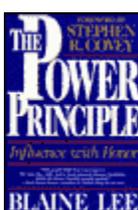
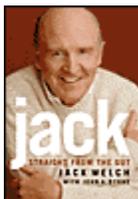
Prafulla's Library

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|  | <p>DECEMBER 2003: Buckingham and Clifton begin with a look at the lives of a few famous people -- Bill Gates, Tiger Woods, Warren Buffett -- who've turned their inner passions and drives into successful careers. But they also share the stories of some more ordinary folks: Sherie, for example, loved the idea of being a doctor but found that she disliked being around seriously ill people. She ultimately became a dermatologist, thereby putting her talent for healing into action without trying to "correct" the feelings that would have made her less effective working as an oncologist or an emergency room physician. These personal stories lead the authors into a larger discussion of strength building, a skill they view as necessary to happiness and achievement at work.</p> |
|  | <p>MARCH 2005: Buckingham and Coffman explain how the best managers select an employee for talent rather than for skills or experience; how they set expectations, how they motivate people by building on each person's unique strengths; and, finally, how great managers find the right fit for each person, not the next rung on the ladder.</p> |
|  | <p>MARCH 2001: Insights into the how of leadership.</p> |
|  | <p>DECEMBER 2000: According to Maxwell knowing how to lead is only half the battle. Understanding leadership and actually leading are two different activities. The key to transforming yourself from understanding leadership to becoming a successful leader is character. Your character qualities activate and empower you leadership ability – or stand in the way of your success.</p> |
|  | <p>JUNE 2006: "Not to know how to manage," writes Peter Drucker, "is the single largest reason for the failure of new ventures." Anyone who feels a need to learn more about the practice and discipline of management would do well to consult this book, a collection of eloquent and insightful essays that spans the 60-year length of Drucker's career. One of the pleasures of this volume is Drucker's continual emphasis on enduring principles (the importance of structure, the need to develop disagreement) and values (employers must lead rather than manage, focus should remain on the work instead of the personalities that organize it.) One of Drucker's seemingly radical statements -- "The manager is a servant" -- nicely encapsulates much of his philosophy: The institution being managed, the work that needs to be done, the creation of an effective organization -- these are the true masters in any corporate environment.</p> |
|  | <p>FEBRUARY 2006: The Leadership Challenge by Kouzes and Posner remains one of the best leadership books in circulation today. The one thing that I love about all of Kouzes and Posner's books is that the principles that they espouse can be broken down into a number of practices and are thus made easier to remember. For instance, in this book, the Leadership Challenge I remember the five practices of leadership through the Acronym MICEE as in (1) Model the Way (2) Inspire a Shared Vision (3) Challenge the Process (4) Enable others to act and (5) Encourage the heart. These are practical principles that all leaders can live by. If you don't have it, get it, you won't regret it.</p> |

