



Berrett-Koehler
Publishers

A community dedicated to creating a world that works for all

Winter/Spring 2010
Catalog

BK Life
BK Currents
BK Business



Berrett-Koehler
Publishers

A community dedicated to creating
a world that works for all

Dear Reader,

In this catalog we are pleased to introduce 16 new Berrett-Koehler books. We are also pleased to introduce new editions of five previously published bestselling books: *Leadership and Self-Deception*, *The Power of Appreciative Inquiry*, *Unequal Protection*, *The Power of Purpose*, and *Prisoners of Our Thoughts*.

Bringing out new editions of bestselling books has proven a very successful way for us to reach more readers. For example, *Love 'Em or Lose 'Em* has sold over 540,000 copies through four editions, with each edition expanding the sales to new groups of readers.

In deciding which new editions to publish, we select books that continue to be timely and relevant, have stood the test of time in quality and usefulness to readers, and have established a strong ongoing sales base. We mainly publish new editions of BK books, but we sometimes publish new editions of books first issued by other publishers that we judge to have particular value and interest for the BK community; such is the case with Thom Hartmann's classic book, *Unequal Protection*.

Each new edition goes through an extensive editorial process, which includes obtaining customer reviews to determine how and where the book can be made even more useful to readers, updating the book where needed, adding new material that enhances the book's value, and improving the content throughout.

New editions are launched with a new marketing campaign very similar to the campaigns for new books, starting with featuring them prominently in our catalog. And, as is the case with all of our new books today, new editions are simultaneously published in the most popular digital formats at the same time that the print versions are published.

We hope readers will pay special attention to the new editions announced in this catalog because of their proven value and quality. For example, *Leadership and Self-Deception* has been a word-of-mouth sales phenomenon (over 750,000 copies sold) because it is literally a life-changing book. If you have not read this book, the new edition offers you a great reason to do so.

If you have a favorite BK book that you would like to see published in a new edition, we would love to hear from you. And we welcome your help in spreading the word about those titles that you find most valuable.

Sincerely,

Steven Piersanti
President and Publisher

New Titles and New Editions

- Leadership and Self-Deception, Second Edition* 1
- Power and Love* 2
- Small Change* 3
- Managing Hispanic and Latino Employees* 4
- Leading in Turbulent Times* 5
- Creative Community Organizing* 6
- Standing in the Fire* 7
- The Circle Way* 8
- The Power of Appreciative Inquiry, Second Edition* 9
- 2048 10
- The Power of Purpose, Second Edition* 11
- Bootstrap Leadership* 12
- The Female Vision* 13
- Unequal Protection, Second Edition* 14
- The Abundant Community* 15
- Wander Woman* 16
- Share This!* 17
- The New Social Learning* 18
- The One Minute Negotiator* 19
- World-Class Diversity Management* 20
- Prisoners of Our Thoughts, Second Edition* 21

New in Paperback

- Your Leadership Legacy* 22
- Fast Fundamentals: The BK Whitepaper Series* 22

Berrett-Koehler News 23

Complete List of Titles 27

Ordering Information 32

The Arbinger Institute

Leadership and Self-Deception

Getting Out of the Box

Expanded second edition of the book that is changing lives and transforming organizations

- International bestseller—over 750,000 copies sold and translated into 22 languages
- Revised throughout, with a new section to help readers apply the lessons in the book
- Reveals how we unwittingly sabotage relationships, at work and at home, despite our best intentions—and how we can stop

Since its original publication nine years ago, *Leadership and Self-Deception* has become an international word-of-mouth phenomenon. Rather than tapering off, it has sold more copies each year since 2004 than it did in any of the first four years after publication. The book's central insight—that the key to leadership lies not in what we do but in who we are—has proven to have powerful implications not only for organizational leadership but in readers' personal lives as well.

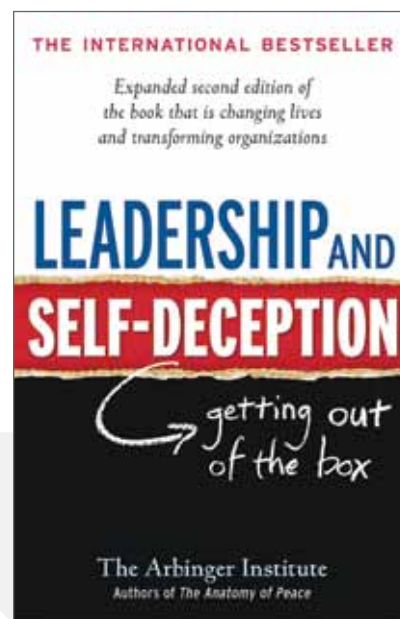
This new edition has been revised throughout to make the story more readable and compelling. And drawing on the extensive correspondence the authors have received over the years, they have added a section that outlines the many ways that readers have been using *Leadership and Self-Deception*, focusing on five specific areas: hiring, team building, conflict resolution, accountability, and personal growth and development.

Leadership and Self-Deception uses an entertaining story about an executive facing challenges at work and at home to expose the subtle psychological processes that conceal our true motivations and intentions from us and trap us in a “box” of endless self-justification—even when we're convinced we're doing the right thing. Most importantly, the book shows us the way out. Readers will discover what millions already have learned—how to consistently tap into and act on their innate sense of what's right, dramatically improving all of their relationships.

“Profound, with deep and sweeping implications...It is engaging and fresh, easy to read, and packed with insights. I couldn't recommend it more highly.”

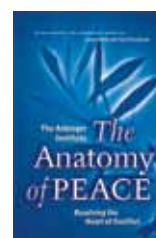
—Stephen R. Covey, author of *The 7 Habits of Highly Effective People*

The Arbinger Institute helps organizations, families, individuals, and communities worldwide solve the problems created by self-deception. Arbinger is led internationally by Jim Ferrell, Duane Boyce, Paul Smith, and Terry Warner. Headquartered in Woods Cross, Utah, Arbinger has international operations in the United Kingdom, France, Germany, the Netherlands, Israel, India, Singapore, Australia, Taiwan, Korea, Japan, Mexico, Canada, and Bermuda.

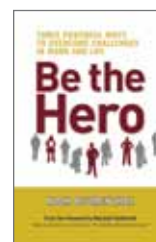


Publication date: January 2010
 \$16.95, paperback, 216 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-57675-977-6
 \$11.87, PDF ebook
 ISBN 978-1-57675-978-3
 Business/Self-Help
 World rights available

You might also enjoy



The Arbinger Institute
The Anatomy of Peace
 Resolving the Heart of Conflict
 \$14.95, paperback
 ISBN 978-1-57675-584-6
 \$10.47, PDF ebook
 ISBN 978-1-57675-955-4

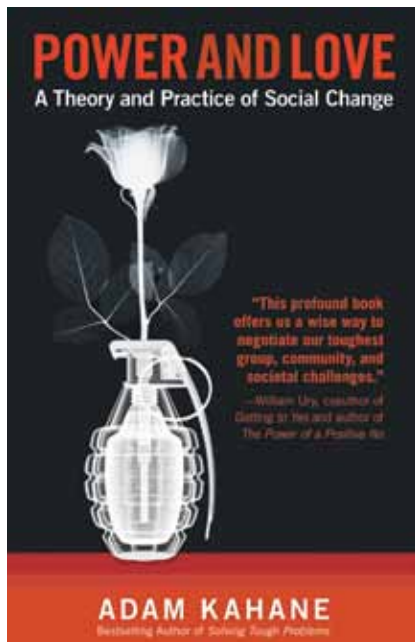


Noah Blumenthal
Be the Hero
 Three Powerful Ways to Overcome Challenges in Work and Life
 \$19.95, hardcover
 ISBN 978-1-60509-000-9
 \$13.97, PDF ebook
 ISBN 978-1-57675-999-8

Adam Kahane

Power and Love

A Theory and Practice of Social Change



- A new approach, proven in the field, for making progress on our most important and difficult collective challenges
- Based on Kahane's firsthand experiences working with teams of business, government, and civil society leaders around the world
- Profound, personal, and practical

The two typical ways that people try to solve their toughest group, community, and societal problems are fundamentally flawed. They either push for what they want at all costs—in its most extreme form, this means war—or try to avoid conflict, sweeping problems under the rug in the name of a superficial “peace.” But there is a better way: synthesizing these two seemingly contradictory approaches.

Adam Kahane argues that the two typical ways reflect two distinct, fundamental drives: power, the single-minded desire to achieve one's purpose, and love, the drive to unite with others. Both of these drives are inextricably part of being human, and so to achieve lasting change you have to be able to work fluidly with both. In fact, each needs the other. As Martin Luther King Jr. put it, “Power without love is reckless and abusive, and love without power is sentimental and anemic.”

Kahane delves deeply into the dual nature of power and love, exploring their subtle and intricate interplay. With disarming honesty he relates how, through trial and error, he learned to balance between them, shifting from one to the other as though learning to walk—at first falling down, then stumbling forward, and then moving steadily toward sustainable, systemic solutions.

For the last twenty years Kahane has worked around the world on a variety of challenges: economic development, food security, health care, judicial reform, peace making, climate change. He has worked with diverse teams of leaders—executives and politicians, generals and guerillas, civil servants and trade unionists, community activists and United Nations officials, clergy and artists. He has seen, up close and personal, examples of inspiring progress and terrifying regress. *Power and Love* reports what he has learned from these hard-won experiences.

