



The DOL Coach Recommended Book List (2022)

Disclaimer: Other than profits from the sale of my book "The Hill: Starting the journey to earn my Green Beret by overcoming fear and learning to embrace an elite mindset" I make no money or any proceeds from the book recommendations within.

I recommend them simply because I've read them and learned from them. Recommendations are in no particular order.

Hope this helps.

Scott Kinder...

PERSONAL DEVELOPMENT

Highly Recommended:

The Legend of the Monk and the Merchant: Twelve Keys to Successful Living
Terry Felber, Dave Ramsey

The Richest Man In Babylon
George S Clason

Rhinoceros Success
Scott Alexander

The Comfort Crisis: Embrace Discomfort to Reclaim Your Wild, Happy, Healthy Self
Michael Easter

Atomic Habits: An Easy and Proven Way to Build Good Habits and Break Bad Ones
James Clear

Alexander Hamilton
Ron Chernow

How to Think Like a Roman Emperor: The Stoic Philosophy of Marcus Aurelius

Donald J. Robertson

Originals: How Non-Conformists Move the World

Adam Grant PhD

The Alchemist: A Fable About Following Your Dream

Paulo Coelho

Meditations

Marcus Aurelius

Deliberate Discomfort: How U.S. Special Operations Forces Overcome Fear and Dare to Win by Getting Comfortable Being Uncomfortable

Jason Van Camp, Andy Symonds

Also Recommended:

Team of Rivals: The Political Genius of Abraham Lincoln

Doris Kearns Goodwin

Titan: The Life of John D. Rockefeller, Sr.

Ron Chernow

The House of Morgan: An American Banking Dynasty and the Rise of Modern Finance

Ron Chernow

Grant

Ron Chernow

Give and Take: A Revolutionary Approach to Success

Adam M. Grant PhD

Think Again: The Power of Knowing What You Don't Know

Adam Grant

The Legacy Journey: A Radical View of Biblical Wealth and Generosity

Dave Ramsey

Ego Is the Enemy

Ryan Holiday

Stillness Is the Key

Ryan Holiday

Endurance: Shackleton's Incredible Voyage

Alfred Lansing

The Charisma Myth: How Anyone Can Master the Art and Science of Personal Magnetism

Olivia Fox Cabane

The Wright Brothers

David McCullough

Rebel Talent: Why It Pays to Break the Rules at Work and in Life

Francesca Gino

Finding the Next Steve Jobs: How to Find, Hire, Keep, and Nurture Creative Talent

Nolan Bushnell, Gene Stone

The Innovators: How a Group of Hackers, Geniuses, and Geeks Created the Digital Revolution

Walter Isaacson

The Splendid and the Vile: A Saga of Churchill, Family, and Defiance During the Blitz

Erik Larson

Greenlights

Matthew McConaughey

The Go-Getter

Peter Kyne

Benjamin Franklin: An American Life

Walter Isaacson

1776

David McCullough

Legacy

James Kerr

Einstein: His Life and Universe

Walter Isaacson

The Leadership Lessons of Jesus: A Timeless Model for Today's Leaders

Bob Briner, Ray Pritchard

Personal Memoirs of Ulysses S. Grant

Ulysses S. Grant

My Share of the Task: A Memoir
Gen. Stanley McChrystal

Conquer Anything: A Green Beret's Guide to Building Your A-Team
Greg Stube, Frank Minitier, John F. Mulholland Jr.

PROJECT MANAGEMENT

Highly Recommended:

The Handbook of Program Management: How to Facilitate Project Success with Optimal Program Management, Second Edition
James T Brown

Alpha Project Managers: What the Top 2% Know That Everyone Else Does Not: What the Top 2 Per Cent Know That Everyone Else Does Not
Crowe, Andy; Crowe, Andy

Also Recommended:

Scope and Requirements (Project Management Advice Book 1)
Jay Roberds

Schedule and Cost (Project Management Advice Book 4)
Jay Roberds

Project Risk Management – The Most Important Methods and Tools for Successful Projects
Roland Wanner

Scrum: a Breathtakingly Brief and Agile Introduction
Chris Sims, Hillary Louise Johnson

Managing Successful Projects with PRINCE2 2017 Edition
AXELOS Limited

Management of Risk: Guidance for Practitioners - 3rd Edition (M_o_R)
AXELOS Limited

Managing Successful Programmes 2011 Edition
AXELOS Limited

A Guide to Agile Shift
AXELOS Limited

BUSINESS

Highly Recommended:

Rework

Jason Fried, David Heinemeier Hansson

Traction: Get a Grip on Your Business

Gino Wickman

The E-Myth Revisited: Why Most Small Businesses Don't Work and What to Do About It

Michael E. Gerber

The Consulting Bible: How to Launch and Grow a Seven-Figure Consulting Business

Alan Weiss

Play Nice But Win: A CEO's Journey from Founder to Leader

Michael Dell, James Kaplan

Leading Change

John P. Kotter

Remote: Office Not Required

Jason Fried, David Heinemeier Hansson

Million Dollar Consulting

Alan Weiss

Value-Based Fees: How to Charge - and Get - What You're Worth

Alan Weiss

The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice

Alan Weiss

Creativity, Inc.: Overcoming the Unseen Forces That Stand in the Way of True Inspiration

Ed Catmull, Amy Wallace

Getting More: How You Can Negotiate to Succeed in Work and Life

Stuart Diamond

The Personal MBA: Master the Art of Business

Josh Kaufman

Brief: Make a Bigger Impact by Saying Less
Joseph McCormack

Team of Teams: New Rules of Engagement for a Complex World
Stanley McChrystal, Tatum Collins, David Silverman, Chris Fussell

VICTORY: 7 Revolutionary Strategies for Entrepreneurs to Launch Your Business, Elevate Your Impact and Transform Your Life
Larry Broughton

No Man's Land: Where Growing Companies Fail
Doug Tatum

Never Split the Difference: Negotiating As If Your Life Depended On It
Chris Voss, Tahl Raz

Also Recommended:

Fearless Leadership: Overcoming Reticence, Procrastination, and the Voices of Doubt Inside Your Head
Alan Weiss

Masterful Marketing: How to Dominate Your Market With a Value-Based Approach
Alan Weiss, Lisa Larter

Profit First: Transform Your Business from a Cash-Eating Monster to a Money-Making Machine
Mike Michalowicz

Risk: A User's Guide
Stanley McChrystal, Anna Butrico

Business Made Simple: 60 Days to Master Leadership, Sales, Marketing, Execution, Management, Personal Productivity and More (Made Simple Series)
Donald Miller

The Culture Code: The Secrets of Highly Successful Groups
Daniel Coyle

Take Back Your Time: The Guilt-Free Guide to Life Balance
Christy Wright, Dave Ramsey

From Paycheck to Purpose: The Clear Path to Doing Work You Love
Ken Coleman, Dave Ramsey

The Proximity Principle: The Proven Strategy That Will Lead to a Career You Love
Ken Coleman, Dave Ramsey

Marketing Made Simple: A Step-by-Step StoryBrand Guide for Any Business (Made Simple Series)
Donald Miller, Dr. J.J. Peterson

The Motive: Why So Many Leaders Abdicate Their Most Important Responsibilities
Patrick M. Lencioni

Shoe Dog: A Memoir by the Creator of Nike
Phil Knight

Bitter Brew: The Rise and Fall of Anheuser-Busch and America's Kings of Beer
William Knoedelseder

Primed to Perform: How to Build the Highest Performing Cultures Through the Science of Total Motivation
Neel Doshi, Lindsay McGregor

One Mission
Chris Fussell, Charles Goodyear

It Doesn't Have to Be Crazy at Work
Jason Fried, David Heinemeier Hansson

The 4-Hour Workweek
Timothy Ferriss

Decisive: How to Make Better Choices in Life and Work
Chip Heath, Dan Heath

Tipping Sacred Cows: Kick the Bad Work Habits that Masquerade as Virtues
Jake Breeden

The First 90 Days, Updated and Expanded: Proven Strategies for Getting Up to Speed Faster and Smarter
Michael Watkins

Collaborative Intelligence: Using Teams to Solve Hard Problems
J. Richard Hackman

The Art of Action: How Leaders Close the Gaps between Plans, Actions, and Results
Stephen Bungay

Courage to Execute: What Elite U.S. Military Units Can Teach Business About Leadership and Team Performance

James D. Murphy

Virtual Training: The Art of Conducting Powerful Virtual Training that Engages Learners and Makes Knowledge Stick

Jeb Blount

Noise: Living and Leading When Nobody Can Focus

Joseph McCormack

Who Moved My Cheese?: An A-Mazing Way to Deal with Change in Your Work and in Your Life

