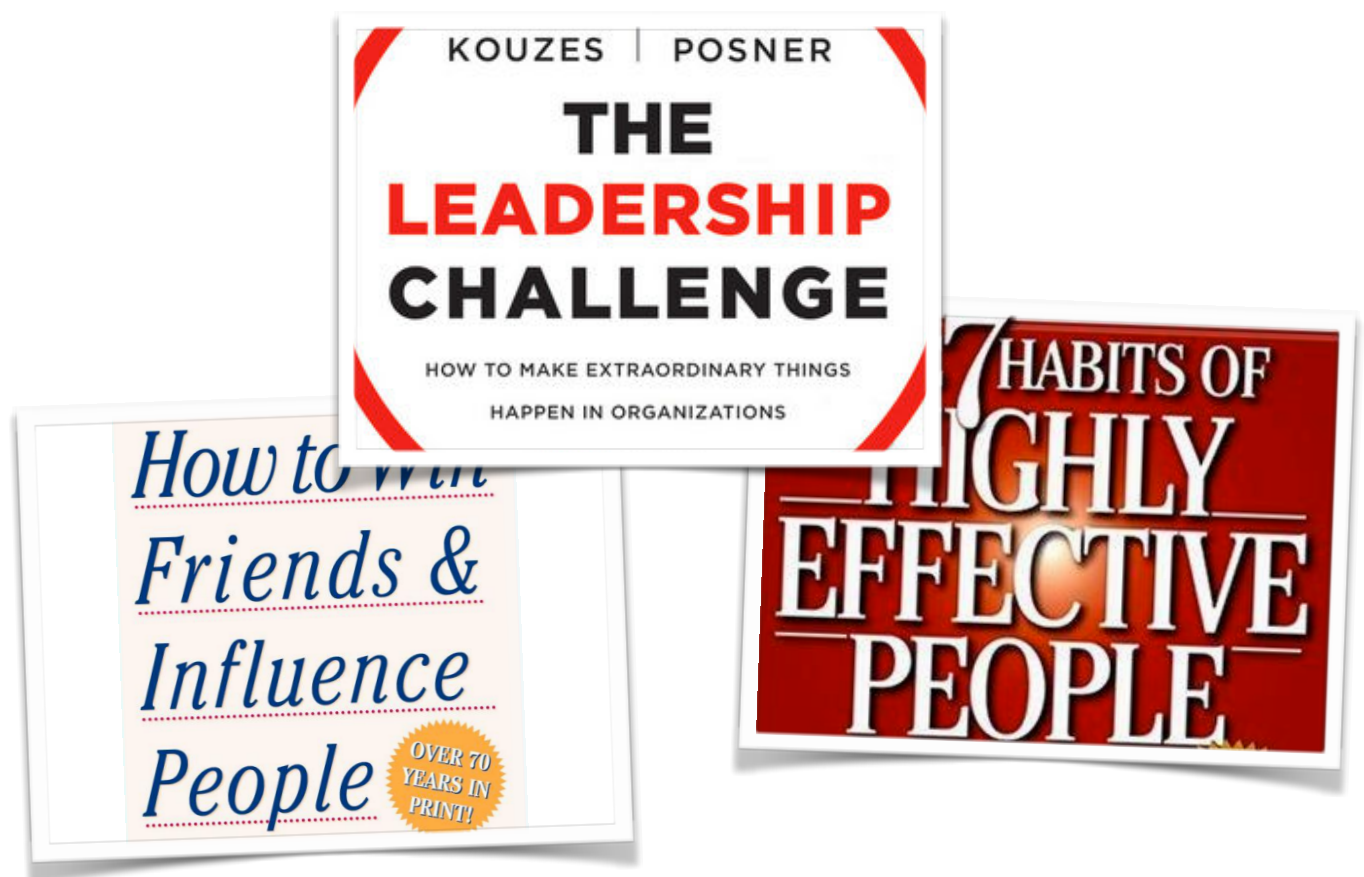


# Reader's Guide: The 10 Leadership Books That Will Help You Get Better Results From Others (including 2 that I rely on weekly!)



Dave Stachowiak  
[CoachingforLeaders.com](http://CoachingforLeaders.com)

