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2022 RIGHTS GUIDE

**Connecting people and ideas
to create a world that works for all**

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Maria Jesus Aguilo (left)

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Simple Truths of Leadership

52 Ways to Be a Servant Leader and Build Trust

Ken Blanchard and Randy Conley

On Sale Date: 2/1/2022

Page Count: 192

Leadership legend and multi-million-copy bestselling author Ken Blanchard returns with a collection of his greatest wisdom, offering 52 essential leadership principles that are easy to implement and practice.

Effective leadership comes down to implementing every day, commonsense practices to help organizations thrive—and yet so many leaders are still missing these fundamental principles from their personal and professional lives. Renowned business experts Ken Blanchard and Randy Conley disclose the simple truths about leadership they have gathered over their long and distinguished careers to help bring common sense into common practice.

Featuring two sections—servant leadership and building trust—this book is a collection of Blanchard's greatest hits. It is complete with a self-assessment and chock-full of profound and memorable leadership wisdom, such as:

- The key to developing people is to catch them doing something right and praise their progress.
- Create autonomy through effective boundaries that channel the individual's power and energy.
- Model servant leadership by owning mistakes and accepting responsibility.
- Use different strokes (leadership styles) for different folks, depending on their commitment and competence.

This book will help readers make a difference in their own life and the lives of those they influence.

BESTSELLING AUTHOR: Ken Blanchard is a world-renowned leadership and business expert, and he has authored or coauthored more than sixty books that have sold more than 21 million copies.

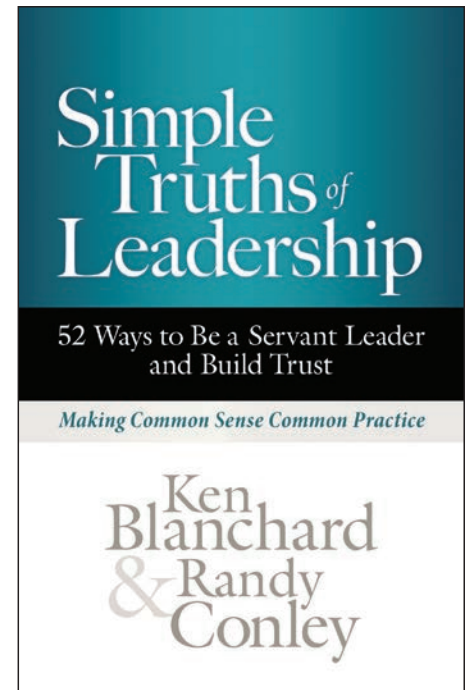
DYNAMITE CO-AUTHOR: Randy Conley has an impressive and far-reaching reputation and personal following in the business world, with nearly 11.5k followers on Twitter.

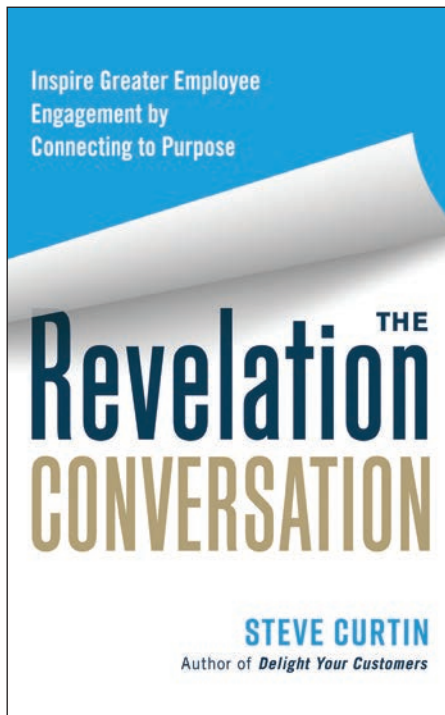
WARM AND WITTY: Ken Blanchard is renowned for his big-hearted, folksy style, both in print and in person, and this book captures its essence better than any of his other titles.

LEADERSHIP LESSONS: This book is essential for leaders and aspiring leaders. It guides managers and executives on how to overturn the traditional organizational pyramid and practice servant leadership instead. This approach leads to great relationships and great results.

KEN BLANCHARD is one of the most influential leadership experts in the world. He is cofounder and Chief Spiritual Officer of The Ken Blanchard Companies,[®] a leading international training and consulting firm, and the coauthor of the iconic bestseller *The New One Minute Manager*.[®] He has authored more than sixty other books that have combined sales of more than twenty-one million copies in forty-two languages. In 2005, Ken was inducted into Amazon's Hall of Fame as one of the top twenty-five bestselling authors of all time. Residence: Escondido, CA

RANDY CONLEY is the Vice President of Client Services for The Ken Blanchard Companies. He is a founding member of the Alliance of Trustworthy Business Experts, and Inc.com named him a Top 100 Leadership Speaker. Randy is a contributing author of three books. Residence: Escondido, CA





The Revelation Conversation

Inspire Greater Employee Engagement by Connecting to Purpose

Steve Curtin

Author of *Delight Your Customers*

On Sale Date: 4/12/2022

Page Count: 240

Help employees make a personal connection between what they do and your company's mission and purpose, and watch engagement, creativity, and customer satisfaction skyrocket.

Leaders and managers—especially those with customer-facing employees—want engaged, positive employees who are filled with purpose. The problem is they falsely assume that simply regurgitating the corporate mission statement at meetings and performance reviews is enough—employees will make the connection between those high ideals and their daily tasks. But most of the time, they don't. Instead, they give lip service to purpose, and initiatives go nowhere.

The solution is the “Revelation Conversation.” In these one-on-one meetings, executives work with employees to take those words off the wall and into their day-to-day work lives. Revelation Conversations make purpose tangible, help employees see how the sometimes, mundane functions they carry out connect not only to an inspiring collective purpose, but can reflect their personal goals and aspirations as well.