“Adam Kahane takes on the question, Why do some groups of people manage to solve complex problems, while others stumble or fall? The reader walks along with him, as he gradually builds his own proficiency at balancing empathy (love) and resolve (power), and thus raising the game for all of us.”

—Art Kleiner, Editor in Chief, *strategy+business*, and author of *The Age of Heretics*

Adam Kahane is a partner in Reos Partners, an international organization dedicated to supporting and building capacity for innovative collective action in complex social systems.

Publication date: January 2010
 \$16.95, paperback, 192 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-304-8
 \$11.87, PDF ebook
 ISBN 978-1-60509-305-5
 Business/Current Affairs
 World rights available

You might also enjoy



Adam Kahane
Solving Tough Problems
 An Open Way of Talking,
 Listening, and Creating New
 Realities
 \$16.95, paperback
 ISBN 978-1-57675-464-1
 \$11.87, PDF ebook
 ISBN 978-1-57675-537-2



Stewart Levine
Getting to Resolution
 Turning Conflict into
 Collaboration
 \$19.95, paperback
 ISBN 978-1-57675-771-0
 \$13.97, PDF ebook
 ISBN 978-1-57675-788-8

Michael Edwards

Small Change

Why Business Won't Save the World

- A powerful critique of a seemingly beneficial trend that is actually undermining efforts for social change
- Written by an insider—a former official with several prominent nonprofits and foundations
- Copublished with the prominent New York think tank Demos

A new movement is afoot that promises to save the world by applying the magic of the market to the challenges of social change. Its supporters argue that using business principles to solve global problems is far more effective than more traditional approaches. What could be wrong with that?

Almost everything, argues former Ford Foundation director Michael Edwards. In this hard-hitting, controversial exposé, he marshals a wealth of evidence to reveal that in reality, a market approach hurts more than it helps. Real change will come when business acts more like civil society, not the other way around.

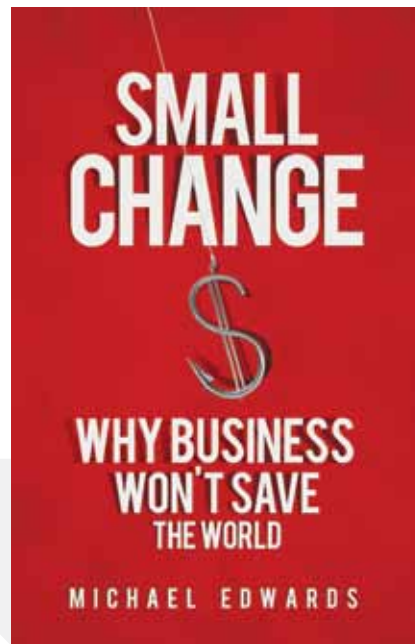
Despite the good intentions and hopeful rhetoric, Edwards shows that there is simply no proof that a business approach is better. Quite the contrary. He cites examples from his many years in the social sector to demonstrate that business by its very nature is not equipped to attack the root causes of major problems like poverty, inequality, violence, and discrimination. Achieving fundamental social transformation requires a different set of operating values—cooperation rather than competition, collective action more than individual effort, and patient, long-term support for systemic solutions over immediate results.

Edwards argues that people give their money and time to social change organizations to serve a cause, not a balanced quarterly spreadsheet. If these organizations compromise their higher purpose in the name of a narrow version of “efficiency,” they’ll erode the very basis of their impact and importance. And relying on business as the engine of change ends up concentrating power in the hands of a few major players, mirroring the very inequities these organizations should be trying to rectify. With a vested interest in the status quo, all business can promise are valuable but limited advances: small change. It’s time to turn away from the false promise of the market model and reassert the independence of global citizen action.

“Lays bare the mythologies surrounding philanthropy and shows it to be exactly what it is—an essential part of our capitalist system, with all the flaws and foibles found elsewhere, good at what it does best but bad at what it’s sometimes expected to do. Anyone who wants the truth of philanthropy in America should read this book.”

—Robert B. Reich, Professor of Public Policy, University of California, Berkeley

Michael Edwards is a writer and activist affiliated with the think tank Demos, the Wagner School of Public Service at New York University, and the Brooks World Poverty Institute at Manchester University in the UK. From 1999 to 2008 he was director of the Ford Foundation’s Governance and Civil Society Program, and he previously worked for the World Bank, Oxfam, and Save the Children.



Publication date: January 2010
 \$16.95, paperback, 144 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-377-2
 \$11.87, PDF ebook
 ISBN 978-1-60509-379-6
 Copublished with Demos
 Current Affairs/Economics
 World rights available

You might also enjoy



Paul Polak
Out of Poverty
 What Works When
 Traditional Approaches Fail
 \$19.95, paperback
 978-1-60509-276-8
 \$13.97 PDF ebook
 ISBN 978-1-57675-548-8



Wade Rathke
Citizen Wealth
 Winning the Campaign to
 Save Working Families
 \$24.95, hardcover
 ISBN 978-1-57675-862-5
 \$17.47, PDF ebook
 978-1-57675-874-8

Louis E. V. Nevaer

Managing Hispanic and Latino Employees

A Guide to Hiring, Training, Motivating, Supervising, and Supporting the Fastest Growing Workforce Group

- The first book on supporting and developing Hispanic employees in any organization
- Identifies three concepts that shape Hispanic culture and explores how they influence workplace behavior and expectations
- Written by a distinguished Hispanic author and authority on Hispanic economic behavior

Hispanics are the largest and fastest-growing minority group in the United States—they are now 15 percent of the population and 22 percent of the workforce, and it's estimated that by 2050 those numbers will go up to 36 percent and 55 percent. In this much-needed new book, Louis Nevaer helps non-Hispanic employers and colleagues understand how Hispanics see the business world—and the world in general—so they can better support and develop this dynamic group of workers.

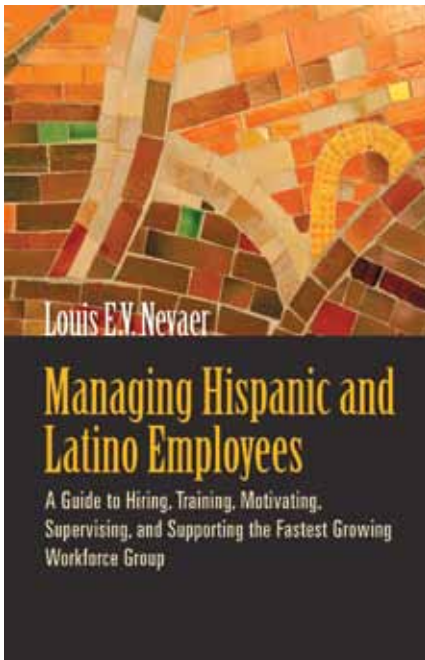
Drawing on his own ethnic background and years of experience as director of the organization Hispanic Economics, Nevaer identifies three concepts that shape Hispanic culture and often result in behaviors and beliefs very different than, and sometimes seemingly at odds with, those of non-Hispanics. He explores subtle nuances within the Hispanic community—which is no more monolithic than the “European” community—that will help employers appreciate differences and tensions between Hispanic workers. With this as an overarching framework, and using a wealth of specific examples, Nevaer shows how to develop Hispanic-friendly approaches in every aspect of the modern workplace, from recruitment, retention, and evaluation to training, mentoring, and labor relations.

As Hispanics become an ever-larger segment of the workforce, organizations that fail to make them feel welcome and valued risk losing access to a significant source of talent and innovation, not to mention a connection to a major evolving market. *Managing Hispanic and Latino Employees* is an invaluable resource for creating an environment where Hispanic workers feel comfortable, recognized, and rewarded.

“An excellent resource for HR professionals looking for ways to fully utilize the knowledge, skills, talents, and abilities of each employee in today’s increasingly complex workplace.”

—Vaso Perimenis Ekstein, Vice President, Human Resources, Winston-Salem Market, Novant Health

Louis E. V. Nevaer is director of Hispanic Economics, which analyzes Hispanic consumer behavior, and is a contributor to *Pacific News Service* and *New American Media*. He is the author of many books, including *HR and the New Hispanic Workforce* and *The Rise of the Hispanic Market in the United States*.

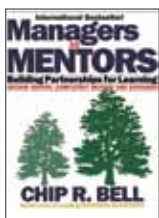


Publication date: January 2010
 \$24.95, paperback, 288 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-57675-945-5
 \$17.47, PDF ebook
 ISBN 978-1-57675-972-1
 Business
 World rights available

You might also enjoy



Juana Bordes
Salsa, Soul, and Spirit
 Leadership for a
 Multicultural Age
 \$16.95, paperback
 ISBN 978-1-57675-432-0
 \$11.87, PDF ebook
 ISBN 978-1-57675-522-8



Chip R. Bell
Managers As Mentors
 Building Partnerships
 for Learning
 \$22.95, paperback
 ISBN 978-1-57675-142-8
 \$16.07, PDF ebook
 ISBN 978-1-60509-666-7

Kevin Kelly and Gary E. Hayes

Leading in Turbulent Times

- Shows what every leader must do to cope with perpetual change—the key characteristic of twenty-first century business
- Provides unrivalled access to the best managed boardrooms in the world through unique interviews with some of today's most resilient and innovative leaders
- Identifies the keys to leadership in turbulent times: passion, people, and vision

Turbulent times are here to stay. The global recession is today's dramatic headline, but accelerating change and economic uncertainty are the hallmarks of twenty-first century business. Signs like the volatility of commodity prices and fluctuations in currencies are all part of a broader weather system affecting business everywhere. These powerful forces for change are the corporate equivalent of headwinds, which must be faced and navigated by all leaders and those they lead. The challenge of the next few years is learning to maneuver confidently in perpetual turbulence.