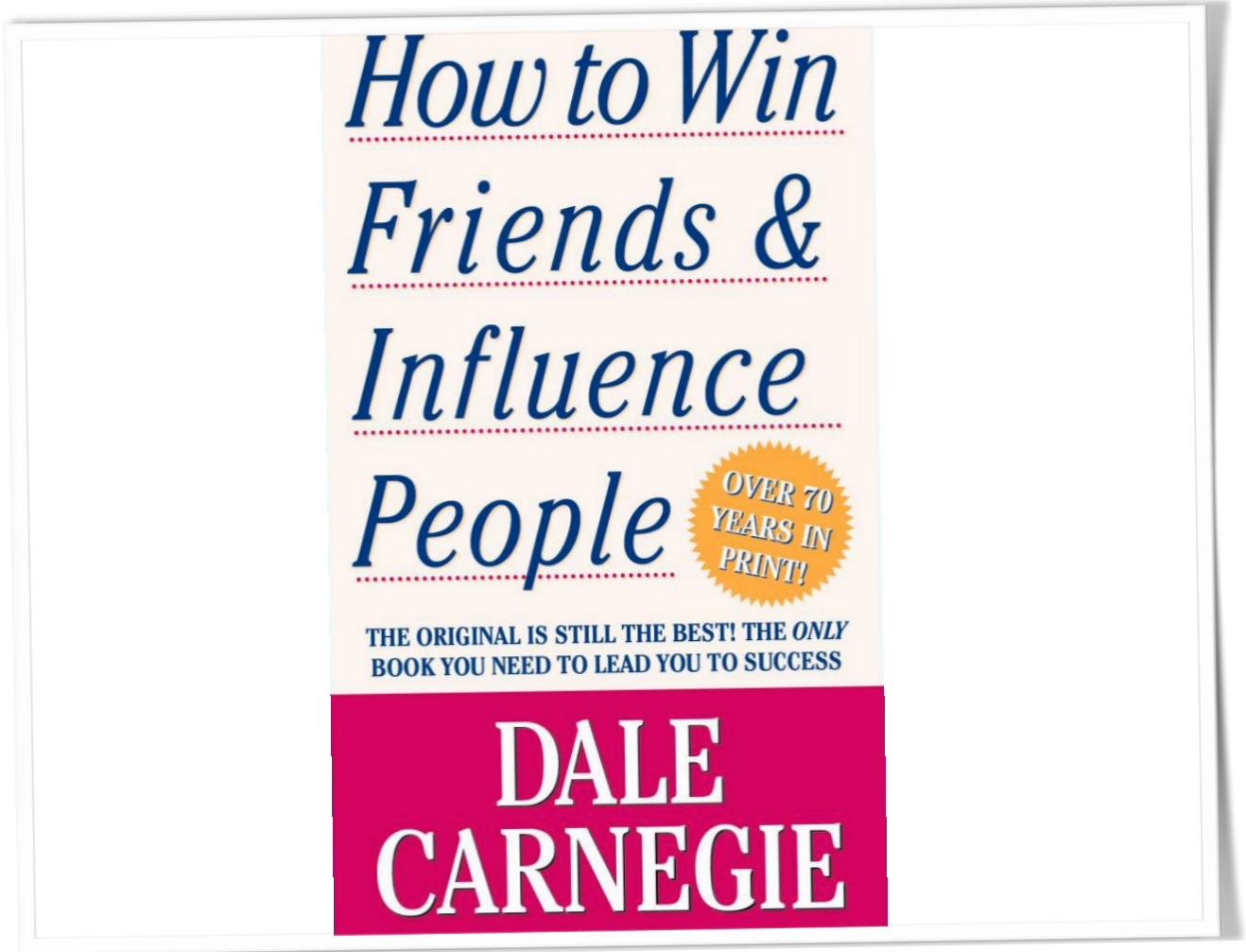
What's the best way to read these books?

Read the way Dave does with a 30-day FREE trial of Audible, plus two audiobooks for books FREE!



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A Classic Favorite I Pull Out Weekly:  
How To Win Friends and Influence People  
by Dale Carnegie

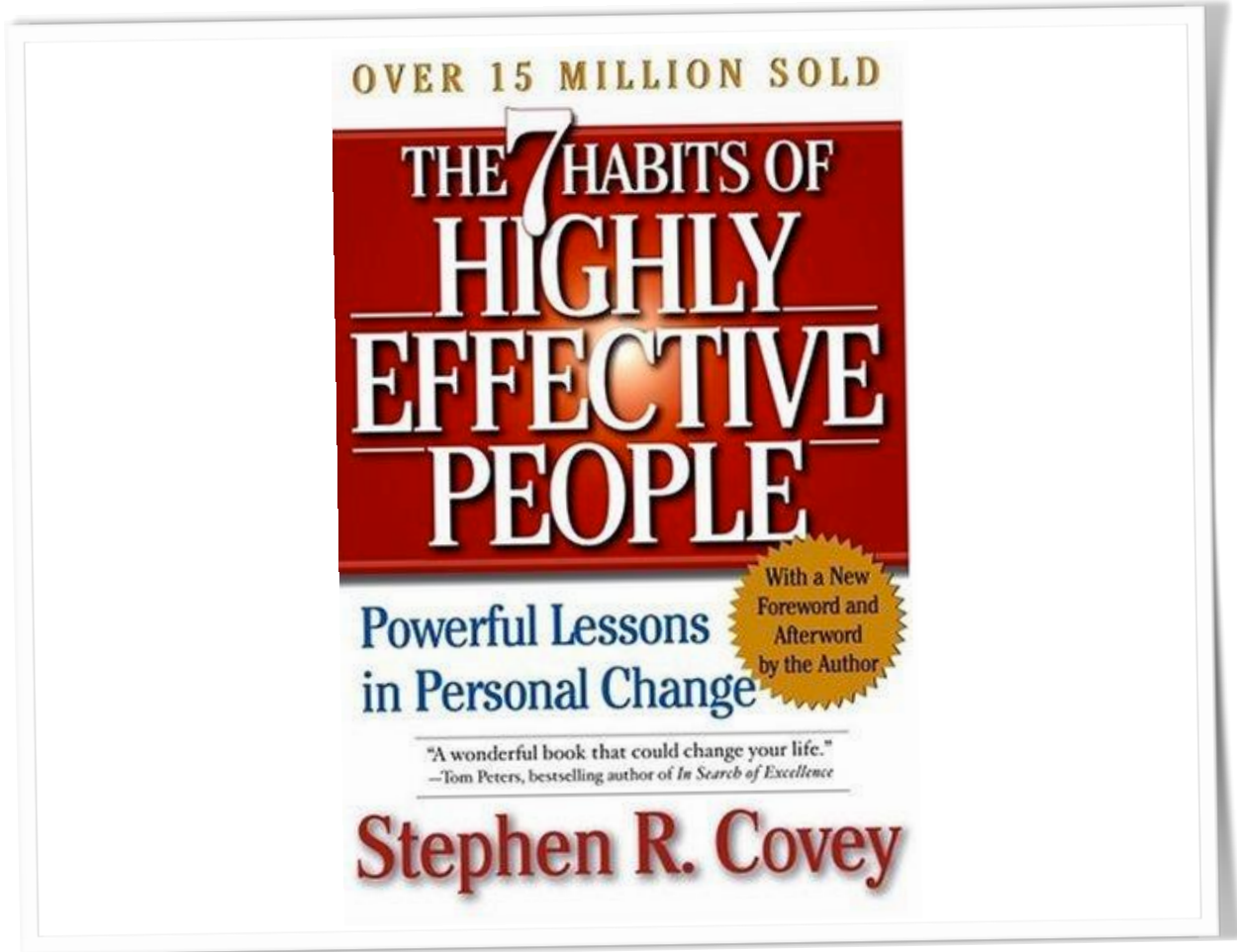


First published back in 1936, this book remains the gold standard for developing your human relations skills. Carnegie will guide you through a proven process of building rapport with others, gaining cooperation, and ultimately being able to influence effectively. Note that the Dale Carnegie organization has also recently released a version of this book for the digital age, but I recommend the original version first.

