



The DOL Coach Recommended Book List (UPDATED 2024)

Disclaimer: Other than profits from the sale of my books, 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.

I hope this helps.

Scott Kinder...

PERSONAL DEVELOPMENT

Highly Recommended:

Essentialism by Greg McKeown

Getting Things Done by David Allen

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

The Richest Man In Babylon by George S Clason

All it takes is a Goal by Jon Acuff

Clarity by Jim Vaselopulos

Soldier Secretary by Christopher Miller

By All Means Available by Michael Vickers

Never give an inch by Mike Pompeo

Duty by Robert Gates

The Big Leap by Gay Hendricks

American Prometheus by Kai Bird

Rhinoceros Success by Scott Alexander

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

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

Alexander Hamilton by Ron Chernow

How to Think Like a Roman Emperor: The Stoic Philosophy of Marcus Aurelius by Donald J. Robertson

Originals: How Non-Conformists Move the World by Adam Grant PhD

The Alchemist: A Fable About Following Your Dream by Paulo Coelho

Meditations by Marcus Aurelius

Deliberate Discomfort: How U.S. Special Operations Forces Overcome Fear and Dare to Win by Getting Comfortable Being Uncomfortable by Jason Van Camp, Andy Symonds

Also Recommended:

Zen In The Martial Arts by Joe Hyams

Team of Rivals: The Political Genius of Abraham Lincoln by Doris Kearns Goodwin

Titan: The Life of John D. Rockefeller, Sr. by Ron Chernow

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

Grant by Ron Chernow

Give and Take: A Revolutionary Approach to Success by Adam M. Grant PhD

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

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

Ego Is the Enemy by Ryan Holiday

Stillness Is the Key by Ryan Holiday

Endurance: Shackleton's Incredible Voyage by Alfred Lansing

The Charisma Myth: How Anyone Can Master the Art and Science of Personal Magnetism by Olivia Fox Cabane

The Wright Brothers by David McCullough

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

Finding the Next Steve Jobs: How to Find, Hire, Keep, and Nurture Creative Talent by Nolan Bushnell, Gene Stone

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

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

Greenlights by Matthew McConaughey

The Go-Getter by Peter Kyne

Benjamin Franklin: An American Life by Walter Isaacson

1776 by David McCullough

Legacy by James Kerr

Einstein: His Life and Universe by Walter Isaacson

The Leadership Lessons of Jesus: A Timeless Model for Today's Leaders by Bob Briner, Ray Pritchard

Personal Memoirs of Ulysses S. Grant by Ulysses S. Grant

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

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

PROJECT MANAGEMENT

Highly Recommended:

The Six Types of Working Genius by Patrick Lencioni

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

Alpha Project Managers: What the Top 2% Know That Everyone Else Does Not: What the Top 2 Percent Know That Everyone Else Does Not: by Crowe, Andy

Also Recommended:

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

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

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

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

Managing Successful Projects with PRINCE2 2017 Edition by AXELOS Limited

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

Managing Successful Programmes 2011 Edition by AXELOS Limited

A Guide to Agile Shift by AXELOS Limited

BUSINESS

Highly Recommended:

Rework by Jason Fried, David Heinemeier Hansson

Traction: Get a Grip on Your Business by Gino Wickman

The Fearless Organization by Amy Edmondson

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

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

Play Nice But Win: A CEO's Journey from Founder to Leader by Michael Dell, James Kaplan

Leading Change by John P. Kotter

Remote: Office Not Required by Jason Fried, David Heinemeier Hansson

Million Dollar Consulting by Alan Weiss

Value-Based Fees: How to Charge – and Get – What You’re Worth by Alan Weiss

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

Creativity, Inc.: Overcoming the Unseen Forces That Stand in the Way of True Inspiration by Ed Catmull, Amy Wallace

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

The Personal MBA: Master the Art of Business by Josh Kaufman

Brief: Make a Bigger Impact by Saying Less by Joseph McCormack

Team of Teams: New Rules of Engagement for a Complex World by 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 by Larry Broughton

No Man’s Land: Where Growing Companies Fail by Doug Tatum

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

Also Recommended:

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

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

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

Risk: A User’s Guide by Stanley McChrystal, Anna Butrico

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

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

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

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

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

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

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

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

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

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

One Mission by Chris Fussell, Charles Goodyear

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

The 4-Hour Workweek by Timothy Ferriss

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

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

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

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

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

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

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

Noise: Living and Leading When Nobody Can Focus by Joseph McCormack

Who Moved My Cheese?: An A-Mazing Way to Deal with Change in Your Work and in Your Life by Spencer Johnson, Kenneth Blanchard

Our Iceberg Is Melting: Changing and Succeeding Under Any Conditions by John Kotter

Hit Refresh by Satya Nadella, Bill Gates – foreword

Lateral Thinking: Creativity Step by Step by Edward de Bono

One Mission: How Leaders Build a Team of Teams by Chris Fussell, C. W. Goodyear, General Stanley McChrystal

Ten Signs of a Leadership Crash by Stephen Mansfield

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

Great at Work: The Hidden Habits of Top Performers by 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. by Laura Ricci, Matt Handal

Peak Performance: Elevate Your Game, Avoid Burnout, and Thrive with the New Science of Success by Brad Stulberg, Steve Magness

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

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

Unshakeable: Your Financial Freedom Playbook by Tony Robbins

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

LIFE AND PSYCHOLOGY

Highly Recommended:

Grit: The Power of Passion and Perseverance by Angela Duckworth

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

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

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

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

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

Also Recommended:

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

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

Thinking, Fast and Slow by Daniel Kahneman

Robert's Rules of Writing by Robert Masello

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

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

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

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

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

SALES

Highly Recommended:

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

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

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

Also Recommended:

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

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

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

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

Sales EQ: How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal by 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 by Hal Becker

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