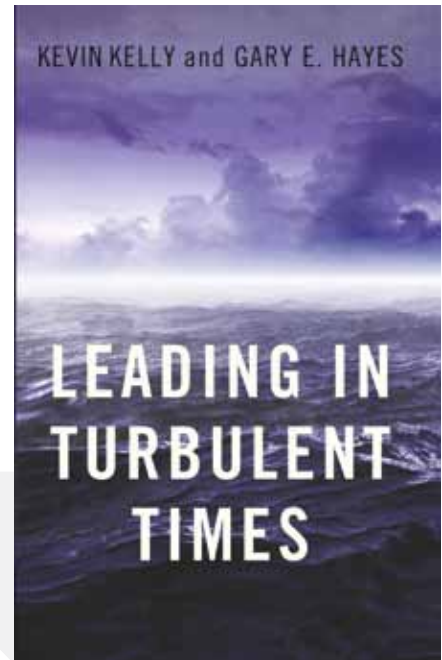
So what should you do as a leader to keep your business on course? Kevin Kelly and Gary Hayes have interviewed frontline leaders with proven track records for adapting to rapid change and helping their companies thrive. In *Leading in Turbulent Times* these extraordinary executives—from successful international companies such as McDonald's, General Electric, Nissan, Coca-Cola, Kaiser Permanente, Marks & Spencer and more—share how they have confronted the challenges every leader must now face.

You'll discover how to recognize the early signs of rough seas ahead and mobilize and inspire your people to respond. Kelly and Hayes explain what top leaders do to chart new strategies that build on existing strengths and, when necessary, change direction quickly and decisively. But a different course is not always welcomed by everyone, so the authors offer advice on putting down mutinies in ways that acknowledge legitimate concerns without distracting or alienating loyal crewmembers. And they focus on how to cope with the personal stress that comes with guiding your organization and your people through the turmoil.

Leading in Turbulent Times shows how you can use change to your advantage at a time when everyone else is being blown off course.

Kevin Kelly is CEO of Heidrick & Struggles, the world's leading search and advisory firm. He was named "Headhunter of the Year" in 2000 by *Finance Intelligence Asia* magazine and "one of Asia's Top Recruiters" four years running by *Asiamoney* magazine. He is the author of *Top Jobs*.

Gary E. Hayes is a CEO of the human capital consultancy Hayes Brunswick and Partners LLC. He has served on the faculties of Yeshiva University, the National Institute for the Psychotherapies, the Institute for the Psychoanalytic Study of Subjectivity, and Ecole Française des Attachés de Presse.



Publication date: February 2010
 \$19.95, hardcover, 192 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-540-0
 Business
 World rights available

You might also enjoy



Henry Mintzberg
Managing
 \$26.95, hardcover
 ISBN 978-1-57675-340-8
 \$18.87, PDF ebook
 ISBN 978-1-57675-895-3



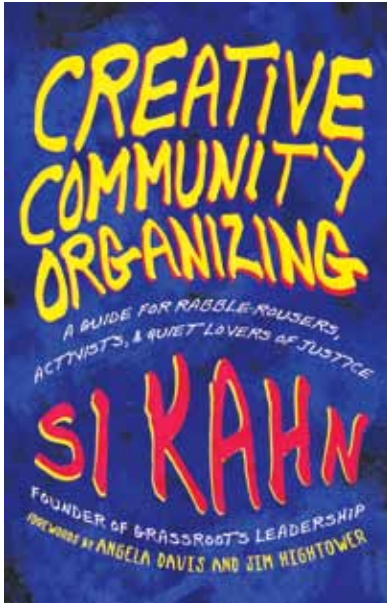
Bob Johansen
Leaders Make the Future
 Ten New Leadership Skills
 for an Uncertain World
 \$28.95, hardcover
 ISBN 978-1-60509-002-3
 \$20.27, PDF ebook
 ISBN 978-1-60509-003-0

Si Kahn

Forewords by Jim Hightower and Angela Davis

Creative Community Organizing

**A Guide for Rabble-Rousers, Activists,
and Quiet Lovers of Justice**

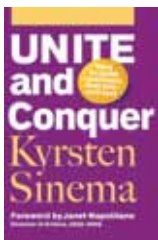


Publication date: February 2010
\$17.95, paperback, 240 pages
5 1/2" x 8 1/2"
ISBN 978-1-60509-444-1
\$11.87, PDF ebook
ISBN 978-1-60509-445-8
Current affairs
World rights available

You might also enjoy



Si Kahn and
Elizabeth Minnich
The Fox in the Henhouse
How Privatization
Threatens Democracy
\$14.95, paperback
ISBN 978-1-57675-337-8
\$10.47, PDF ebook
ISBN 978-1-60509-271-3



Krysten Sinema
Unite and Conquer
How to Build Coalitions
That Win—and Last
\$16.95, paperback
ISBN 978-1-57675-889-2
\$11.87, PDF ebook
ISBN 978-1-60509-005-4

- A unique approach—uses stories, lyrics, and poems to inspire and energize both new and experienced organizers
- Offers sage insights into aspects of community organizing not addressed by more conventional manuals
- Written by a veteran activist and musician with over forty-five years of experience working for progressive causes

This latest work by legendary activist, musician, and author Si Kahn is a different kind of community organizing book. As with other books, including some by Kahn himself, it does describe many of the practical tactics organizers use. But it's also about community organizing as a way of thinking and a way of life.

For Kahn, it *has* been a way of life. He has been intimately involved in some of the most important progressive struggles of the past fifty years—the civil rights movement, the Harlan County miners' strike, the fight against prison privatization, and many more. In this unique and moving book he uses his experiences and those of the women and men he's worked with to illuminate critical aspects of organizing not touched upon by more conventional manuals.

The stories Kahn tells are entertaining, funny, sad, and inspiring, but they're more than that—they're examples of creative community organizing in action. And like the secular rabbi he calls himself, Kahn lays out the specific lessons each tale is meant to teach—not only strategy and tactics, but advice on how to deal on a personal level with the demands of a difficult but vitally important job. *Creative Community Organizing* will help established organizers become more innovative and encourage them to question established principles and decide whether or not they still work. Aspiring organizers will discover a whole new way of looking at the world—they'll gain a sense of empowerment, understand that they can live and work in ways that help make the world more just and humane.

"Si Kahn's passionate new book, based on a lifetime of organizing for justice, offers hope for all of us who will not compromise the dream of democracy."

—Amy Goodman, host of *Democracy Now!* and author of *Breaking the Sound Barrier*

Si Kahn is the founder of Grassroots Leadership, a nonprofit organization that advocates for several causes, including prison reform, improved immigration detention policies, and violence prevention. He is the coauthor of *The Fox in the Henhouse* and the author of *How People Get Power and Organizing*, and has recorded over a dozen CDs.

Larry Dressler

Standing in the Fire

Leading High-Heat Meetings with Clarity, Calm, and Courage

- Shows that the key to effectively leading difficult meetings lies not in acquiring more tools and techniques but in mastering yourself mentally, emotionally, and physically
- Offers dozens of stories, exercises, and practices to help readers cultivate a grounded, compassionate, purposeful presence
- Draws on interviews with thirty-five renowned experts in facilitation, negotiation, training, organizational development, and leadership

Any time people get together to wrestle with serious issues, there is a potential for a high-heat meeting, one where participants become so polarized, angry, fearful, and confused that any meaningful work seems impossible. If you facilitate meetings for a living, you've probably found that your well-learned techniques often fail you in volatile and unpredictable situations like this. If you lead meetings as simply one part of your job, you doubtless feel even less able to cope.

The answer is not yet another technique—not something you do to people. Veteran facilitator Larry Dressler has learned the hard way that what makes the crucial difference is the leader's presence. You have to develop skills that allow you to remain steady, impartial, purposeful, compassionate, and good-humored. To work with people in high-heat meetings, you have to work on yourself.

In *Standing in the Fire* Dressler outlines six “stances”—mental, emotional, and physical ways of being that will enable you to master yourself so you can remain firmly in service to the group. He offers dozens of simple but profound practices for cultivating these capabilities before, during, and after any meeting. Throughout the book Dressler draws not just on his own experiences—good and bad, humorous and harrowing—but also on the insights of thirty-five distinguished leaders, process facilitators, trainers, and change agents, all with an eye to helping you stay relaxed and focused enough to make the kind of inventive, split-second decisions these pressure-cooker situations demand.

In meetings, as in the natural world, fire can be creative rather than destructive—but only if handled skillfully. Larry Dressler gives you everything you need to become a masterful fire tender.

“In this wise and stimulating book, Dressler draws on his rich experience to show us how to bring our personal best to facilitating polarized group situations.”

—William Ury, coauthor of *Getting to Yes* and author of *The Power of a Positive No*

For over twenty-five years **Larry Dressler** has designed and facilitated high-stakes meetings in diverse settings that include corporate boardrooms, industrial disaster sites, and the Amazon rain forest. His clients have included Cisco Systems, Baxter Healthcare, Starbucks, 1% for the Planet, New Belgium Brewing, and the US Federal Protective Services. He is the author of *Consensus Through Conversation*.