My clients continually hear about the human relations principles in this book and I reference them so much I keep a digital copy on my computer for fast reference.

[Order How to Win Friends and Influence People\\*](#)

A Contemporary Favorite | Reference Weekly:  
The 7 Habits of Highly Effective People  
by Stephen Covey

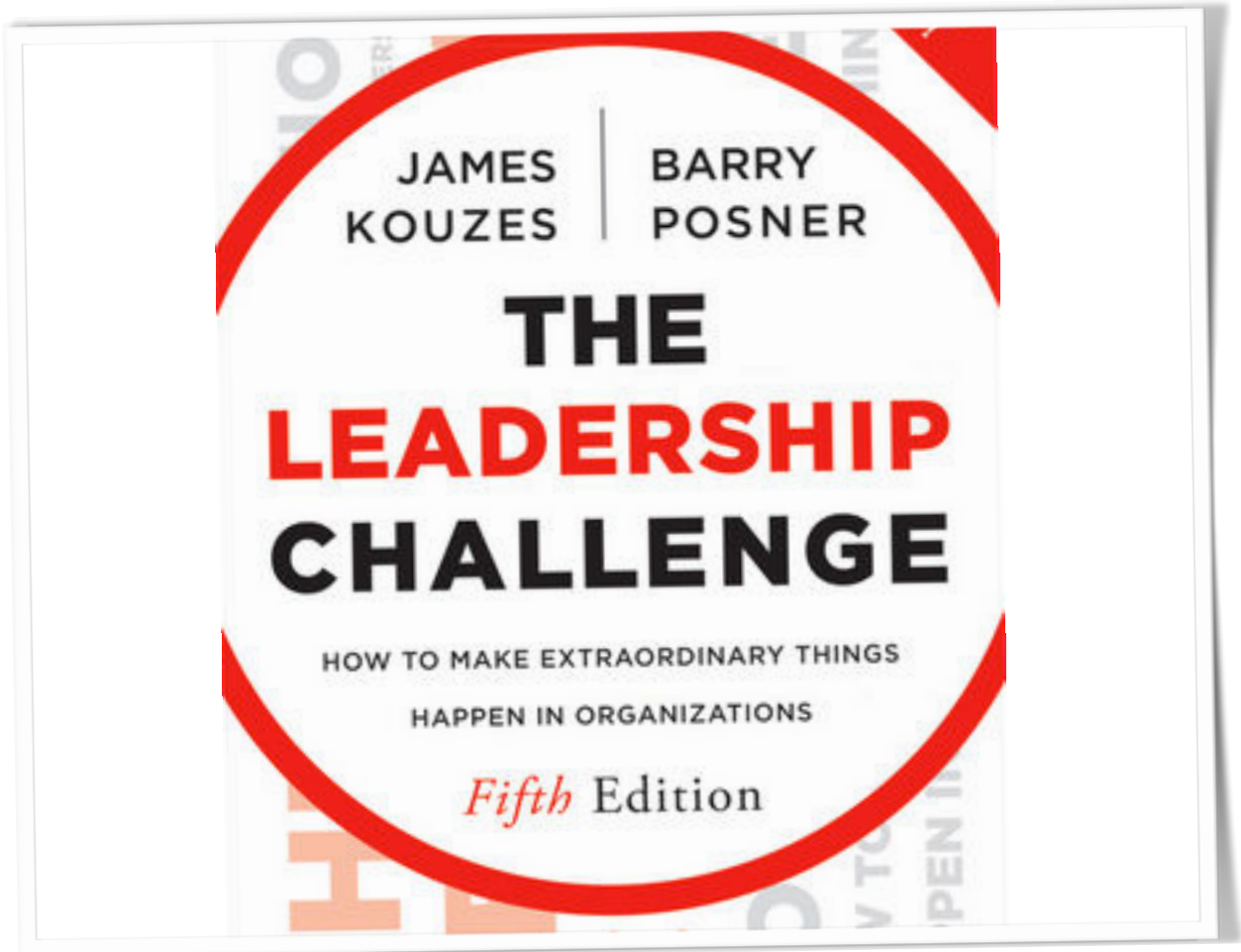


This is probably the best book in the last 50 years focusing on personal leadership. Leaders are most effective when they are leading themselves well first, and Covey takes you on a journey through the seven habits that will help you do this very proactively. While you could read this book quickly, I recommend spending time to work through each chapter in detail so you get as much value as possible.

If my client haven't already read this book, it's one of the first I recommend. If they have read it, we always always come back to it for review.

[Order the 7 Habits of Highly Effective People\\*](#)