Steve Curtin shows how leaders at all levels and in any industry can conduct energizing, motivating Revelation Conversations with their direct reports. When purpose becomes personal, the result is greater enthusiasm, creativity, and satisfaction, for employees and leaders alike.

RESPECTED AUTHOR: Steve Curtin is the bestselling author of *Delight Your Customers* and was recently rated #4 by Global Guru on its annual listing of the Top 30 experts in the world on the topic of customer service.

EVERGREEN TOPIC: Imbuing employees with a sense of purpose is a perennial challenge for leaders—how do you do it without coercion or provoking a cynical reaction? This book offers a simple, proven method.

CASE EXAMPLES FROM LEADING COMPANIES: Uses extensive case studies from Marriott to Patagonia to Disney to Bombas.

STEVE CURTIN is the author of the bestselling *Delight Your Customers* and is a globally known expert and speaker on customer service and leadership. Curtin was rated fourth by Global Guru on its annual listing of the top thirty experts in the world on the topic of customer service. Before beginning his company, he had a twenty-year career with Marriott International. His current clients include NAPA, Public Storage, TJ Maxx, and HealthOne. • Residence: Aurora, CO

Reach

Create the Biggest Possible Audience for Your Message, Book, or Cause

Founder and CEO of Weaving Influence

Becky Robinson

On Sale Date: 4/19/2022

Page Count: 192

Cut through the noise and create the biggest possible audience for your work. Learn a proven method for expanding your reach online so you can make a meaningful difference for others.

Anyone who makes the bold decision to put their ideas out into the world wants to reach as many people as possible. Unfortunately, too many think it's a question of numbers—the more people you can get in front of, the better. But if you try to reach everybody, you won't really connect with anybody. To make a difference, you need to target the people who will most benefit from what you have to say. Ultimately, it's much better to be famous to a few than meh to the many. Becky Robinson, a digital marketing pioneer, provides a four-part framework for carefully cultivating and growing a following:

- Value: delivering a clear message that is memorable and helpful
- Consistency: creating and sharing valuable content regularly
- Longevity: keeping the long-term view—it's a marathon, not a sprint
- Generosity: giving more away helps you to reach more people

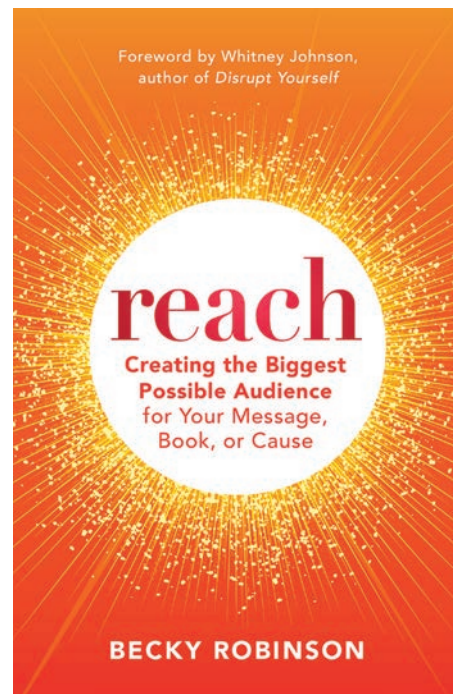
While your audience may be modest, at least at first, they will be eager to hear from you and delighted to spread the word. By identifying and providing value to your core audience, your message will have the greatest possible impact. Whether you are starting out or have been actively cultivating your community, you will find valuable advice on how to expand your reach.

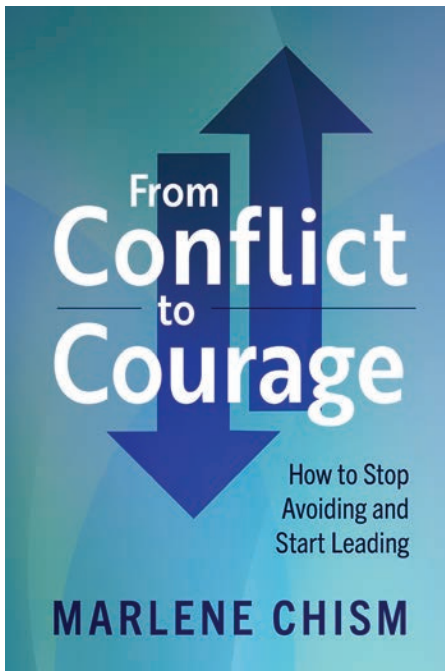
PIONEERING AND KNOWLEDGEABLE AUTHOR: Becky Robinson leads one of the first all-digital book marketing agencies and has worked on promoting scores of books, by authors like Ken Blanchard, Whitney Johnson, and Brian Tracy. She knows the book industry inside-out and will leverage that knowledge to promote the book.

NEEDED MESSAGE: It is harder than ever to get people's attention—Robinson offers a fool-proof method for finding your audience.

TARGETED AT THE ASPIRING AND EXPERIENCED: This book will appeal to aspiring authors, entrepreneurs, and thought leaders, plus those feeling stuck who need inspiration to expand their reach.

BECKY ROBINSON is founder and CEO of Weaving Influence, a digital marketing agency working with authors, thought leaders, trainers, coaches, consultants, nonprofits, and training organizations since 2012. She has launched more than 150 books and provided ongoing digital marketing support to hundreds of clients. Her work at Weaving Influence has been the workshop for the ideas that fill this book. •Residence: Lambertville, MI





From Conflict to Courage

How to Stop Avoiding and Start Leading

Marlene Chism

On Sale Date: 5/3/2022

Page Count: 240

Conflict is workplace kryptonite—learn how to build your personal and organizational conflict capacity so you can turn conflict into an opportunity for growth.