Publication date: March 2010
 \$19.95, paperback, 192 pages, 6" x 9"
 ISBN 978-1-57675-970-7
 \$13.97, PDF ebook
 ISBN 978-1-60509-010-8
 Copublished with the American Society for
 Training and Development
 Business/Leadership
 World rights available

You might also enjoy



Larry Dressler
Consensus Through Conversation
 How to Achieve High-Commitment Decisions
 \$15.95, paperback
 ISBN 978-1-57675-419-1
 \$11.17, PDF ebook
 ISBN 978-1-57675-935-6



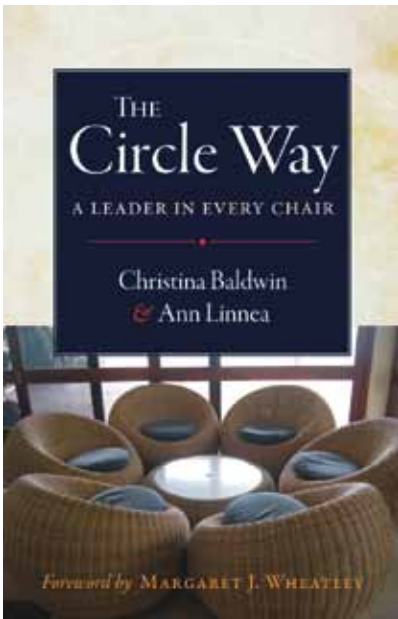
Marvin Weisbord and
 Sandra Janoff
Don't Just Do Something, Stand There!
 Ten Principles for Leading Meetings That Matter
 \$20.95, paperback
 ISBN 978-1-57675-425-2
 \$14.67, PDF ebook
 ISBN 978-1-57675-515-0

Christina Baldwin and Ann Linnea

Foreword by Margaret J. Wheatley

The Circle Way

A Leader in Every Chair

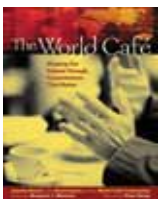


Publication date: March 2010
 \$18.95, paperback, 192 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-256-0
 \$13.27, PDF ebook
 ISBN 978-1-60509-258-4
 Business/Leadership
 World rights available

You might also enjoy



Margaret J. Wheatley
Turning to One Another
 Simple Conversations to
 Restore Hope for the Future
 2nd Edition
 \$17.95, paperback
 ISBN 978-1-57675-764-2
 \$12.57, PDF ebook
 ISBN 978-1-57675-984-4



Juanita Brown, with
 David Isaacs and the
 World Café Community
The World Café
 Shaping Our Futures
 Through Conversations
 That Matter
 \$22.95, paperback
 ISBN 978-1-57675-258-6
 \$16.07, PDF ebook
 ISBN 978-1-60509-251-5

- An authoritative and accessible guide to this foundational form of collaborative decision making
- Uses images, stories, and step-by-step instructions to teach the basics of the circle and explore its deeper meanings
- Written by two pioneers in reviving, standardizing, and popularizing the circle process

More and more organizations are looking for alternatives to rigid, top-down hierarchy as people realize that good ideas can come from anywhere and that fostering collaboration and group cohesion is vital to any healthy enterprise. But what approach can best create an environment that ensures clear speaking, compassionate listening, and the making of well-grounded decisions? The most ancient one: the circle.

The circle was the form of original gathering that taught human beings how to create social patterns. All modern group processes open to collaboration or to flattening the hierarchy are based on circle practices. Here two veteran practitioners offer a comprehensive guide to this foundational form of human interaction.

The Circle Way lays out the basics of circle conversation based on the original work of the coauthors, who have studied and standardized the essential elements of circle practice and implemented them in a variety of organizations for over fifteen years. The book offers both structure and story so that readers understand how these elements come into play and how they are interrelated and interactive. Baldwin and Linnea include detailed instructions and suggestions for getting started, setting goals, and solving conflicts. And they delve into the deeper aspects of the circle, illuminating the profound transformation the process has on people who participate in it.

“This is a book of stories, wisdom, and consummate practicality for how transformed communication can change the way we work together. The authors combine the wisdom of ancient traditions with years of working with diverse groups, taking circle practice to a level of application that is both deep and transcendent.”

—Margaret J. Wheatley, author of *Leadership and the New Science* and *Turning to One Another*

Christina Baldwin and **Ann Linnea** are the cofounders of PeerSpirit, Inc., an educational company that teaches circle practice. Baldwin is a writer and seminar presenter of thirty-plus year's experience. She is the author of five preceding books, including *Calling the Circle: The First and Future Culture* and *Life's Companion: Journal Writing as a Spiritual Practice*. Linnea is a writer and educator with decades of experience serving the art of dialogue. She is the author of *Deep Water Passage: A Spiritual Journey at Midlife* and coauthor of the award-winning *Teaching Kids to Love the Earth*.

Diana Whitney and Amanda Trosten-Bloom
Foreword by David Cooperrider

The Power of Appreciative Inquiry

**A Practical Guide to Positive Change
Second Edition, Revised and Expanded**

- New edition of the most authoritative, comprehensive, and practical guide to large-scale positive change
- Revised throughout, with new business and nonprofit examples and tools and a new chapter on community-based applications of Appreciative Inquiry (AI)
- Written by two pioneering AI thought leaders

The Power of Appreciative Inquiry describes the wildly popular approach to organizational change that dramatically improves performance by engaging people to study, discuss, and build upon what's working, rather than trying to fix what's not. Whitney and Trosten-Bloom provide a menu of eight results-oriented approaches to AI, along with case examples from a wide range of organizations to illustrate Appreciative Inquiry in action. A how-to book, this is the most authoritative and accessible guide to the newest ideas and practices in the field of Appreciative Inquiry since its inception in 1985.

To write the second edition, Whitney and Trosten-Bloom conducted an appreciative inquiry with first edition readers. At the urging of these readers, this edition includes a totally new chapter on community applications of Appreciative Inquiry, along with new examples, tools, and tips for using AI to create an enduring capacity for positive change.

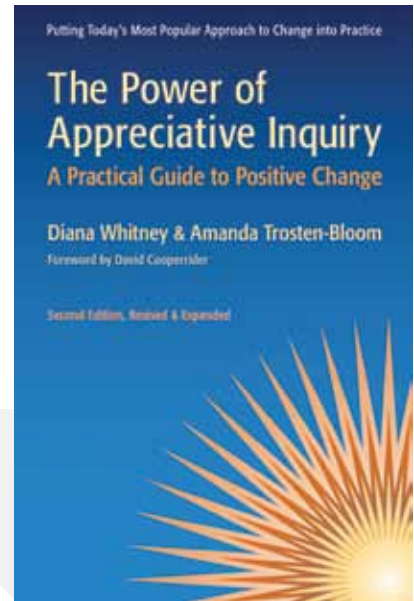
“Results from Appreciative Inquiry at Green Mountain Coffee vastly exceeded my expectations. This marvelous book explains AI and shares the excitement about it—it's a process that truly will make the world a much better place.”

—Robert Stiller, Chairman of the Board, Green Mountain Coffee

“This is a must-read book for anyone engaged in social change, whether at the individual, family, communal, or national level. Not only are we introduced to powerful theoretical ideas, but to practices that are now transforming people's lives around the world.”

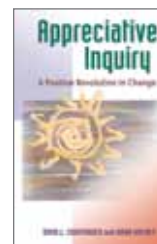
—Ken Gergen, President, and Mary Gergen, Treasurer and Secretary, The Taos Institute

Diana Whitney, PhD, and **Amanda Trosten-Bloom** lead Corporation for Positive Change, an internationally recognized consultancy whose mission is to bring Appreciative Inquiry to the most pressing issues of our time. Their clients include Fortune 500 corporations, communities, government agencies, religious organizations, and health-care systems. They have coauthored over a dozen groundbreaking books on Appreciative Inquiry.



Publication date: March 2010
\$32.95, paperback, 288 pages, 6" x 9"
ISBN 978-1-60509-328-4
\$23.07, PDF ebook
ISBN 978-1-60509-329-1
Business
World rights available

You might also enjoy



David L. Cooperrider and
Diana Whitney
Appreciative Inquiry
A Positive Revolution
in Change
\$18.95, paperback
ISBN 978-1-57675-356-9
\$13.27, PDF ebook
ISBN 978-1-60509-281-2

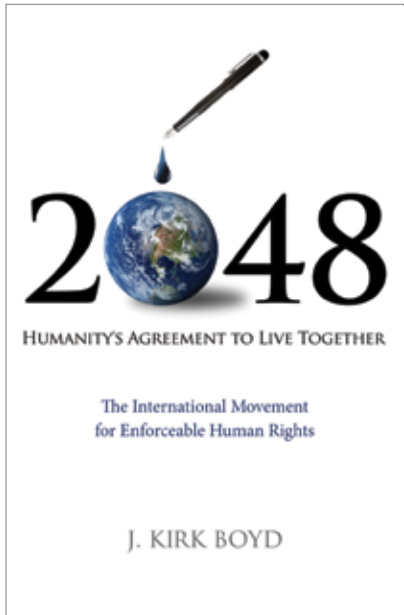


David L. Cooperrider,
Diana Whitney, and
Jacqueline M. Stavros
**Appreciative Inquiry
Handbook**
For Leaders of Change
2nd Edition
\$49.95, paperback
ISBN 978-1-57675-493-1
\$34.97, PDF ebook
ISBN 978-1-57675-562-4