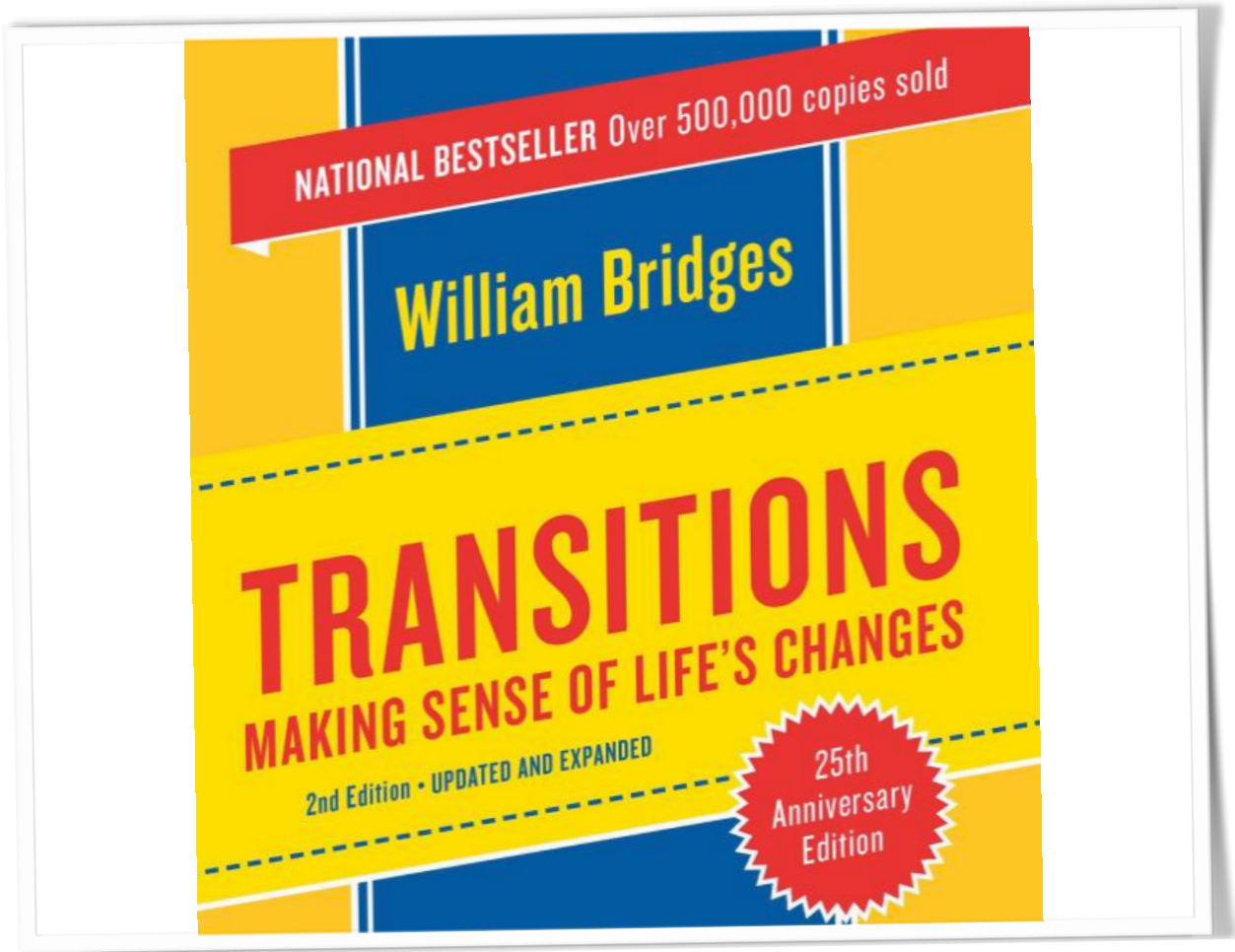
The Leadership Challenge (5th edition)  
by James Kouzes and Barry Posner



If what you're looking for is a great overview of all the major skills of being an effective leader, this is your book. Kouzes and Posner share their lessons from years of research on everyday leaders and teach you the five practices that every leader should utilize. This is a great book for both new and established leaders that want to be even more effective.

[Order the Leadership Challenge\\*](#)

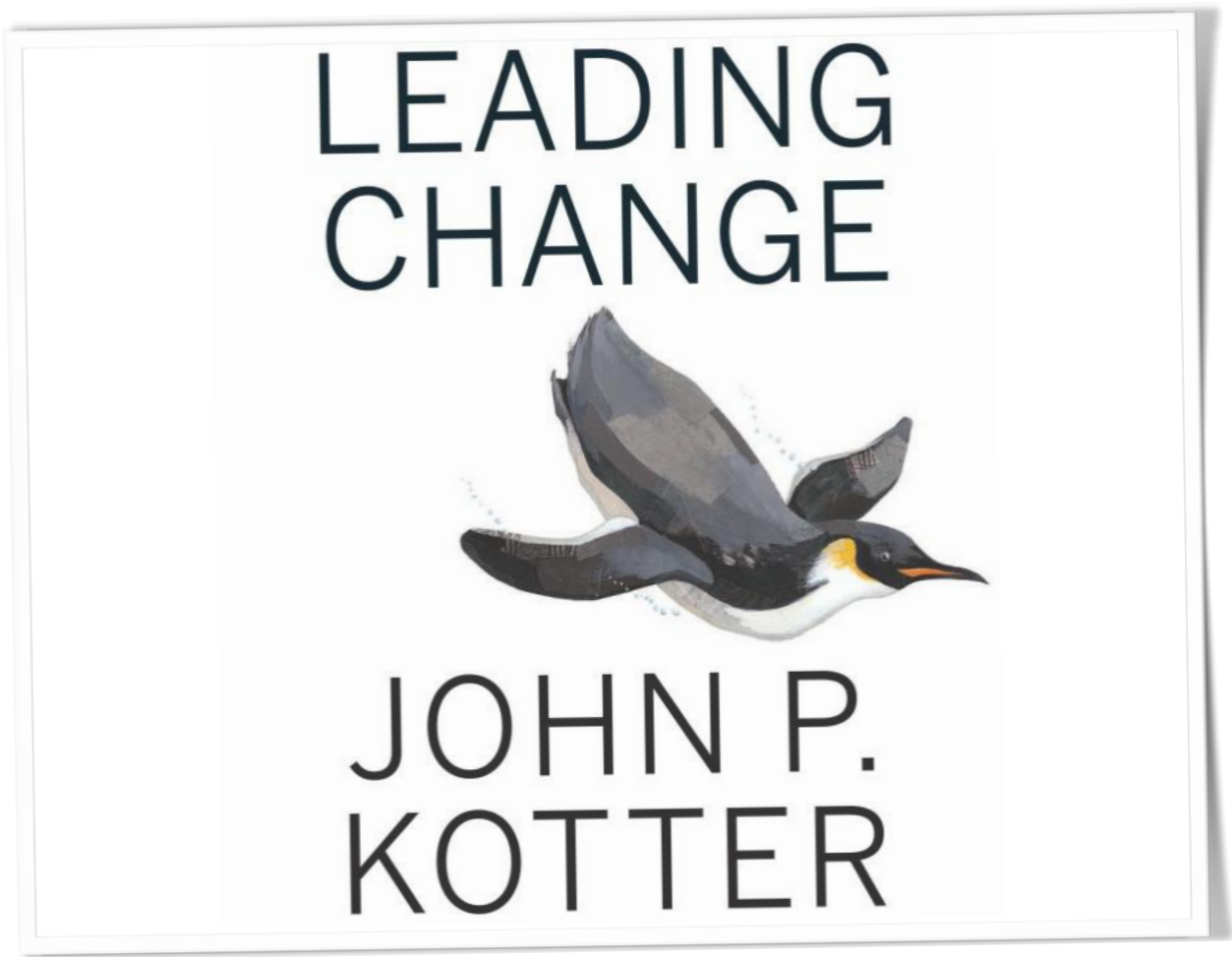
# Transitions (25th Anniversary Edition) by William Bridges