Unresolved conflict wastes time, inhibits productivity, hampers team performance, and negatively affects business outcomes. The only way for leaders to productively manage conflict is to expand their capacity for it. This book is a complete guide to building conflict capacity in any organization.

Marlene Chism shows that conflict capacity is a combination of three elements: Culture; the Inner Game, and the Outer Game. The culture must support leaders in initiating accountable conversations; The inner game is about the leader's tolerance to withstand the emotional storm; and the outer game is the developed skills and abilities to communicate, coach, and mediate conflict to a desired end-result.

Chism teaches readers how to build all three elements of conflict capacity. Readers will be able to approach difficult conversations and work with high-conflict people while overcoming their internal and external barriers to give them better emotional integrity and a clearer vision for the future of their organization.

ESTABLISHED AUTHOR: Marlene Chism is a longtime trusted voice on conflict and drama in the workplace.

EVERGREEN TOPIC: This book speaks to a pain point that every workplace and leader struggles with on a regular basis.

HOLISTIC APPROACH: Instead of tools for troubleshooting conflicts one at a time, Chism offers a systemic skill set that anyone can work on at any time to increase their capacity to deal with conflict.

MARLENE CHISM is founder and CEO of Marlene Chism Consulting, a company designed to help people build drama-free workplace cultures that drive growth and reduce costly mistakes. Marlene is an advanced practitioner in narrative coaching, and her expertise includes leadership development, conflict management, strategic communication, and more. Marlene is a seasoned professional speaker, and her transformational message of personal responsibility and alignment is making its way around the globe at leadership academies, corporate retreats, association conferences, and customized webinars. She is the author of three books, including *Stop Workplace Drama* and *No-Drama Leadership*. • Residence: Springfield-Branson, Missouri

Begin Boldly

How Women Can Reimagine Risk, Embrace Uncertainty, and Launch a Brilliant Career

Christie Hunter Arscott

On Sale Date: 5/10/2022

Page Count: 224

Learn how to take the right risks for lasting career success—this book offers a framework for making bold moves intelligently and overcoming systemic workplace inequity.

Many women enter the workforce feeling like they can never make a mistake, and as a result, they don't take risks in the crucial early stages of their careers. Women, and BIPOC women especially, are disproportionately penalized for mistakes, so any risk begins to feel like a bad risk.

Longtime DEI practitioner Christie Hunter Arscott equips readers with the ability to differentiate between reckless and intelligent risks using an actionable model built around three mindsets: a curious mindset, a courageous mindset, and an agile mindset. With a step-by-step method for taking risks, making refinements, and assessing rewards, Arscott's approach gives women a flexible and repeatable framework to guide them through this critical career skill.

A 2019 KPMG study found that fewer than 43 percent of women surveyed were willing to take "big" risks, including volunteering to do a major presentation or asking for a pay raise. *Begin Boldly* empowers women to take chances on themselves so that risk-taking becomes an enlightening and empowering antidote for self-doubt.

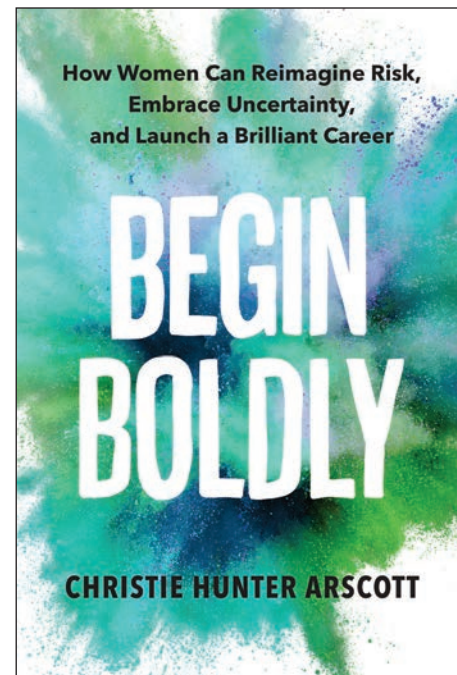
WIDESPREAD NEED: Women of all backgrounds need to be taking more career risks, but many don't have the tools to do so. This book provides a mindset shift on risk-taking and a clear methodology to take risks strategically.

UNIVERSAL FRAMEWORK FOR RISK-TAKING: This book offers a repeatable framework for evaluating strategic risks in any workplace situation, built around three mindsets: a curious mindset, a courageous mindset, and an agile mindset.

POWERHOUSE PLATFORM: Arscott speaks and trains constantly. She has bylines in *Forbes*, *Fortune*, *Business Insider*, *The Cut*, and more, and her research was selected to be included in the *Harvard Business Review* collection of their top articles on diversity.

FILLS MARKET GAP: This is the first book focused entirely on risk-taking for women, especially early career women--Arscott treats it as a fundamental skill that can be mastered, not just an attitude that should be adopted.

CHRISTIE HUNTER Arscott is an independent strategic advisor and an internationally recognized researcher, writer, and speaker. As former deputy leader of Deloitte Consulting's U.S. Diversity and Inclusion service offering, she has helped organizations all over the world build inclusivity and advance the next generation of women leaders. Christie was selected for the Global Thinkers50 Radar List and the Biennial Thinkers50 Talent Award shortlist, and her research has been published in *Harvard Business Review*, *Forbes*, *Fortune*, *Business Insider*, and many others. Her clients include Fortune 500 companies, national government entities, leading talent research bodies, and top academic institutions. • Residence: Bermuda