J. Kirk Boyd

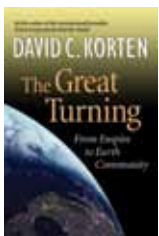
2048

Humanity's Agreement to Live Together

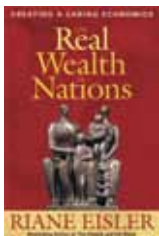


Publication date: April 2010
 \$22.95, hardcover
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-539-4
 \$15.95, paperback, 192 pages
 ISBN 978-1-60509-330-7
 \$13.97, PDF ebook
 ISBN 978-1-60509-331-4
 Current Affairs
 World rights available

You might also enjoy



David C. Korten
The Great Turning
 From Empire to Earth
 Community
 \$21.95, paperback
 ISBN 978-1-887208-08-6
 \$15.37, PDF ebook
 ISBN 978-1-57675-539-6



Riane Eisler
The Real Wealth of Nations
 Creating a Caring Economics
 \$18.95, paperback
 ISBN 978-1-57675-629-4
 \$13.27, PDF ebook
 ISBN 978-1-57675-514-3

- The handbook of an extraordinary, inspiring project: creating an enforceable international guarantee of basic human rights
- Outlines the basics of a universally acceptable agreement
- Shows what everyone can do to make this agreement a reality

In 1948 the United Nations General Assembly adopted the Universal Declaration of Human Rights, a deeply inspiring document that has been translated into over 300 languages and dialects. But because its provisions are not enforceable, its promise has not been fulfilled. Human rights violations continue in every corner of the globe, the cause of countless individual tragedies as well as large-scale disasters like war, poverty, and environmental ruin.

It's time to take the next step. *2048* sets out a visionary, audacious, but, Kirk Boyd insists, achievable goal: developing an enforceable international agreement that will allow the people of the world to create a social order based upon human rights and the rule of law. Boyd and the 2048 Project aim to have this agreement, the International Convention on Human Rights, in place by the 100th anniversary of the Universal Declaration.

Written documents have always played a key role in advancing human rights: the Code of Hammurabi, the Magna Carta, the Declaration of Independence. The express purpose of the International Convention is to safeguard what Boyd calls the Five Freedoms, adding freedom for the environment to Franklin Roosevelt's famous Four Freedoms: freedom of speech, freedom of religion, freedom from want, and freedom from fear.

Boyd skillfully anticipates objections to the notion of a universal and enforceable written agreement—that it would be culturally insensitive, be too expensive, unacceptably limit national sovereignty—and convincingly answers them. In fact, some promising first steps have already been taken. He describes existing transnational agreements with effective compliance mechanisms that can serve as models.

But Boyd wants to inspire more than argue. In *2048* he urges everyone to participate in the drafting of the agreement via the 2048 Project website and describes specific actions people can take to help make it a reality. "What you do with what you read," Boyd writes, "is as important as what this book says." Little by little, working together creatively with the tools now available, we can take the next step forward in the evolution of human rights.

J. Kirk Boyd is a lawyer, professor, and Executive Director of the 2048 Project (www.2048/berkeley.edu). He teaches international human rights, civil rights, international law, free speech, and constitutional law at the University of California. Boyd has argued at every level of court, including the United States Supreme Court.

Richard J. Leider

The Power of Purpose

Find Meaning, Live Longer, Better
Second Edition, Revised and Expanded

- An extensively revised and updated edition of the classic bestseller (more than 150,000 copies sold)
- Provides a detailed and practical process for uncovering your purpose
- Illustrated with inspiring stories and eye-opening research

Twenty-five years after the publication of the first edition, legendary personal coach and vitality expert Richard Leider has completely rethought his bestselling classic, adding new stories and new practices, eliminating some chapters and revising and expanding others. The result is a book that sums up what he has learned in a quarter century of guiding people from all walks of life on their journeys to meaning and fulfillment.

We all want to find our purpose—that thing that makes us feel like our life matters. Leider defines purpose as that deepest dimension within us that tells us who we are, where we came from, why we're here, and where we're going. Purpose fills us with passion, drive, and direction. When all else seems unsettled, uncertain, or impermanent, purpose gives us the will not just to live but to live long and well. It's not a grand concept reserved for a gifted few but something each one of us possesses, needing only to be uncovered.

Leider details a graceful, practical, and ultimately spiritual process for uncovering your purpose and making it central to your life. "Purpose is not a job or a role or a goal," he writes. "It is a mind set—a choice. It is a choice to bring who we are, our gifts, and energies to whatever we are doing." It is a choice that will not only improve our lives but extend them—Leider cites a wealth of research proving that purpose is key to longevity.

With all the demands of our 24/7 world, an inspiring purpose is absolutely vital. If you've ever wondered why you should get up on Monday morning, *The Power of Purpose* will help you find the answer and integrate it into the whole of your life.

Praise for the first edition

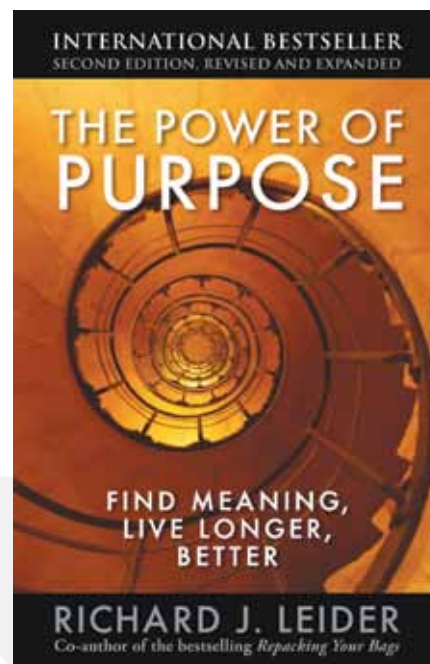
"Dynamic and useful."

—*Publishers Weekly*

"I commend this book to all those seeking help in identifying their mission and calling."

—Richard N. Bolles, author of *What Color Is Your Parachute?*

Richard Leider is founder and chair of the Inventure Group, a coaching and consulting firm. He was ranked by *Forbes* magazine as one of the top five most respected executive coaches. He is the author or coauthor of six books, including the bestselling *Repacking Your Bags* and *Whistle While You Work*.



Publication date: May 2010
 \$17.95, paperback, 192 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-523-3
 \$12.57, PDF ebook
 ISBN 978-1-60509-527-1
 Personal Growth
 World rights available

You might also enjoy



Richard J. Leider and David A. Shapiro
Something to Live For
 Finding Your Way in the Second Half of Life
 \$16.95, paperback
 ISBN 978-1-57675-456-6
 \$11.87, PDF ebook
 ISBN 978-1-57675-903-5



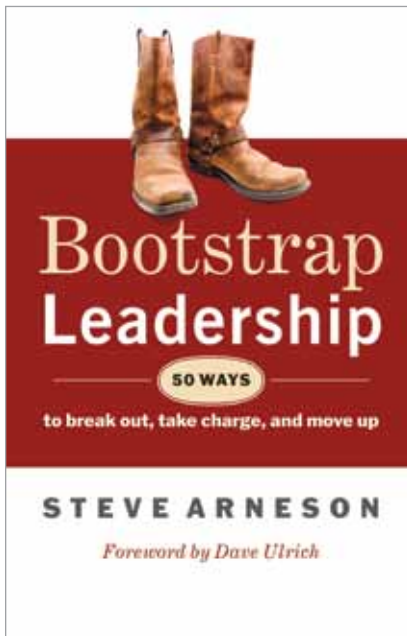
Richard J. Leider and David A. Shapiro
Repacking Your Bags
 Lighten Your Load for the Rest of Your Life
 \$17.95, paperback
 ISBN 978-1-57675-180-0
 \$12.57, PDF ebook
 ISBN 978-1-57675-876-2

Steve Arneson

Foreword by Dave Ulrich

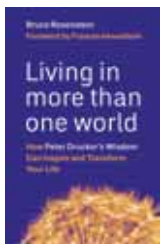
Bootstrap Leadership

50 Ways to Break Out, Take Charge, and Move Up



Publication date: May 2010
 \$17.95, paperback, 288 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-345-1
 \$11.87, PDF ebook
 ISBN 978-1-60509-347-5
 Business
 World rights available

You might also enjoy



Bruce Rosenstein
**Living in
 More Than One World**
 How Peter Drucker's Wisdom
 Can Inspire and
 Transform Your Life
 \$19.95, hardcover
 ISBN 978-1-57675-968-4
 \$13.97, PDF ebook
 ISBN 978-1-57675-985-1



Lynda Gratton
Glow
 How You Can Radiate
 Energy, Innovation, and
 Success
 \$16.95, paperback
 ISBN 978-1-57675-768-0
 \$11.87, PDF ebook
 ISBN 978-1-57675-484-9

- Arneson was named one of America's top leadership consultants by *Leadership Excellence* magazine in 2008
- Enables leaders at all levels to design a complete self-directed leadership development program
- Concise, accessible, practical, and flexible

Leadership training can be inconsistent in the best of times. In tough economic times it's often one of the first things that even the most progressive companies cut back on. And you can't necessarily depend on finding that mentor you've been looking for either. Now, more than ever, if you're going to advance your career you need to lift yourself up by your own bootstraps. But not entirely: Steve Arneson is here to give you a boost.