I often recommend this book to clients who are going through transitions in either their personal or professional lives and people always report how valuable it is. Bridges will teach you the three stages of transitions that most of us experience and also how discuss how to best manage yourself when you are handling a transition. I highly recommend this book if you are experiencing a big change right now – it will be a great guide to help you navigate.

**[Order Transitions\\*](#)**

## Leading Change by John Kotter

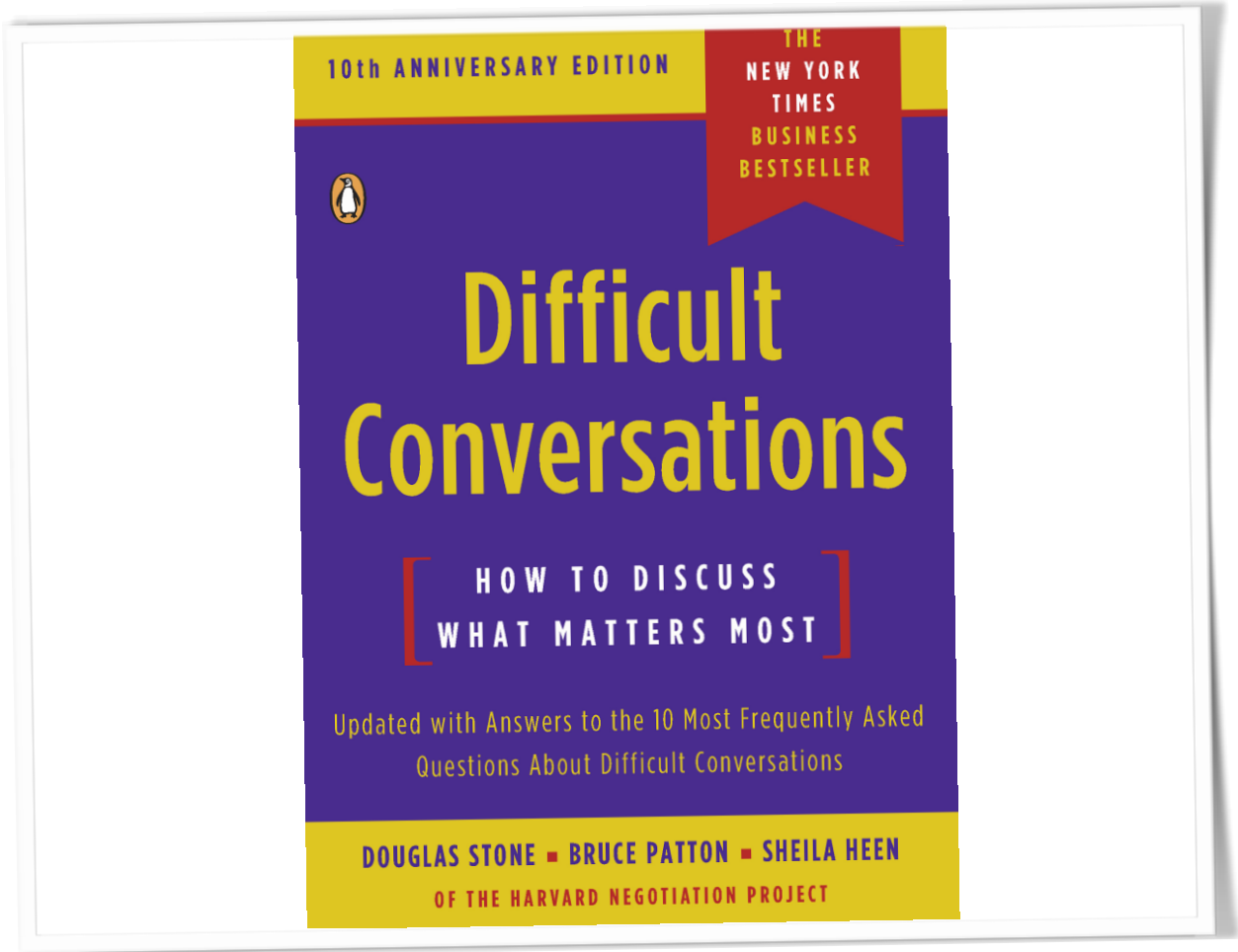


This book teaches you the best model that I know of to lead an organization through a major change. Kotter will talk you his 8-step model and then help guide you through managing your own team through change. He's also written a companion book called "Our Iceberg is Melting" which is a fable version of this model. Both are excellent and you'll learn the model either way, so it's personal preference on what type of writing style you prefer.