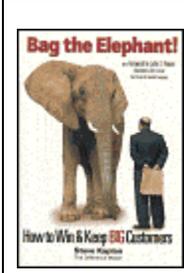
Prafulla's Library

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|  | <p>APRIL 2005: In this first new and totally revised edition of the 150,000-copy underground bestseller, <i>The E-Myth</i>, Michael Gerber dispels the myths surrounding starting your own business and shows how commonplace assumptions can get in the way of running a business. Next, he walks you through the steps in the life of a business—from entrepreneurial infancy, through adolescent growing pains, to the mature entrepreneurial perspective, the guiding light of all businesses that succeed—and shows how to apply the lessons of franchising to any business, whether or not it is a franchise. Finally, Gerber draws the vital, often overlooked distinction between working on your business and working in your business. After you have read <i>The E-Myth Revisited</i>, you will truly be able to grow your business in a predictable and productive way</p> |
|  | <p>JANUARY 2006: What Friedman means by "flat" is "connected": the lowering of trade and political barriers and the exponential technical advances of the digital revolution that have made it possible to do business, or almost anything else, instantaneously with billions of other people across the planet.</p> |
|  | <p>MARCH 2007: This book offers a rare blend of boardroom strategies, employee motivation tips, community involvement, and customer satisfaction-for a full-bodied experience that really pays off. It's the perfect business model to give your company a taste of success. A rich mix of ideas for businesses that want to learn how to apply the secret behind Starbucks' phenomenal vision, creativity, and leadership within their company and in their field. It demonstrates the power of emphasizing the company's core values</p> <ol style="list-style-type: none"> 1: Make it Your Own! 2: Everything Matters 3: Surprise and Delight 4: Embrace Resistance 5: Leave Your Mark |
|  | <p>APRIL 2005: <i>Winning</i> is destined to become the bible of business for generations to come. It clearly and succinctly lays out the answers to the most difficult, important questions people face both on and off the job. Welch's objective is to speak to people at every level of the organization, in companies large and small. His audience is everyone from line workers to college students and MBAs, from project managers to senior executives. He describes his core business principles and devotes most of <i>Winning</i> to the real "stuff" of work--how to lead, hire, get ahead, even write a budget. Welch's optimistic, no excuses, get-it-done mind set is riveting. His goal is to help anyone and everyone who has a passion for success.</p> |
|  | <p>APRIL 2005: Building on the groundbreaking principles of <i>The E-Myth Revisited</i>, this book presents a practical, real-world program that can be implemented in real time in your business. Developed over decades with thousands of successful clients, Gerber's program for entrepreneurial mastery takes the popular E-Myth point of view to its completion. Beginning with the vitality of the entrepreneurial spirit and vision, <i>E-Myth Mastery</i> explores the critical roles of passion, purpose, and practice in the success of any enterprise</p> |
|  | <p>DECEMBER 2001: Collins and Porras begin by defining the type of organizations they intend to examine. American Express, Ford, GE, Nordstrom, and Walt Disney are some of the 18 visionary companies -- widely admired, crown-jewel institutions that were founded before 1950 and have left "an indelible imprint on the world in which we live" -- to fall into the purview of their study. The authors then proceed to offer 12 management myths shattered by their research into these companies. Perhaps the most significant of these debunked pieces of conventional wisdom is the idea that change is the sole constant in the business world. Instead, Collins and Porras argue, "a visionary company almost religiously preserves its core ideology -- changing it seldom, if ever." From this adherence to a fundamental set of beliefs or a deeply held sense of self-identity comes the discipline and drive that enables a company to succeed in rapidly changing, volatile environments.</p> |

Prafulla's Library

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|  | <p>SEPTEMBER 2004: A book about real stories of successful people who started out with nothing and ended up living their financial dreams. Filled with creative ideas about accumulating and protecting wealth over the long-term, how to sell and how to start a business.</p> |
|  | <p>JUNE 2004: Larry Bossidy and Ram Charan show how to get the job done and deliver results. They show the importance of being deeply and passionately engaged in an organization and why robust dialogs about people, strategy, and operations results in a business based on intellectual honest and realism. They highlight the leader's most important job: selecting and appraising people.</p> |
|  | <p>DECEMBER 1996: This book is about change. How nimble competition outmaneuvers organizations. How an organization can become more focused, more flexible, and more productive. How a manager can create an atmosphere of quality, customer satisfaction, and success. How to empower workers.</p> |
|  | <p>JULY 2001: This book is about building networks and reaching out. It talks about:</p> <ul style="list-style-type: none"> • What kinds of networks exist • How to start a network • How to downsize your list • How to track favor done and owed • What can you do if you are not good with small talk |
|  | <p>JUNE 2004: Dr. Blaine Lee, an extraordinary teacher, shows how principle-centered power is the ability to influence others' behavior, not to control, change, or manipulate it. Power is something other people feel in your presence because of what you are as well as what you can do, what you stand for, and how you live your life. When you honor others, they will honor you. Lee shows you how to overcome powerlessness, create legitimate power and influence with honor, and create a legacy that will outlast you in the lives of the people you care the most about.</p> |
|  | <p>DECEMBER 2001: The authors demonstrate how involving employees in business planning and giving them a financial stake in the outcome of their work can reap amazing benefits. Some costs are undoubtedly associated with this strategy and there may be other problems related to "laying out the books" for all to see.</p> |
|  | <p>JUNE 2004: As he reveals firsthand for the first time, Welch does it through the sheer force of his personality, together with a passion for and a keen attention to details. He does it because he encourages near-brutal candor in the meetings he holds to guide the company through each work year. With one of the most successful and influential careers in business ever, Jack Welch reveals the strategies and philosophies that put him at the top.</p> |

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APRIL 2006: Have you ever dreamed of landing that huge account — the monster contract that dwarfs any deals you've made previously, dramatically increasing the size of your profits? "Bagging the Elephant" brings you new, deeper streams of revenue, and keeping that Elephant happy ensures profits for years to come. If you are the owner of a small or medium-sized business, business expert Steve Kaplan shows you how to find the right Elephant for your business and business needs, navigate your way through huge companies, identify and secure internal champions, build strong alliances, and position your selling approach for maximum effectiveness. Are you afraid that your company's culture won't be a good match for an Elephant's culture? *Bag the Elephant* explains how to align them to get the most out of your relationship. Are you having trouble finding the right decision maker in a prospect's company? Kaplan also shows you how to use the Elephant's inherent bureaucracy to your advantage.