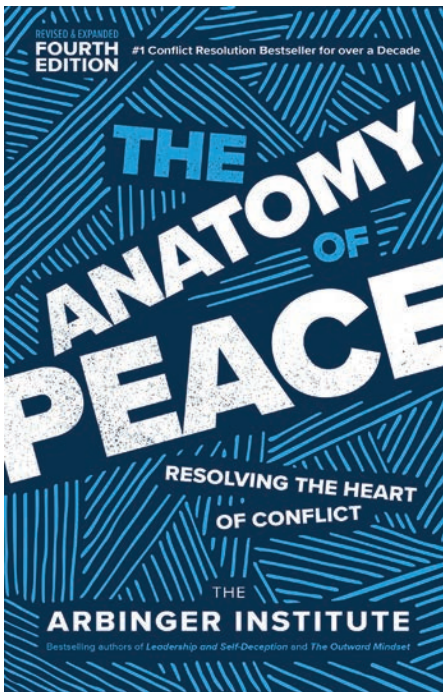
The Anatomy of Peace

Resolving the Heart of Conflict Fourth Edition

The Arbinger Institute

On Sale Date: 2/8/2022

Page Count: 288



From the authors of Leadership and Self-Deception (over 2 million copies sold), this new edition has been thoroughly revised to more effectively address the equity, diversity, and inclusion challenges that plague our communities and hinder our organizations.

What if conflicts at home, at work, and in the world stem from the same root cause? What if we systematically misunderstand that cause? And what if, as a result, we unwittingly perpetuate the very problems we think we are trying to solve?

This book uses a fictional story to reveal a powerful truth: the underlying mindset that perpetuates conflict. The fourth edition includes revisions, a new appendix, and new materials and resources that increase its relevance and usefulness in addressing the mindsets that drive harmful behavior during a time of deeply entrenched societal divisions. It is a unique and vital resource for combatting racism and prejudice in their many manifestations and increasing DEI in organizations and communities of all types.

The Anatomy of Peace is the story of an Arab and a Jew, each of whom lost their fathers at the hands of each other's cousins. We learn how they come together, how they help their warring parents and children come together, and how we too can find our way out of the personal, professional, and social conflicts that weigh us down.

BLOCKBUSTER TRACK RECORD: The first editions of *The Anatomy of Peace* have sold over 550,000 copies and have been translated into sixteen languages.

POWERHOUSE AUTHOR PLATFORM: The Arbinger Institute is a consortium of over 300 facilitators, coaches, and staff members (located across 20 countries) who perform 35 public seminars a year, as well as client trainings, personal development projects, public telecourses, and one-on-one coaching sessions.

NEW TO THIS EDITION: This book is responding to the moment with new DEI tools, and it includes a new section called "Applying *The Anatomy of Peace* to Diversity, Equity, and Inclusion" that features an organizational assessment as well as questions and best practices for both organization leaders and team leaders.

THE ARBINGER INSTITUTE is an international training, consulting, and coaching firm that specializes in conflict resolution and peacemaking—whether in families, in organizations, or between communities or nations. Arbinger's clients range from individuals who are seeking help in their lives to families who are trying to strengthen and rebuild relationships to many of the largest companies and governmental institutions in the world, where Arbinger helps to establish new levels of teamwork and cooperation. • Residence: Provo, UT

Praise for *The Anatomy of Peace*

"A book that could change the face of humanity."

—Marion Blumenthal Lazan,
holocaust survivor and
bestselling author

Reclaiming Your Community

You Don't Have to Move out of Your Neighborhood to Live in a Better One

Majora Carter

On Sale Date: 2/1/2022

Page Count: 216

Majora Carter shows how to end the brain drain that cripples low-income communities, mapping out a development strategy focused on encouraging talented people to stay and help lift up the community.

Just like companies have talent-retention strategies, Majora Carter argues that low-status communities need them too. They cannot succeed if their most gifted residents measure their success by how far-away they get. Carter—a MacArthur fellow, Peabody award-winner, and serial entrepreneur—could have left too, but she chose to stay in the South Bronx and develop a new way to revitalize and preserve her home. She advocates measures like:

- Building mixed income instead of low-income housing to create a diverse economic ecosystem
- Developing vibrant “third spaces”—restaurants, bookstores to keep people in the community
- Showing homeowners how to maximize the value of their property so they can resist selling out and build generational wealth.

This is a profoundly personal book. Carter is candid about her success and setbacks, and her struggles as a woman of color confronting the mostly “male and pale” real estate and nonprofit and philanthropic establishments. It is a powerful rethinking of poverty, economic development, and the meaning of success.

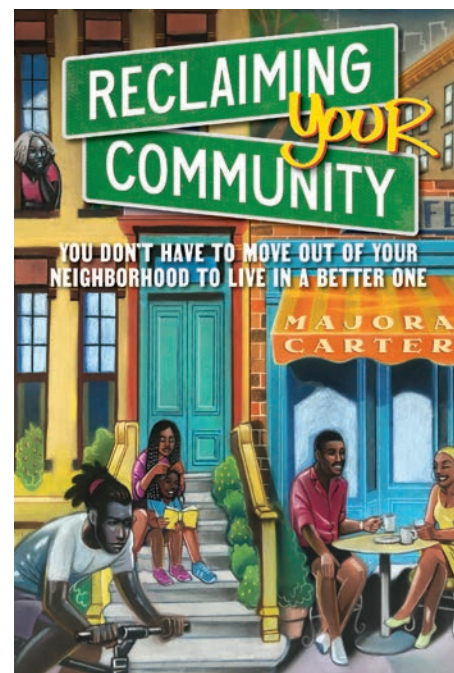
TOPIC IS HOT: The issue of developing economically distressed communities is in the forefront of the public's consciousness—this book will appeal to readers of books like Eric Klinenberg's *Palaces for the People*, or Richard Rothstein's *The Color of Law*.

INNOVATIVE AND CONTROVERSIAL: Carter's approach is an alternative to abandoning low-income communities to gentrifying speculators.

PERSONAL AND INSPIRATIONAL: Carter weaves her life story throughout—a bright, “geeky little kid” who lost her brother to gun violence at the age of 7, turned an abandoned dumping ground into an award-winning park, and who took on an entrenched establishment to show how real estate development could be a tool for social change.