Spencer Johnson, Kenneth Blanchard

Our Iceberg Is Melting: Changing and Succeeding Under Any Conditions

John Kotter, Holger Rathgeber, Peter Mueller, Spencer Johnson

Hit Refresh

Satya Nadella, Bill Gates - foreword

Lateral Thinking: Creativity Step by Step

Edward de Bono

One Mission: How Leaders Build a Team of Teams

Chris Fussell, C. W. Goodyear, General Stanley McChrystal

Ten Signs of a Leadership Crash

Stephen Mansfield

Quench Your Own Thirst: Business Lessons Learned over a Beer or Two

Jim Koch

Great at Work: The Hidden Habits of Top Performers

Morten T. Hansen

The Magic Of Winning Proposals: The Simple, Step-By-Step Approach To Writing Proposals That Win, Getting New Clients, and Implementing an Unbeatable Marketing Plan.

Laura Ricci, Matt Handal

Peak Performance: Elevate Your Game, Avoid Burnout, and Thrive with the New Science of Success

Brad Stulberg, Steve Magness

The Influencer Economy: How to Launch Your Idea, Share It with the World, and Thrive in the Digital Age
Ryan Williams

American Entrepreneur: How 400 Years of Risk-Takers, Innovators, and Business Visionaries Built the U.S.A.
Willie Robertson, William Doyle

Unshakeable: Your Financial Freedom Playbook
Tony Robbins

Blue Ocean Strategy, Expanded Edition: How to Create Uncontested Market Space and Make the Competition Irrelevant
W. Chan Kim, Renee Mauborgne, Renée A. Mauborgne

LIFE AND PSYCHOLOGY

Highly Recommended:

Grit: The Power of Passion and Perseverance
Angela Duckworth

Finding Ultra, Revised and Updated Edition: Rejecting Middle Age, Becoming One of the World's Fittest Men, and Discovering Myself
Rich Roll

Can't Hurt Me: Master Your Mind and Defy the Odds
David Goggins

The Founder's Mentality: How to Overcome the Predictable Crises of Growth
Chris Zook, James Allen

Digital Minimalism: Choosing a Focused Life in a Noisy World
Cal Newport

The Score Takes Care of Itself: My Philosophy of Leadership
Bill Walsh, Steve Jamison, Craig Walsh

Also Recommended:

Start: Punch Fear in the Face, Escape Average and Do Work That Matters
Jon Acuff

Overcoming Fake Talk: How to Hold REAL Conversations that Create Respect, Build Relationships, and Get Results
John R. Stoker

Thinking, Fast and Slow
Daniel Kahneman

Robert's Rules of Writing
Robert Masello

David and Goliath: Underdogs, Misfits, and the Art of Battling Giants
Malcolm Gladwell

An Astronaut's Guide to Life on Earth: What Going to Space Taught Me About Ingenuity, Determination, and Being Prepared for Anything
Chris Hadfield

Unfu*k Yourself: Get out of your head and into your life
Gary John Bishop

The Subtle Art of Not Giving a F*ck: A Counterintuitive Approach to Living a Good Life
Mark Manson

The Elephant in the Brain: Hidden Motives in Everyday Life
Robin Hanson

SALES

Highly Recommended:

New Sales. Simplified.: The Essential Handbook for Prospecting and New Business Development
Mike Weinberg

Objections: The Ultimate Guide for Mastering The Art and Science of Getting Past No
Jeb Blount, Mark Hunter

Fanatical Prospecting: The Ultimate Guide for Starting Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, E-Mail, and Cold Calling
Jeb Blount

Eat Their Lunch: Winning Customers Away from Your Competition
Anthony Iannarino

Also Recommended:

Sales Management. Simplified: The Straight Truth About Getting Exceptional Results from Your Sales Team
Mike Weinberg

The Lost Art of Closing: Winning the Ten Commitments That Drive Sales
Anthony Iannarino

High-Profit Prospecting: Powerful Strategies to Find the Best Leads and Drive Breakthrough Sales Results
Mark Hunter CSP

Stop Selling and Start Leading: How to Make Extraordinary Sales Happen
James M. Kouzes, Barry Z. Posner, Deb Calvert

Sales EQ: How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal
Jeb Blount, Anthony Iannarino

Can I Have 5 Minutes of Your Time?: A No-Nonsense, Fun Approach to Sales from Xerox's Former #1 Salesperson
Hal Becker

Sales Truth: Debunk the Myths. Apply Powerful Principles. Win More New Sales.
Mike Weinberg, Anthony Iannarino - foreword