In *Bootstrap Leadership* Arneson, one of America's top leadership coaches, offers a complete blueprint for designing your own personal leadership development program. In fifty brief, to-the-point chapters he provides practical ideas and techniques that have been proven successful in his work with executives at Fortune 500 companies such as AOL, PepsiCo, and Capital One. Surprisingly, most of these ideas cost nothing to implement, nor do they require any elaborate equipment or infrastructure—they're open to anyone with sufficient initiative, drive, and ambition.

The chapters are entirely self-contained and can be read in any order and at any pace. If you read one a week you'll have a comprehensive year-long self-improvement program (with two weeks off for vacation). Or you can choose a chapter that speaks to a particular challenge you're facing at work or one that just seems intriguing. A self-assessment at the beginning of the book suggests specific chapters that would fit your development needs.

No one is going to just hand you that next promotion. You have to earn it by developing and demonstrating your leadership skills. And ultimately it's not just about you—true leaders make everyone around them better. *Bootstrap Leadership* shows you how.

"With a refreshingly simple approach to leadership development, Steve Arneson has written an engaging, practical guide. If you want to take your leadership game to another level, *Bootstrap Leadership* will show you the way."

—Tom Mathews, Executive Vice President, Human Resources, Time Warner Cable

Steve Arneson is the founder and president of Arneson Leadership Consulting, providing executive talent management, coaching, and leadership development solutions to corporations and nonprofit organizations. He was named one of America's top 100 leadership consultants and one of the country's top 25 leadership coaches for 2008–2009 by *Leadership Excellence* magazine.

Sally Helgesen and Julie Johnson

Foreword by Marshall Goldsmith

The Female Vision

Women's Real Power at Work

- Groundbreaking new insights from the author of *The Female Advantage*
- Redefines what women have to offer to the world
- Provides a fresh and actionable perspective for organizations seeking to leverage women's best talents

Women see the world through a distinctive lens. What they see is defined by what they notice, what they value, and how they connect the dots. In this brilliant and strongly argued new book, Sally Helgesen and Julie Johnson demonstrate why the female vision constitutes women's most powerful asset in the workplace and show how women and organizations can use it to strong advantage.

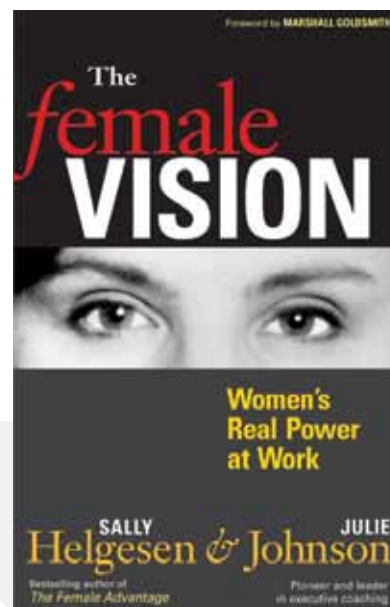
The authors describe the three elements of the female vision and explore the specific benefits that each provides. Women's capacity for broad-spectrum notice widens the scope of information available to organizations and provides vital clues about relationships, shifting markets, and potential conflicts. Women's focus on the quality of day-to-day experience rather than abstract measures of achievement provides a way to restore balance to a 24/7 workplace in which endemic stress has become routine. Women's penchant for viewing work in a larger social context offers a powerful means for moving beyond sterile game metaphors to engage motivation at a profound and authentic level.

The extraordinary power of the female vision has been overlooked because it is countercultural in most organizations and because its benefits have been difficult to measure. But as Helgesen and Johnson make clear, the advent of a team-based, service-oriented interconnected global business environment that seeks customized markets and must stir the passions of highly diverse employees requires precisely the skills that the female vision encompasses. The potential payoff to organizations in terms of creativity, strategic insight, and the ability to engage and inspire diverse talents is undeniable.

Drawing on multiple veins of research, including their own Satisfaction Profile survey, the authors offer a totally fresh and even startling perspective on the true value that women bring to work. *The Female Vision* lays out exactly what companies must do to engage, energize, and support talented women and shows women how to nurture and sustain this power.

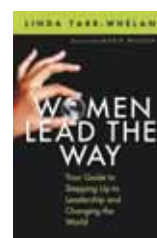
Sally Helgesen is the author of five books, including the classic bestseller *The Female Advantage* and *The Web of Inclusion*. She delivers keynotes and seminars in organizations around the world.

Julie Johnson has coached some of the most successful women in the Fortune 500. Her work has appeared in the *Harvard Business Review* and the book *Coaching for Leadership*.



Publication date: June 2010
 \$17.95, paperback, 192 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-57675-382-8
 \$12.57, PDF ebook
 ISBN 978-1-57675-894-6
 Business
 World rights available

You might also enjoy



Linda Tarr-Whelan
Women Lead the Way
 Your Guide to Stepping Up to Leadership and Changing the World
 \$24.95, hardcover
 ISBN 978-1-60509-135-8
 \$17.47, PDF ebook
 ISBN 978-1-60509-136-5



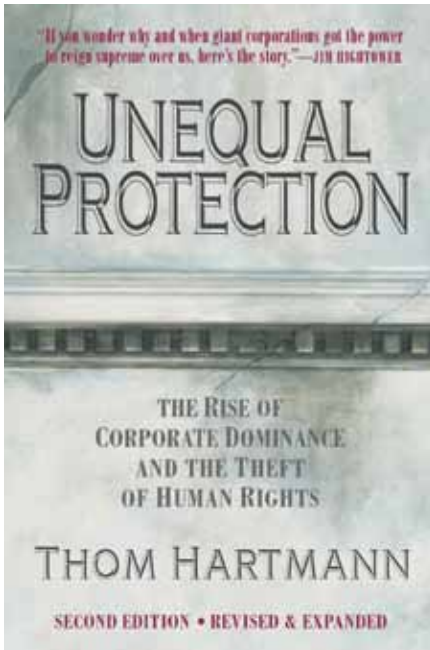
Lisa Witter and Lisa Chen
The She Spot
 Why Women Are the Market for Changing the World—and How to Reach Them
 \$25.95, hardcover
 ISBN 978-1-57675-472-6
 \$17.47, PDF ebook
 ISBN 978-1-57675-783-3

Thom Hartmann

Unequal Protection

**The Rise of Corporate Dominance and
the Theft of Human Rights**

Second Edition, Revised and Expanded



- By America's most popular progressive radio host
- Updated throughout, including analysis of recent critical Supreme Court decisions
- Reveals how corporations achieved their current near-imperial status and what we can do to change it

Unequal taxes, unequal accountability for crime, unequal influence, unequal control of the media, unequal access to natural resources—corporations have gained these privileges and more by exploiting their legal status as persons and by winning special protections that enable them to avoid the responsibilities that come with these rights. How did something so illogical and unjust become the law of the land? Is there a way for American citizens to recover democracy of, by, and for the people? Thom Hartmann takes on these difficult questions and tells a startling story that will forever change your understanding of American history.

Americans have been struggling with the role of corporations since before the birth of the republic. Hartmann uncovers evidence that the Boston Tea Party was actually a protest against actions of the East India Company—the world's first modern corporation—making it the great-great-granddaddy of today's World Trade Organization protests. But eventually the corporations won. Hartmann tells the astonishing story of how an offhand comment by a Supreme Court justice led to the Fourteenth Amendment—originally passed to grant basic rights to freed slaves—becoming the justification for changing the status of corporations from “artificial persons” with limited rights to persons entitled to the same rights granted to human beings.

Unequal Protection details the deeply destructive results. Corporations now enjoy extraordinary privileges that make them virtually independent kingdoms. This new feudalism is not what our founders intended. Hartmann proposes specific legal remedies that could truly save the world from political, economic, and ecological disaster. It's time for “we, the people” to take back our lives.

With huge corporations now benefiting from massive taxpayer-funded bailouts, Hartmann's hard-hitting critique of corporate personhood is more timely than ever. This new edition has been thoroughly updated and features Hartmann's analysis of two recent critical Supreme Court corporate speech cases.

“If you wonder why and when giant corporations got the power to reign supreme over us, here's the story.”

—Jim Hightower

Thom Hartmann is the nation's leading progressive talk radio host, heard on sixty-nine stations as well as on XM and Sirius radio. He is the bestselling author of eighteen books, including *Threshold*, *Screwed*, and *Cracking the Code*.

Publication date: June 2010
\$19.95, paperback, 360 pages, 6" x 9"
ISBN 978-1-60509-559-2
\$13.97, PDF ebook
ISBN 978-1-60509-560-8
Current Affairs
World rights available

You might also enjoy



Thom Hartmann
Cracking the Code
How to Win Hearts,
Change Minds, and Restore
America's Original Vision
\$14.95, paperback
ISBN 978-1-57675-627-0
\$10.47, PDF ebook
ISBN 978-1-57675-533-4



Thom Hartmann
Screwed
The Undeclared War Against
the Middle Class—and
What We Can Do About It
\$16.95, paperback
ISBN 978-1-57675-463-4
\$11.87, PDF ebook
ISBN 978-1-57675-529-7

John McKnight and Peter Block

The Abundant Community

Awakening the Power of Families and Neighborhoods

- By bestselling author Peter Block and legendary community researcher and organizer John McKnight
- Reveals the invisible but immense impact that consumerism has had on the fabric of our families and communities
- Recommends how we can create richer, more fulfilling lives and break our dependency on the consumer economy

This book is about a new possibility for us together to discover the real basis for a satisfying life. It is a life that becomes possible when we join our neighbors in creating a community that nurtures our family and makes us useful citizens.