DISTINGUISHED AUTHOR: Carter has been the recipient of both a MacArthur fellowship and a Peabody award for her work. A quote from her is featured on a wall in the Smithsonian Museum of African American History and Culture (and is also the book's subtitle).

MAJORA CARTER is an urban revitalization strategy consultant, real estate developer, MacArthur Fellow and Peabody Award-winning broadcaster from the South Bronx area of New York City. She founded and led the nonprofit environmental justice solutions corporation Sustainable South Bronx from 2001 onward and entered the private sector in 2008 with the Majora Carter Group. In 2017 she launched the Boogie Down Grind, a specialty coffee and craft beer spot and the first commercial third space in the South Bronx since the mid-1980s. • Residence: South Bronx, New York



Foundations of Human Resource Development

Third Edition

Richard A. Swanson

On Sale Date: 3/8/2022

Page Count: 384

This third edition of a classic, must-have text for the human resource development (HRD) profession includes brand new material on the impact of technology, globalization, and emerging business trends on human resource practice.



Human resource development (HRD) is a large field of practice but a relatively young academic discipline. For the last two decades, Foundations of Human Resource Development has fulfilled the field's need for a complete and thoughtful foundational text. This essential text provides an up-to-date overview of the HRD profession, along with the terminology and processes required for sound HRD research and practice. Readers will gain a basic understanding of

- HRD models and theories that support best practice
- The history and philosophical foundations of the field
- HRD's role in learning, performance, and change in organizations

This new edition has been updated throughout and contains new chapters on assessment, technology, globalization, and future challenges. Examples of best practices are included, along with variations in core thinking, processes, interventions, tools, and much more. This must-have reference will help both practitioners and academics add clarity to their professional journeys.

ESSENTIAL RESOURCE FROM TOP EXPERT. Resource for established HRD professionals, beginners in the field, researchers, and students.

UPDATED, AWARD-WINNING CLASSIC. The first edition won the Book of the Year Award from the Academy of Human Resource Development

SUPPLEMENTAL MATERIALS AVAILABLE. PowerPoint presentations, instructor guidelines, study materials will help with college course adoption

Praise for the previous edition

"...the definitive book on the nature and substance of the human resource development profession."

—Gary N. McLean, Senior Professor of HRD, Texas A&M University

"This book skillfully articulates foundational HRD concepts that can serve nations, organizations, and individuals."

—Michael J. Marquardt, Professor of HRD and International Affairs, George Washington University

RICHARD A. SWANSON is professor emeritus of human resource development and adult education at the University of Minnesota, where he served on the faculty for 25 years. Following that tenure, he served as distinguished research professor of human resource development and the Sam Lindsey Chair in the College of Business and Technology, University of Texas at Tyler. Swanson has published extensively and has consulted with organizations in the Americas, Europe, Asia, and Africa. He is the founding editor of both the Human Resource Development Quarterly and Advances in Developing Human Resources. • Residence: St. Paul, MN

The Power of Employee Resource Groups

How People Create Authentic Change

Farzana Nayani

Author of *Raising Multiracial Children*

On Sale Date: 5/24/2022

Page Count: 240

This is the first authoritative book on building employee resource groups (ERGs) to empower underrepresented employees and positively impact DEI efforts within organizations and in society at large.

Employee resource groups (ERGs) have been present for decades.

Originating out of affirmative action policies, they have evolved into powerful sources of employee activity and engagement that organizations have leveraged to support business goals. But ERGs can help create a more inclusive and just world at the same time that they serve company interests.

This book focuses on how to build and manage ERGs effectively and why organizations should pay close attention to these groups as a source for engagement, innovation, belonging, feedback, and direction on tough issues. Farzana Nayani provides foundational tools and frameworks for starting and supporting an ERG. She also offers guidance for how ERGs can create impact in diversity, equity and inclusion efforts and can motivate action toward a more equitable society overall.

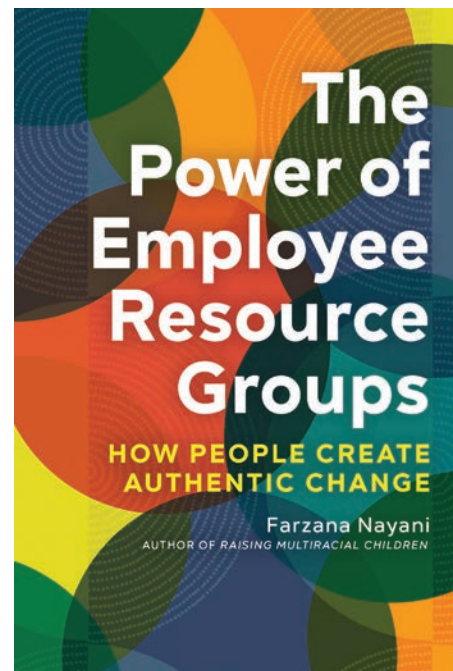
This is not just a handbook or a reference guide. It also serves as a deeper call to action around how, with more effective ERGs, we can truly progress toward the DEI goals that we are all setting out to accomplish.

GUIDANCE ON AN URGENT TOPIC: According to a recent SHRM research, 100% of Fortune 500 companies have active Employee Resource Groups to empower minority employees.

ESTABLISHED AUTHOR: Farzana Nayani is one of the leading national authorities on ERGs, and she helps many Fortune 500 companies and large nonprofits build them.

UNIQUE TAKE: Despite the massive audience, this is the first book to offer a non-technical, general guide instead of a purely professional manual.