[Order Leading Change\\*](#)

[Listen to Dave's interview with John Kotter](#)

# Difficult Conversations (Revised edition) by Douglas Stone, Bruce Patton, and Sheila Heen



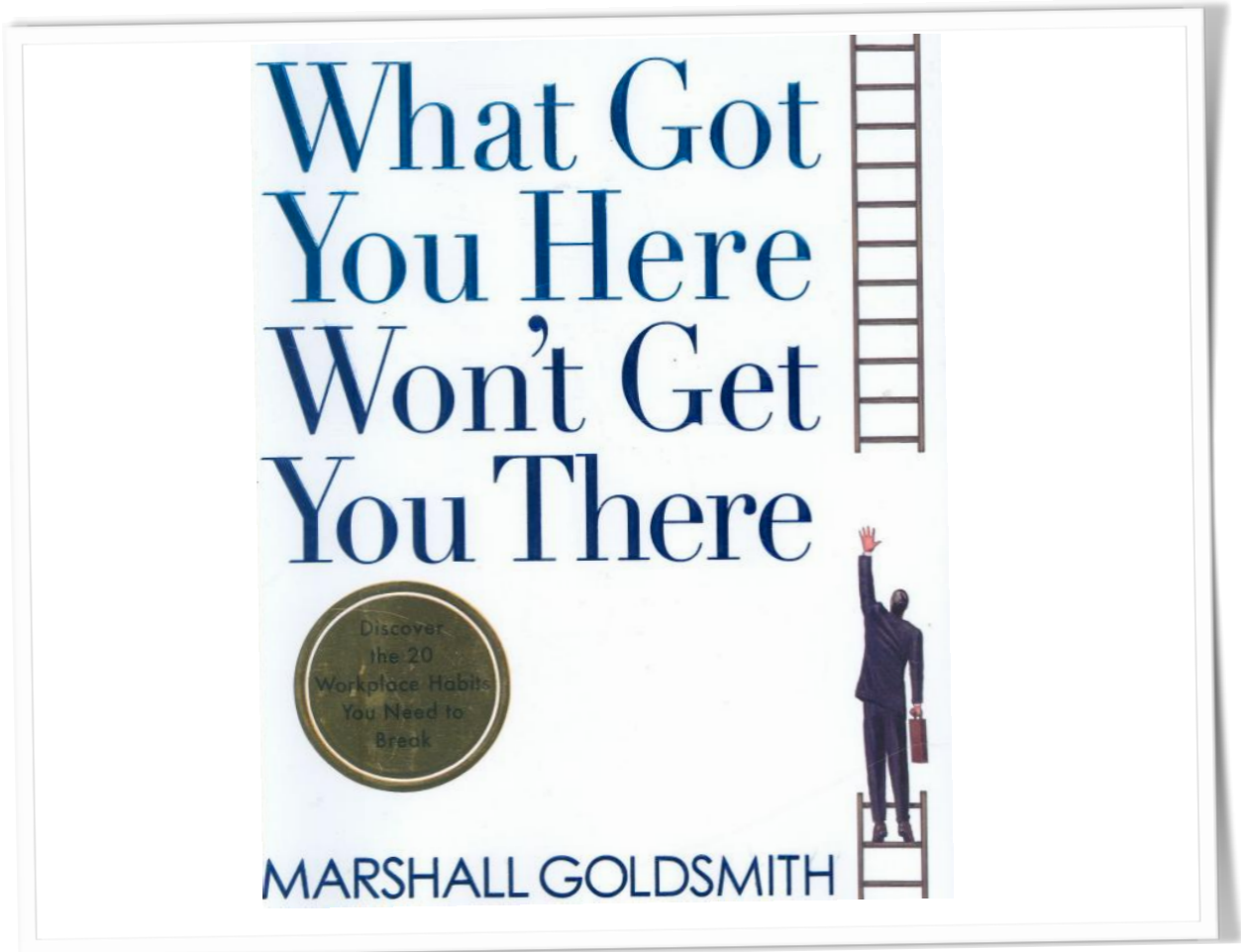
I've referenced this book for years and found it helpful in planning for and handling difficult conversations. I like this book because it doesn't attempt to oversimplify the complex, but rather brings lots of awareness to what is said and unsaid by two or more parties. It will challenge and improve the way you think before, during, and after tough conversations – and help you get better results.