We are besieged by messages from consumer society telling us that we are insufficient, that we must purchase what we need from specialists and systems outside the community. We outsource our health care, child care, relationships, recreation, our safety, and our satisfaction. We are trained to become consumers and clients, not citizens and neighbors. McKnight and Block take a thoughtful look at how this situation came about, what maintains it, and the crippling effect it has had on our families, our communities, and our environment.

Right in our neighborhood we have the capacity to address our human needs in ways that systems, which see us only as interchangeable units, as problems to be solved, never can. We all have gifts to offer, even the most seemingly marginal among us. It does not matter how rich or poor the neighborhood is. McKnight and Block suggest how to nurture voluntary, self-organizing structures that will reveal these gifts and allow them to be shared to the greatest mutual benefit. They recommend roles we can assume and actions we can take to reweave the social fabric that has been unraveled by consumerism and its belief that however much we have, it is not enough.

Each neighborhood has people with the gifts and talents needed to provide for our prosperity and peace of mind—this book offers practical ways to discover them. It gives voice to the ideal of an abundant community. It reminds us of our power to create a hope-filled life. It assures us that when we join together with our neighbors, we are the architects of the future where we want to live.

John McKnight is emeritus professor of education and social policy at Northwestern University and is cofounder and codirector of the Asset-Based Community Development Institute. He is the coauthor of *Building Communities from the Inside Out* and the author of *The Careless Society*.

Peter Block is a partner in Designed Learning, a training company that offers workshops designed by Block to build the skills outlined in his books. He is the author of *Flawless Consulting*, *Stewardship*, *The Answer to How Is Yes*, and *Community*. He is the recipient of numerous awards, most recently the Organization Development Network's 2008 Lifetime Achievement Award.



Peter Block and John McKnight

Publication date: June 2010
 \$26.95, hardcover, 216 pages
 6 1/8" x 9 1/4"
 ISBN 978-1-60509-584-4
 \$18.87, PDF ebook
 ISBN 978-1-60509-626-1
 Current Affairs
 World rights available

You might also enjoy



Peter Block
Community
 The Structure of Belonging
 \$18.95, paperback
 ISBN 978-1-60509-277-5
 \$13.27, PDF ebook
 ISBN 978-1-57675-773-4

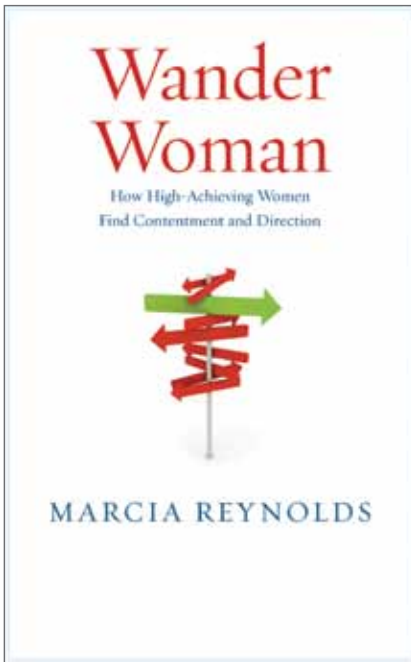


Peter Block
The Answer to How Is Yes
 Acting on What Matters
 \$19.95, paperback
 ISBN 978-1-57675-271-5
 \$13.87, PDF ebook
 ISBN 978-1-60509-394-9

Marcia Reynolds

Wander Woman

How High-Achieving Women Find Contentment and Direction



Publication date: June 2010
 \$17.95, paperback, 240 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-351-2
 \$12.57, PDF ebook
 ISBN 978-1-60509-353-6
 Personal Growth
 World rights available

You might also enjoy



Kathy Caprino
Breakdown, Breakthrough
 The Professional Woman's
 Guide to Claiming a Life of
 Passion, Power, and Purpose
 \$16.95, paperback
 ISBN 978-1-57675-559-4
 \$11.87, PDF ebook
 ISBN 978-1-57675-793-2



Elizabeth Doty
The Compromise Trap
 How to Thrive at Work
 Without Selling Your Soul
 \$17.95, paperback
 ISBN 978-1-57675-576-1
 \$12.57, PDF ebook
 ISBN 978-1-60509-383-3

- Presents fresh research and powerful stories to give voice to a new generation of women driven by challenge and change
- Offers compelling advice on how to make wandering a life strategy, not just a series of unplanned events
- Includes probing questions and thought-provoking exercises to help readers find peace in life's chaos and confusion

There's a new generation of high-achieving women today—confident, ambitious, accomplished, driven. And yet, as master coach Marcia Reynolds discovered, many of them are also anxious, discontented, and frustrated. They're constantly questioning their purpose, juggling multiple roles, and reevaluating their goals. As a result they're restless—they move from job to job, from challenge to challenge, almost on impulse. They're wander women.

Existing personal growth books, so focused on empowerment and encouragement, can't help these women. They don't need to find their voice—they know how to roar. They don't expect balance in their lives—but they long to find peace in the chaos. They aren't necessarily focused on gaining a seat in the boardroom—they want projects that mean something or businesses they run on their own.

Reynolds helps wander women understand the roots of their restlessness and make their wandering a conscious strategy, not a reaction. Drawing on extensive research and interviews she illuminates the needs that drive their decisions and the core assumptions that lock them into rigid perfectionist patterns. She offers a wealth of exercises and practices that will enable wander women to reset their mental programming, discover new ways of finding direction, and thoughtfully choose and plan their futures, whether they climb the corporate ladder, find satisfaction below the glass ceiling, or set out on their own.

For every woman plagued by frustration and self-doubt—"Will what I've done ever feel good enough?"—*Wander Woman* sets the stage to uncover the answers to life's tough questions about meaning and purpose, significance and value, and the legacy you can leave from a life lived well.

"Validating and welcome support to high-achieving women and the managers and coaches who seek to help unleash and channel their talent. 'Wander women' will find both comfort and challenge here, plus a comprehensive program to address those areas that create frustration in their lives."

—Kathleen Flanagan, founder, Leadership Communication, Inc.

Marcia Reynolds, organizational psychologist and certified master coach, is president of Covisioning, a training and coaching firm helping companies worldwide unleash the brilliance in their people. She is a former president of the International Coach Federation and is the author of *Outsmart Your Brain* and *Capture the Rapture*.

Deanna Zandt

Share This!

How You Will Change the World with Social Networking

- Shows how we can join the conversation online and share our stories in ways that will make the world a better place
- Helps readers maintain credibility, establish new connections, deal with common fears, and have a good time
- Authoritative but aggressively nontechnical—like talking to a real person with a great sense of humor who really knows her stuff

Social networks can be so much more than a way to find your high school friends or learn what your favorite celebrity had for breakfast. They can be powerful tools for changing the world. With *Share This!* both regular folks of a progressive bent and committed activists can learn how to go beyond swapping movie reviews and vacation photos (not that there's anything wrong with that).

At the moment the same kinds of people who dominate the dialogue off-line are dominating it online, and things will never change if that doesn't change. Progressives need to get on social networks and share their stories, join conversations, connect with others—and not just others exactly like themselves. It's vital to reach out across all those ethnic/gender/preference/class/age lines that exist even within the progressive camp. As Deanna Zandt puts it, “creating a just society is sort of like the evolution of the species—if you have a bunch of the same DNA mixing together, the species mutates poorly and eventually dies off.”

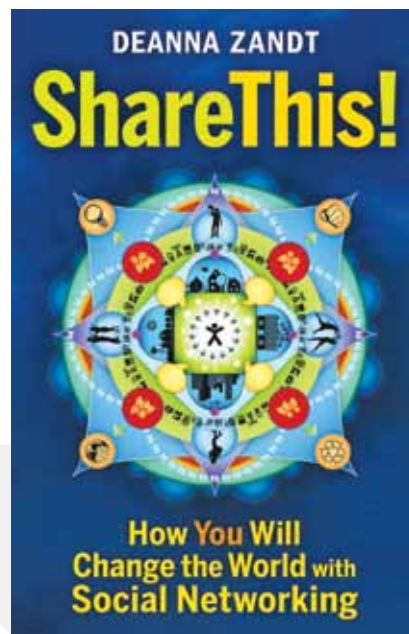
But there are definitely dos and don'ts. Zandt delves into exactly what people are and are not looking for in online exchanges. How to be a good guest. What to share. Why authenticity is more important than just about anything, including traditional notions of expertise or authority. She addresses some common fears, like worrying about giving away too much about yourself, blurring the lines between your professional life and your personal life, or getting buried under a steaming heap of information overload. And she offers detailed, nuts-and bolts “how to get started” advice for both individuals and organizations.

The Internet is upending hierarchies and freeing the flow of information in a way that makes the invention of the printing press seem like a historical footnote. *Share This!* shows how to take advantage of this unprecedented opportunity to make marginalized voices heard and support real, fundamental change—and, incidentally, have some fun doing it.

“Deanna Zandt has a techie's brain and an organizer's heart. With this book, she shows us definitively (and entertainingly too,) how our personal stories can do more than fill out our consumer profile. Together, they say, we can change the world. Deanna shows us how we can come together in a whole new way, right now.”

—Laura Flanders, host of GRITtv, GRITradio and author of *Blue Grit*

Deanna Zandt is a media technologist and consultant to key progressive media organizations including AlterNet and Jim Hightower's Hightower Lowdown, and cohosts TechGrrl Tips on GRITtv and GRITradio.