FARZANA NAYANI is a diversity, equity, and inclusion specialist, coach, and international keynote speaker who has worked with DEI for 20 years. She is the former National Director of ERG Relations for National Association of Asian American Professionals. She has worked with institutions as diverse as the Smithsonian, NPR, the Los Angeles Times, and Fortune 500 companies. She is also the founder of Manazil Management LLC, a brand management and digital marketing services firm specializing in diversity-related efforts. • Residence: Los Angeles, CA



Using Scenarios

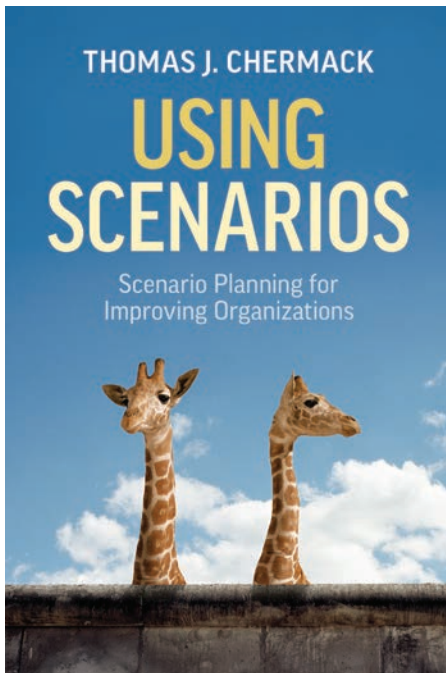
Scenario Planning for Improving Organizations

Thomas Chermack

On Sale Date: 2/1/2022

Page Count: 216

This book is the first book to offer detailed guidance on how scenarios can be used to help organizations make their toughest decisions in a world of ever-escalating crisis and opportunity.



To reap the full benefits of scenarios, you have to be able to apply them in the real world. This groundbreaking book goes beyond the theoretical to clearly explain different ways scenarios can be used in business decision-making—from strategic planning and financial modeling to crisis response. Connecting scenarios to strategy and action can have many benefits, including the abilities to react quickly, anticipate major changes in the environment, and identify major opportunities. Thomas Chermack, a top expert on scenario planning, offers seven specific ways organizations can use scenarios, and provides a wide variety of examples, along with proven processes, exercises, and work-

shops that have been used successfully in organizations across industries and countries for more than fifteen years.

TOP EXPERT ON SCENARIO PLANNING: Chermack has been consulting on scenarios for 20 years, facilitating scenario projects with for-profit and non-profit organizations of all types, sizes and industries, including Saudi Aramco, Anglo American, Lockheed Martin, the University of Minnesota, Blue Rhino, and more.

PRACTICAL DECISION-MAKING ADVICE: Unlike other books on scenario planning, this book focuses on how organizations can use scenarios to make their toughest business decision in resilient, profitable ways.

FUTURE-PROOFS YOUR ORG AGAINST CRISIS: Climate change, pandemics, fast-changing technologies and more can be addressed with this practical advice for building scenarios into your organizational culture.

THOMAS J. CHERMACK is professor of organizational learning, performance, and change at Colorado State University, where he also directs the Scenario Planning Institute. He is the founder and president of Chermack Scenarios, a scenario-planning consultancy firm. He is the author of foundational books in the field, including *Scenario Planning in Organizations* and *Foundations of Scenario Planning: The Story of Pierre Wack*. Dr. Chermack has focused on how organizational leaders use scenarios to manage uncertainty, and he is often quoted in academic research and consults widely on issues related to scenarios. He is also a frequent speaker at planning and futures conferences around the world. • Residence: Fort Collins, CO

From PMO to VMO

Managing for Value Delivery

Sanjiv Augustine, Roland Cuellar, Audrey Scheere

On Sale Date: 9/7/2021

Page Count: 168

“By the end of this book, you will understand what is valuable, how to measure value, and how to optimize the flow of value – from idea to your customer.”—Evan Leybourn, co-founder and CEO, Business Agility Institute

Agile methods have brought about dramatic changes in how organizations manage and deliver not only IT services, but their entire product and service value streams. As legacy organizations transition to newer, end-to-end agile operating models, the Project Management Office (PMO) needs to redesign its mission and operation to be more in line with these modern ways of working.

That requires being more customer-focused and value-adding, and less hide-bound, bureaucratic and tied to antiquated processes and mindsets. Visionary leaders are transitioning into enablers of this change and maximizing value through the entire organization. Middle management, including program and project managers (PMs), are racing to maximize their professional relevancy in this new world.

This book defines the role of the agile value management office (VMO), using case studies and a clear road map to help PMs visualize and implement a new path where middle management and the VMO are valued leaders in the age of business agility.

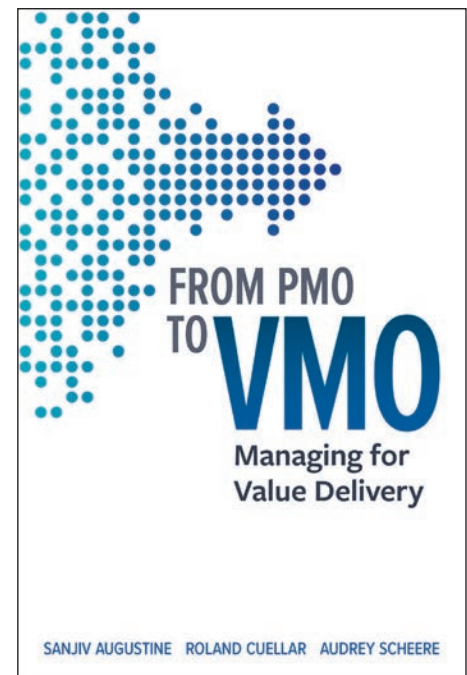
EXPERT AUTHOR TEAM WITH A TESTED MODEL: LitheSpeed has helped many Fortune 100 companies change their project management offices into agile workplaces.

ADAPTABLE TOOLKIT: The authors offer a flexible choice of processes and tools to help PMs visualize and implement a new path where middle management and the VMO are valued leaders in the age of business agility.