**[Order Difficult Conversations\\*](#)**

**[Listen to Dave's interview with Sheila Heen](#)**



# What Got You Here Won't Get You There by Marshall Goldsmith

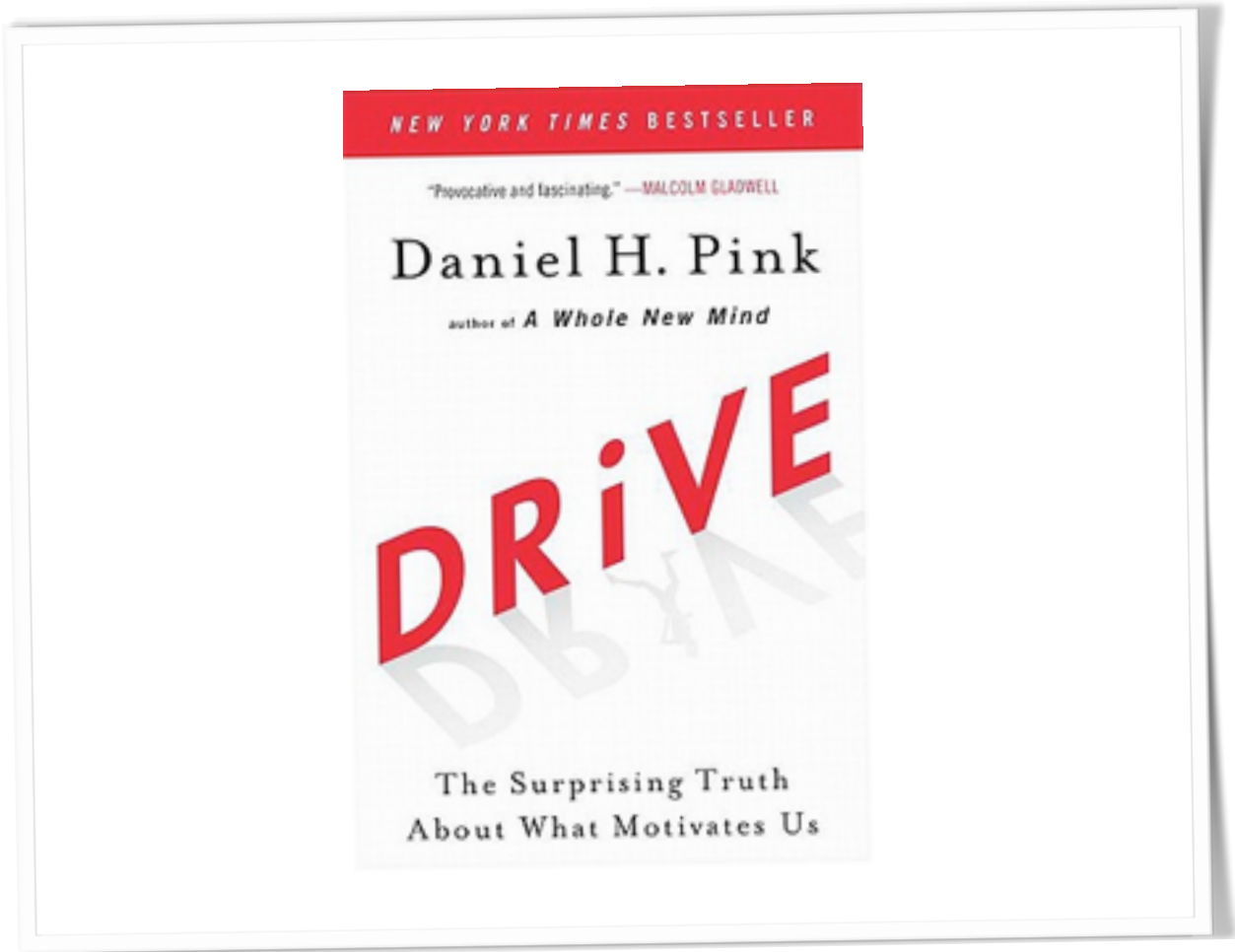


This is the perfect book for anyone who feels like they have stalled as a leader. Goldsmith's experience as a master coach has led him to the 20 workplace habits you need to break (featured at the front of the book). Every leader should be aware of all 20, and Goldsmith has an incredible reputation for teaching leaders what to stop doing that is getting in their way of being effective.

**[Order What Got You Here Won't Get You There\\*](#)**

**[Listen to Dave's interview with Marshall Goldsmith](#)**

# Drive by Daniel Pink



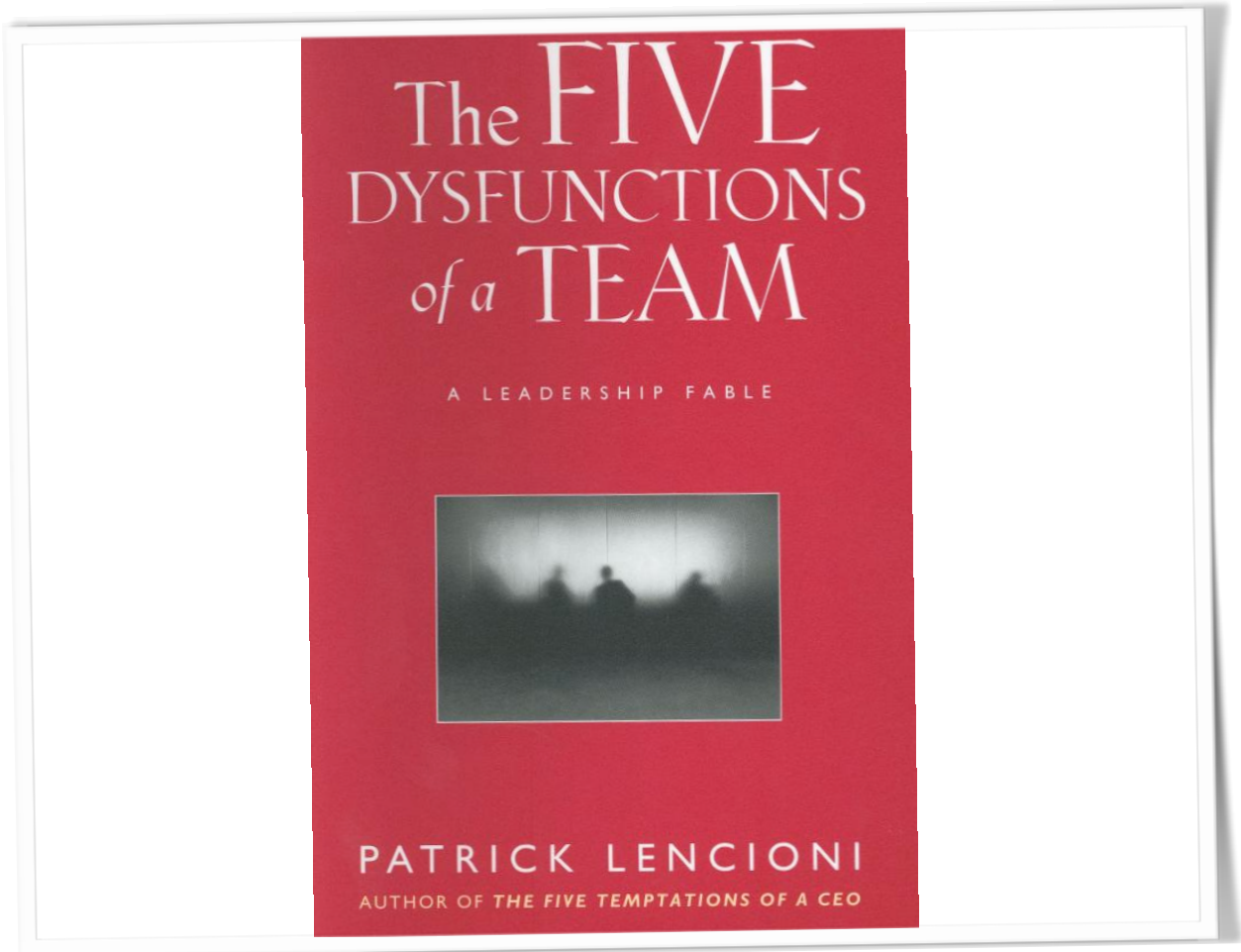
When I first read this book, I was stunned that I hadn't come across more of this research before. Pink puts together a ton of research into human behavior and then makes it accessible for any of us. This book will captivate you and also challenge many of your assumptions on how to motivate others. If you need to motivate others, it's an essential addition to your leadership library.

