

# The Blueprint For High-Performing Leaders

Self Study Course



McCAULEY & COMPANY

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HELPING  
GOOD LEADERS  
BECOME GREAT

## Bonus Section

### Book List

- *5: Where Will You Be Five Years from Today?* by Dan Zadra, Compendium Publishing & Communications, 2010
- *Becoming the Best: Build a World-Class Organization Through Values-Based Leadership* by Harry Jansen Kraemer Jr., Jossey-Bass, 2015
- *Emotions Of Normal People* by William Marston, BiblioBazaar, republished 2011
- *Fierce Conversations: Achieving Success at Work & Life, One Conversation at a Time* by Susan Scott, Simon & Schuster, 2002
- *First Break All the Rules* by Marcus Buckingham and Curt Coffman, Simon & Schuster, 1999
- *From Values to Action* by Harry M. Jansen Kraemer, 2011
- *Good to Great* by Jim Collins, Harper Business, 2001
- *Helping People Win at Work* by Garry Ridge, Pearson Prentice Hall, 2009
- *Immunity to Change: How to Overcome It and Unlock the Potential in Yourself and Your Organization* by Robert Kegan and Lisa Laskow Lahey, Harvard Business School Press, 2009
- *Multipliers: How the Best Leaders Make Everyone Smarter*, by Liz Wiseman, HarperCollins e-books, 2010
- *Now Discover Your Strengths* by Marcus Buckingham, Free Press, 2001
- *One-Page Business Plan* by Jim Horan, One-Page Business Plan Co., 2004
- *Primal Leadership: Realizing the Power of Emotional Intelligence* by Daniel Goleman, Richard Boyatzis and Annie McKee, Harvard Business School Press, 2002
- *QBQ! The Question Behind the Question: Practicing Personal Accountability in Work & Life* by John G. Miller, Putnam Adult, 2004
- *Scaling Up Excellence* by Robert I. Sutton and Huggy Rao, 2014
- *Start With Why: How Great Leaders Inspire Everyone to Take Action* by Simon Sinek, 2009
- *The Five Dysfunctions of a Team*, by Patrick Lencioni, Jossey-Bass, 2011
- *The Experience Economy* by B. Joseph Pine II and James H. Gilmore, Harvard Business Press, 1999
- *The Leadership Challenge* by Posner & Kouzes, Jossey-Bass, 4<sup>th</sup> Ed., 2007
- *The Leadership Code: Five Rules to Lead By* by Dave Ulrich, Norm Smallwood, Kate Sweetman, Harvard Business School Press, 2009

- *The Progress Principle* by Teresa Amabile and Steve Kramer, Harvard Business School Press, 2011
- *The Psychology of Sales Call Reluctance: Earning What You're Worth in Sales* by George W. Dudley and Shannon L. Goodson, Behavioral Sciences Research Press, 1999
- *The Tipping Point* by Malcolm Gladwell, Little Brown, 2000
- *The Work Of Leaders* by Julie Straw, Mark Scullard, Susie Kukkonen and Barry Davis, 2013
- *Thinking, Fast and Slow* by Daniel Kahneman, Farrar, Straus & Giroux, 2011
- *Triggers: Sparking positive change and making it last* by Marshall Goldsmith and Mark Reiter, Profile Books, 2015
- *What the CEO Wants You to Know* by Ram Charan, Crown Business, 2001
- *Whoever Makes the Most Mistakes Wins: The Paradox of Innovation* by Richard Farson and Ralph Keyes, Simon & Schuster, 2003
- *Working with Emotional Intelligence* by Daniel Goleman, Bantam, 2000

### Online Resources

- [www.mccauleyandco.com](http://www.mccauleyandco.com)
- [www.ZadraCreative.com](http://www.ZadraCreative.com)
- [www.willmarre.com](http://www.willmarre.com)
- [www.HPN.com](http://www.HPN.com)
- [www.marshallgoldsmith.com](http://www.marshallgoldsmith.com)

### Coaching “Wire Tap”

Audio: Listen in as Kelli goes through the **C.O.R.E. Performance Coaching Model** with Michael, Senior Vice President and National Sales Manager of a Fortune 500 Financial Services Organization. (*Michael agreed to be recorded for the purposes of this product.*)