SANJIV AUGUSTINE is founder and CEO of LitheSpeed LLC and the Agile Leadership Academy. He is an entrepreneur, industry-leading agile and lean expert, speaker, management consultant, and trainer. Augustine has served as a trusted advisor over the past twenty years to executives and management at leading firms and agencies. He is author of the books *Managing Agile Projects* and *Scaling Agile*. • Residence: Herndon, VA

ROLAND CUELLAR was the senior vice president of business agility at LitheSpeed, where he helped large organizations move towards end-to-end agility. For the last fourteen years, Cuellar focused exclusively on agile software development and lean business process improvement. • Residence: Herndon, VA

AUDREY SCHEERE is the senior vice president of marketing and training at LitheSpeed, where she directs the team's strategic initiatives and portfolio of services. Scheere has been a project consultant for ten years, focusing on media and communications. • Residence: Herndon, VA



Copies Sold	Foreign Language Translations	Title
BK CURRENTS		
1.6 million+	38	Confessions of an Economic Hit Man, The New
190,000+	5	Confessions of an Economic Hit Man
170,000+	10	The Body Is Not an Apology
150,000+	22	Affluenza
85,000+	12	When Corporations Rule the World
65,000+	2	One from Many
60,000+	11	Screwed
55,000+	9	A Game As Old As Empire
50,000+	1	Solving Tough Problems
45,000+	5	Decolonizing Wealth
40,000+	11	How the Poor Can Save Capitalism
40,000+	11	Power and Love
40,000+	11	The Post-Corporate World
40,000+	11	Agenda for a New Economy
40,000+	6	The Great Turning
40,000+	1	Best Care Anywhere
35,000+	10	Alternatives to Economic Globalization
35,000+	4	Out of Poverty
35,000+	2	Unequal Protection
30,000+	3	Global Mind Change
25,000+	8	The Fourth Wave
25,000+	5	This Changes Everything
25,000+	5	Gangs of America
25,000+	5	Ten Years to Midnight
25,000+	2	Black Fatigue
BK LIFE		
2.9 million+	53	Eat That Frog!
770,000+	39	Goals!
640,000+	19	The Anatomy of Peace
570,000+	20	Repacking Your Bags
390,000+	25	A Peacock in the Land of Penguins
380,000+	22	Change Your Questions, Change Your Life
340,000+	22	The Five Secrets You Must Discover Before You Die
260,000+	26	The 21 Success Secrets of Self-Made Millionaires
240,000+	17	The Laws of Lifetime Growth
230,000+	6	Trauma Stewardship
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210,000+	24	How to Get Ideas
200,000+	18	The Power of Purpose
185,000+	10	No More Regrets!
175,000+	12	The Referral of a Lifetime
170,000+	28	Kiss That Frog!
170,000+	24	Prisoners of Our Thoughts
170,000+	23	Be a Sales Superstar
160,000+	25	Flight Plan
160,000+	12	The Hamster Revolution
130,000+	15	Networking for People Who Hate Networking
130,000+	14	Getting Things Done When You Are Not in Charge
130,000+	11	Turning to One Another
130,000+	6	Shifting Sands
110,000+	18	Love It, Don't Leave It
100,000+	18	Singletasking
100,000+	16	PeopleSmart
100,000+	15	Catch!
100,000+	13	The Nonverbal Advantage
95,000+	13	Stepping Up
95,000+	11	The Resiliency Advantage
95,000+	4	On the Brink of Everything
90,000+	11	Be Your Own Brand
90,000+	9	Creating Personal Presence
80,000+	11	Accidental Genius

Copies Sold	Foreign Language Translations	Title
80,000+	9	Be the Hero
75,000+	15	Get Paid More and Promoted Faster
75,000+	13	What to Do When There's Too Much to Do
75,000+	12	Being Buddha at Work
75,000+	11	Whistle While You Work
75,000+	6	It's the Way You Say It
70,000+	11	The Answer to How Is Yes
70,000+	10	The Highest Goal
65,000+	13	Quiet Influence
60,000+	12	The Power of Failure
60,000+	10	Prosper
55,000+	5	Life Reimagined
50,000+	12	What Would Buddha Do at Work?
50,000+	5	Be BIG
45,000+	4	Embrace the Chaos
45,000+	2	Calling Cards
40,000+	15	Find Your Balance Point
40,000+	6	Eat That Frog! Action Workbook
40,000+	5	The Age of Overwhelm
40,000+	3	Perseverance
35,000+	9	The Mood Elevator
35,000+	7	Aligned Thinking
35,000+	7	The Pause Principle
35,000+	5	Whale Done Parenting
30,000+	9	Refire! Don't Retire
30,000+	8	Fear Your Strengths
30,000+	5	Living in More Than One World
30,000+	4	We Are All Self-Employed
30,000+	4	Why Wait to Be Great
30,000+	2	I'm Stuck, You're Stuck
30,000+	2	The Memo
25,000+	13	Eat That Frog! for Students
25,000+	12	Sprout
25,000+	11	Being Buddha at Work
25,000+	11	Downshifting
25,000+	10	The Five Thieves of Happiness
25,000+	8	Three Deep Breaths
25,000+	8	You Are What You Believe
25,000+	7	Get to the Point
25,000+	7	The Serious Business of Small Talk
25,000+	5	Be the Best Bad Presenter Ever
25,000+	5	50 Jobs in 50 States
25,000+	5	The Discomfort Zone
25,000+	3	Who Do We Choose to Be?
25,000+	2	Communicate Like a Leader
BK BUSINESS		
2.5+ million	35	Leadership and Self-Deception
750,000+	25	Love 'Em or Lose 'Em
640,000+	30	The Secret
420,000+	20	Empowerment Takes More Than a Minute
410,000+	22	Leadership and the New Science
360,000+	21	The Outward Mindset
310,000+	23	Full Steam Ahead!
		The 100 Absolutely Unbreakable Laws of Business
250,000+	29	Success
240,000+	21	Managing By Values
240,000+	23	A Complaint Is a Gift
220,000+	19	Humble Inquiry
200,000+	17	Synchronicity
200,000+	5	Leadership from the Inside Out
190,000+	8	Stewardship
180,000+	17	Know Can Do!