[Order Drive\\*](#)

[Listen to Dave's interview with Daniel Pink](#)

# The Five Dysfunctions Of A Team

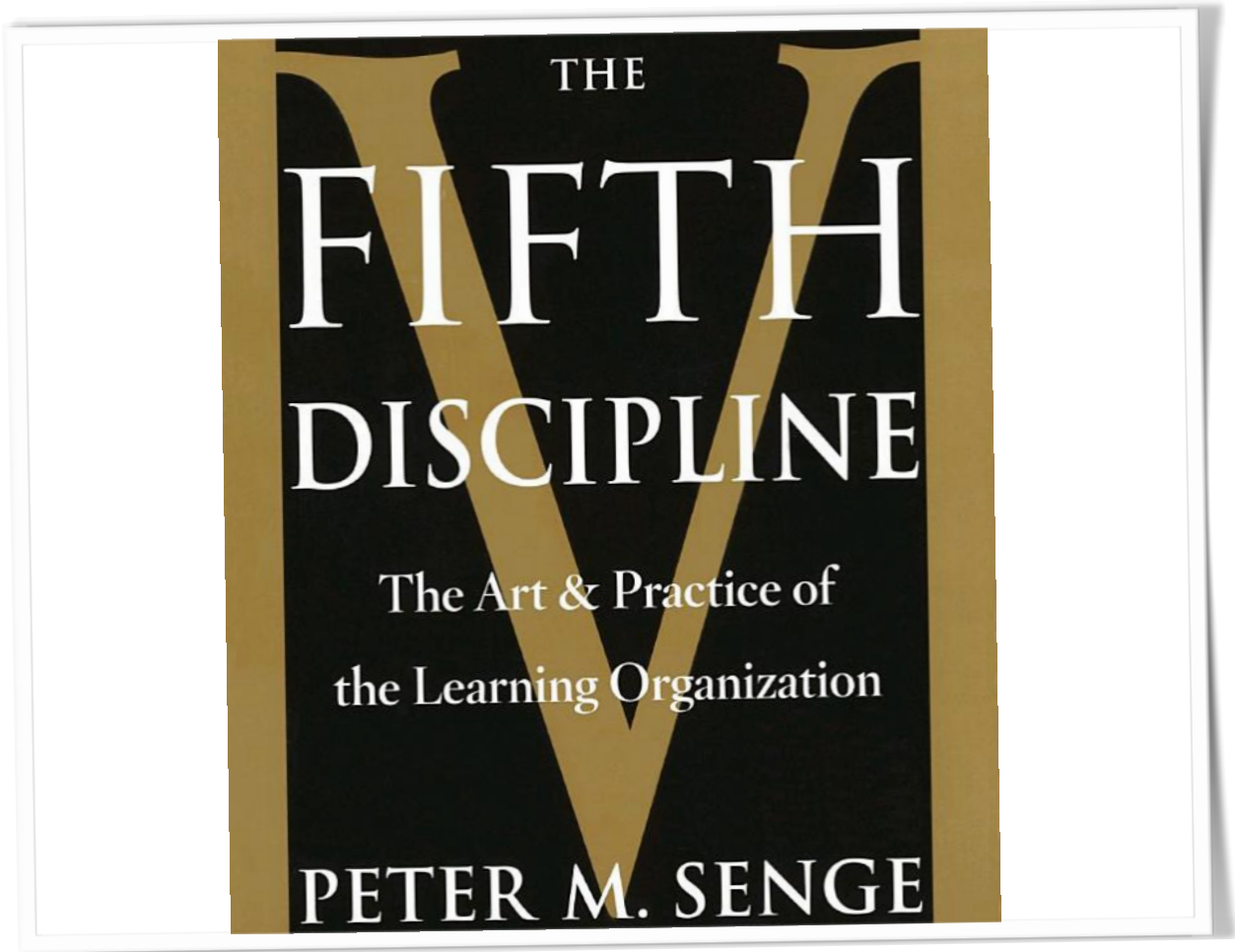
by Patrick Lencioni



Many teams experience common dysfunctions that, with awareness and training, can be overcome. Lencioni teaches you the five most common ones and provides a path forward for you to begin to lead a team that really works. If you lead a team that isn't performing to your expectations, understanding these dysfunctions and what you can do about them is key.

**[Order the Five Dysfunctions of a Team\\*](#)**

## The Fifth Discipline by Peter Senge



There's a ton of value in this book, but be warned that it's not an easy or quick read. That said, if you are willing, this is definitely the book that will challenge you to begin to create a learning organization that doesn't continue to repeat the same mistakes. Senge will help you see the true complexity of organizations and the world. I've never looked at the world the same way after reading this book and I know it will open your eyes to leading in a holistic and responsible way as well.

[Order the Fifth Discipline\\*](#)

UPDATED OCTOBER 1, 2016

\* AFFILIATE LINKS THAT, AT NO ADDITIONAL COST TO YOU, HELP SUPPORT THE FUTURE OF COACHING FOR LEADERS.

## Author

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**Dave Stachowiak** is the [host and producer](#) of the Coaching for Leaders podcast. He's read all these books — some several times. He's also talented at twisting soft serve ice cream.

