

Kent Stanley Reading List – 2010-2020

Currently Reading

Grant – Chernow

Waiting on the Night Stand

A Conflict of Visions – Sowell

Dreamland - Quinones

Economic Facts and Fallacies - Sowell

New Power: How New Power Works - Heimans
and Timms

The Gene: An Intimate History – Mukherjee

Favorite Books in Last Year:

Trillion Dollar Coach - Schmidt, Rosenberg, Eagle

Discrimination and Disparities – Sowell

The Soul of America – Meacham

Just Finished (Past Year)

Crusaders - Jones

Trillion Dollar Coach - Schmidt, Rosenberg, Eagle

Discrimination and Disparities – Sowell

Leading with Character & Competence – Clark

Destiny and Power: The American Odyssey of
George HW Bush – Meacham

Originals: How Non-Conformists Move the World
– Grant

Radical Candor – Scott

Enemy Contact – Tom Clancy/Maden

The Soul of America – Meacham

Right Here, Right Now – Harper

Leadership/Strategy

The Contrarian's Guide to Leadership - Sample

The ONE Thing (Surprisingly Simple Truths
Behind Extraordinary Results) – Keller

The Art of Thinking Clearly - Dobbelli

Pothole Confidential -- JT Ryback

How to Fail at Almost Everything – Adams

Brain Rules - Medina

The Speed of Trust – Stephen M. R. Covey

On Becoming a Leader -- Bennis

Leadership 101 -- Maxwell

The Five Temptations of a CEO -- Lencioni

The Five Dysfunctions of a Team -- Lencioni

Silos, Politics and Turf Wars -- Lencioni

Death by Meeting – Lencioni

Good to Great and the Social Sectors – Collins

Visionary Leadership – Nanus

Execution – Larry Bossidy and Ram Charan

Inspirational/Historical

Reagan: The Life --Brands

41: A Portrait of My Father – George W. Bush

You Just Can't Make This Up – Al Michaels

The 21 Most Powerful Minutes in a Leader's Day --
Maxwell

Team of Rivals – Doris Goodwin

Hard Work – Roy Williams

The President's Club – Gibbs and Duffy

Management

Great Work – Sturt & OC Tanner Institute

Give and Take - Grant

How the Mighty Fall – Collins

Good to Great – Collins

Good to Great for the Social Sector - Collins

Built to Last – Collins/Porras

Straight from the Gut – Welch

Winning -- Welch

Winning; The Answers - Welch

Swanson's Written Rules of Management–Swanson

Linchpin – Godin

Tribes – Godin

Major Gift Solicitation Strategies - CASE

The Art of Planned Giving – White

Strategic Planning for Intercollegiate Athletics-
Debra Yow et al

Cases in Sport Marketing – MacDonald

The Richest Man in Babylon --Clason

Good to Great -- Collins

The Tipping Point – Gladwell

Death By Meeting-- Lencioni

The Big Short – Lewis

Boom-a-rang – Lewis

Development/Fundraising

Comprehensive Fundraising Campaigns: A Guide
for Presidents and Boards— Langley

Fundraising Fundamentals - Greenfield

The Fundraisers Guide to Irresistible

Communications – Brooks

Leading the Campaign – Worth

Naming Rights – Burton

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Donor Centered Leadership – Burke
Fundraising Analytics – Burkholz
Fundraising Rules of the Road to Success –Smith

Communication/Rapport/Marketing/ Service

What to Do When it's Your Turn - Godin
The Thank You Economy - Vanyerchuck
Raving Fans – Blanchard
Ice to Eskimos - Spoelstra
Everyone Communicates, Few Connect –Maxwell
Purple Cow – Godin
The Power of Who -Beaudine
Three and a Tree: How to Take Down Bad
University Marketing–160over90
All Marketers Tell Stories – Godin
Blink – Gladwell
The Invisible Touch -- Beckworth
The Eloquent Executive --Parkhurst
Balance -- Bauer
Johnny the Bagger--Peters
Who – Smart and Street
Made to Stick –Heath and Heath
The Simple Truths of Service –Blanchard & Glanz

Other Interests

Thank You for Being Late- Thomas Friedman
Leonardo Da Vinci – Isaacson
Alibaba: The House that Jack Ma Built--Clark
Shoe Dog: A memoir by the creator of Nike-
Knight
Hillbilly Elegy: - J. D. Vance
True Faith and Allegiance – Clancy
The System – Benedict & Keteyian
Wonder - Palacio
The Killing of Osama bin Laden - Hersch
Worlds without End - Follet
David and Goliath – Gladwell
Africa United – Bloomfield
Pillars of the Earth - Follet
Command Authority - Clancy
The Punch – Feinstein
Flash Boys– Lewis
Supreme Conflict – Crawford Greenburg
Major Violation – Funk
Bowling Alone – Putnam
What the Dog Saw – Gladwell

How the Irish Saved Civilization – Cahill
Self-Reliance – Waldo Emerson
Moneyball -- Lewis
Shake Hands with the Devil – Dallaire
Guests of the Ayatollah – Bowden
Raising a Modern Day Knight -- Lewis

Commitment to Personal and Professional Development:

Read 15 minutes per night and write an executive summary at the end.

Please share books that have made an impact on your thinking or career.

“In my whole life, I have known no wise people (over a broad subject matter area) who didn't read all the time -- none, zero.”

**—Charles T. Munger,
Vice Chairman, Berkshire Hathaway**