Copies Sold	Foreign Language Translations	Title
160,000+	10	The Serving Leader
160,000+	5	Breaking through Gridlock
155,000+	10	Change Is Everybody's Business
150,000+	14	Go Team!
150,000+	12	Managers As Mentors
140,000+	16	Theory U
135,000+	17	Managing
130,000+	7	Help Them Grow or Watch Them Go
130,000+	7	On-the-Level
120,000+	16	Great Leaders Grow
120,000+	12	Got Your Attention?
120,000+	5	Community
110,000+	7	The Heart of Leadership
105,000+	7	Performance Consulting
100,000+	17	Managers Not MBAs
100,000+	14	The World Café
100,000+	13	Helping
100,000+	11	301 Ways to Have Fun at Work
95,000+	7	The Secret of Teams
85,000+	17	The 3 Keys to Empowerment
85,000+	10	The Leadership Wisdom of Jesus
80,000+	10	The Courageous Follower
80,000+	9	I'm Sorry I Broke Your Company
80,000+	9	The Introverted Leader
80,000+	6	Evaluating Training Programs
80,000+	6	The 8 Dimensions of Leadership
		Why Motivating People Doesn't Work ... and What Does
75,000+	14	
75,000+	4	A Simpler Way
70,000+	13	A Higher Standard of Leadership
70,000+	10	Negotiating the Impossible
70,000+	8	Appreciative Inquiry
70,000+	6	Chess Not Checkers
65,000+	13	Leading from the Emerging Future
65,000+	6	Finding Our Way
60,000+	16	Hire and Keep the Best People
60,000+	12	Open Space Technology
60,000+	11	The Daily Edge
60,000+	11	Corporate Creativity
60,000+	9	Servant Leadership in Action
60,000+	8	Ideas Are Free
55,000+	9	How to Change Minds
55,000+	7	Positive Leadership
55,000+	6	Trust and Betrayal in the Workplace
55,000+	6	Customers As Partners
55,000+	4	Leaders Make the Future
50,000+	15	The One Minute Negotiator
50,000+	15	Collaborating with the Enemy
50,000+	15	The Essentials of Theory U
50,000+	11	Fun Works
50,000+	9	The B Corp Handbook
50,000+	9	Your Leadership Legacy
50,000+	6	Humble Consulting
50,000+	7	Attracting Perfect Customers
50,000+	3	Customer at the Crossroads
50,000+	2	The 4-Dimensional Manager
45,000+	11	Hot Spots
45,000+	7	The Power of Appreciative Inquiry
45,000+	7	Cultural Intelligence
45,000+	6	The Path of Least Resistance for Managers
45,000+	5	Dare to Serve
45,000+	4	Be the Boss Everyone Wants to Work for

Copies Sold	Foreign Language Translations	Title
45,000+	3	Speaking Up
45,000+	2	Seeing Systems
40,000+	11	Humble Leadership
40,000+	6	Intrinsic Motivation at Work
40,000+	5	The Change Handbook
40,000+	5	Future Search
40,000+	4	Make Their Day!
40,000+	2	How to Be an Inclusive Leader
40,000+	2	The Power of Servant Leadership
35,000+	10	Simply Managing
35,000+	10	Branded Customer Service
35,000+	8	The Intelligent Organization
35,000+	8	Mother Teresa, CEO
35,000+	5	Abolishing Performance Appraisals
35,000+	4	Leaders Made Here
35,000+	4	How to Make Collaboration Work
35,000+	4	Managers As Facilitators
35,000+	1	Salsa, Soul, and Spirit
30,000+	9	The New Organizational Wealth
30,000+	7	The Driver in the Driverless car
30,000+	7	The Long-Distance Leader
30,000+	6	Seeing Red Cars
30,000+	5	The Critical Few
30,000+	5	Putting Total Quality Management to Work
30,000+	3	The Art of Community
30,000+	3	Co-Active Leadership
30,000+	3	Selling with Integrity
30,000+	2	We Can't Talk about That at Work
30,000+	2	The Disciplined Leader
30,000+	1	Cultural Diversity in Organizations
25,000+	15	Bedtime Stories for Managers
25,000+	11	The Blind Men and the Elephant
25,000+	9	The New Organizational Wealth
25,000+	7	Magnetic Service
25,000+	6	Lead More, Control Less
25,000+	5	Talent Magnet
25,000+	5	A Great Place to Work for All
25,000+	5	Get There Early
25,000+	5	Fusion Leadership
25,000+	5	Driving Growth Through Innovation
25,000+	5	The Change Cycle
25,000+	4	Analysis for Improving Performance
25,000+	4	Bootstrap Leadership
25,000+	4	Getting to Resolution
25,000+	4	You Don't Have to Do It Alone
25,000+	4	Action Inquiry
25,000+	4	Leadership and the Art of the Struggle
25,000+	3	Conversations Worth Having
25,000+	3	Imaginization
25,000+	3	Strategic Business Partner
25,000+	3	The Appreciative Inquiry Handbook
25,000+	3	Terms of Engagement
25,000+	3	The New Leadership Literacies
25,000+	2	The Influence Edge
25,000+	1	Hello, My Name Is Awesome
25,000+	1	Images of Organization
20,000+	12	Ideaship
20,000+	7	Practicing Positive Leadership
20,000+	7	Managing for People Who Hate Managing
20,000+	7	Emotional Value
20,000+	6	Working at Warp Speed
20,000+	6	Structured On-the-Job Training



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