Publication date: June 2010
 \$18.95, paperback, 192 pages, 6" x 9"
 ISBN 978-1-60509-416-8
 \$13.27, PDF ebook
 ISBN 978-1-60509-417-5
 Current Affairs
 World rights available

You might also enjoy



Andrea Batista Schlesinger
The Death of Why
 The Decline of Questioning
 and the Future of Democracy
 \$16.95, paperback
 ISBN 978-1-57675-585-3
 \$11.87, PDF ebook
 ISBN 978-1-60509-138-9



Roberto Vargas
Family Activism
 Empowering Your
 Community, Beginning with
 Family and Friends
 \$17.95, paperback
 ISBN 978-1-57675-480-1
 \$12.57, PDF ebook
 ISBN 978-1-57675-779-6

Tony Bingham and Marcia Conner

The New Social Learning

A Guide to Transforming Organizations Through Social Media

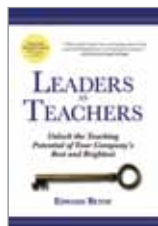
Tony Bingham
and Marcia Conner

The New Social Learning

A Guide to
Transforming
Organizations
Through
Social Media

Publication date: June 2010
\$27.95, hardcover, 240 pages
6 1/8" x 9 1/4"
ISBN 978-1-60509-702-2
\$19.57, PDF ebook
ISBN 978-1-60509-703-9
Copublished with the American Society
for Training & Development
Business/Management
World rights available

You might also enjoy



Edward Betof
Leaders as Teachers
Unlock the Teaching Potential
of Your Company's Best and
Brightest
\$39.95, hardcover
ISBN 978-1-56286-545-0
\$27.97, PDF ebook
ISBN 978-1-56286-591-7



Renie McClay
**10 Steps to
Successful Teams**
\$19.95, paperback
ISBN 978-1-56286-675-4
\$13.97, PDF ebook
ISBN 978-1-60728-363-8

- The first book to help organizations understand and harness the extraordinary workplace learning potential of social media
- Cowritten by the CEO of the world's largest workplace learning organization and a consultant and writer with extensive experience on the forefront of workplace learning technology
- Features case studies showing how organizations around the world have transformed their businesses through social media

Most business books on social media have focused exclusively on using it as a marketing tool. Many employers see it as simply a workplace distraction. But social media has the potential to revolutionize workplace learning. People have always learned best from one another—social media enables this to happen unrestricted by physical location and in all kinds of extraordinarily creative ways. *The New Social Learning* is the most authoritative guide available to leveraging these powerful new technologies.

Tony Bingham and Marcia Conner explain why social media is the ideal solution to some of the most pressing educational challenges organizations face today, such as a widely dispersed workforce and striking differences in learning styles, particularly across generations. They definitively answer common objections to using social media as a training tool and show how to win over even the most resistant employees. Then, using examples from a wide range of organizations—including Deloitte & Touche, IBM, TELUS, and even the CIA—Bingham and Conner help readers sort through the dizzying array of technological options available and decide when and how to use each one to achieve key strategic goals.

Social media technologies—everything from 140-character “microsharing” messages to media-rich online communities to complete virtual environments and more—enable people to connect, collaborate, and innovate on levels never before dreamed of. They make learning dramatically more dynamic, stimulating, enjoyable, and effective. This greatly anticipated book helps organizations create a contemporary learning strategy that is as timely as it is transformative.

Tony Bingham is president and chief executive officer of the American Society for Training & Development (ASTD). ASTD's members and associates work in thousands of organizations across many industries in more than 100 countries. Before joining ASTD, Tony was the senior vice president, technology and operations for Britannica.com.

Marcia L. Conner writes the *Fast Company* column www.fastcompany.com/blog/24386 “Learn At All Levels.” A former Fortune 500 learning chief, she is the coauthor of *Creating a Learning Culture: Strategy, Practice & Technology* and cocreator of Pistachio Consulting's Enterprise Microsharing Comparison. She has served FedEx, the Gap, Verizon Wireless, American Express, The Home Depot, Mars, WD-40, CARE, SocialText, and other global employers.

Don Hutson and George Lucas

Foreword by Ken Blanchard

The One Minute Negotiator

Simple Steps to Reach Better Agreements

- By the coauthor of the #1 *Wall Street Journal* and *New York Times* bestseller *The One Minute Entrepreneur*
- Offers a simple, straightforward, and proven approach to negotiating anything
- Written in the popular and accessible “business fable” format

Negotiation impacts every aspect of our lives, from the deals we strike on the job to our relationships with family members and neighbors, to the transactions we make as customers. Yet most people do anything they can to avoid negotiation—it makes them uncomfortable, nervous, even frightened. This plague of “negotiation phobia” is what *The One Minute Negotiator* will remedy.

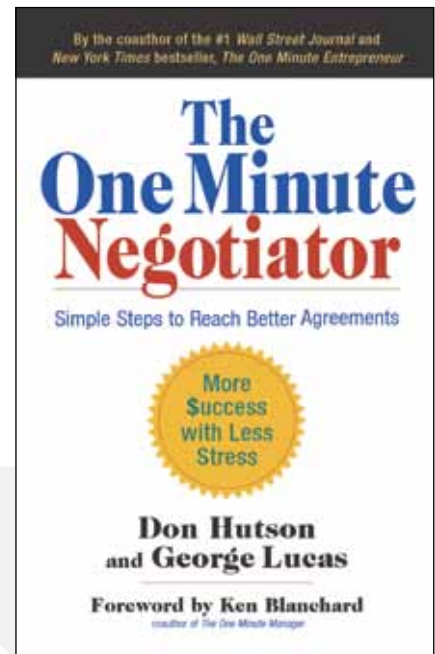
Don Hutson and George Lucas use an engaging business parable to tell the story of a high-level sales professional who learns to master a simple yet profound approach to negotiations. Jay Baxter sells more than anyone else in his company, but his profit margins are slim. Instead of negotiating the best deal for the company, he’s giving too much away to get the sale. On a company-sponsored cruise he meets the One Minute Negotiator, who teaches him three-step negotiating process that can be applied to any situation: closing a deal to get your product in a big-box retail store, getting the best loaner car while your car is in the shop, seeking a fair solution after a hotel messes up your reservation, settling on the price for your new home—in short, any transaction.

The key is flexibility. Most books on negotiation preach one of two gospels: thou shalt collaborate or thou shalt compete. Either everybody works together toward a common goal or the process is basically adversarial. The problem is no two negotiations are alike—one strategy cannot fit all. *The One Minute Negotiator* teaches you four potential strategies and shows how to choose the one best suited to the situation, your own inclinations, and the strategy being used by the other side.

Besides the obvious benefits, conquering negotiation phobia will reduce your stress level. You’ll never walk away thinking about what you should have asked for or might have gotten. Instead, with the tools Hutson and Lucas provide you can confidently and consistently guide any negotiation to the best possible conclusion.

Don Hutson is chairman and CEO of U.S. Learning, Chairman of the Board of Executive Books, and an accomplished corporate speaker and trainer. He is the author of nine books, including *The One Minute Entrepreneur* (with Ken Blanchard) and *The Sale*.

George H. Lucas is a senior consultant and member of the board of directors for U.S. Learning. He is the author or coauthor of several books, including *The Contented Achiever* and *Marketing Strategy*.



Publication date: July 2010
 \$21.95, hardcover, 168 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-586-8
 \$15.37, PDF ebook
 ISBN 978-1-60509-620-9
 Business
 World rights available

You might also enjoy



Ken Blanchard and Mark Miller
The Secret
 What Great Leaders Know and Do
 \$21.95, hardcover
 ISBN 978-1-60509-268-3
 \$15.37, PDF ebook
 ISBN 978-1-60509-470-0

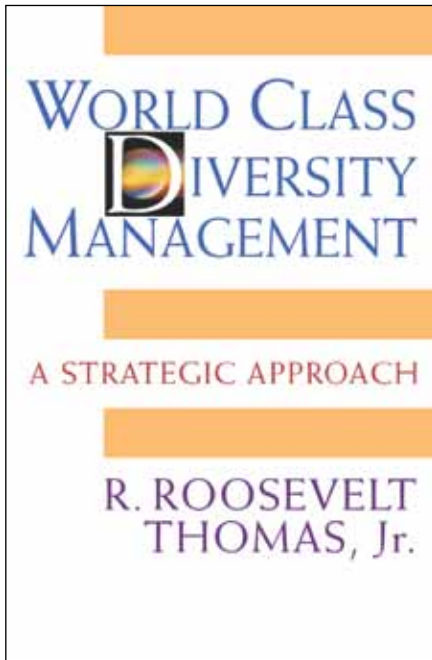


Brian Tracy
Flight Plan
 The Real Secret of Success
 \$15.95, paperback
 ISBN 978-1-60509-275-1
 \$10.47, PDF ebook
 ISBN 978-1-57675-556-3

R. Roosevelt Thomas, Jr.

World Class Diversity Management

A Strategic Approach



Publication date: July 2010
 \$32.95, hardcover, 288 pages
 ISBN 978-1-60509-450-2
 \$23.07, PDF ebook
 ISBN 978-1-60509-451-9
 Business
 World rights available

- By the world's leading author on diversity
- Advances the field by providing a unified framework and terminology and spelling out exactly what needs to be done to build world-class diversity management capability
- Identifies optimal implementation approaches that can be used anywhere, anytime

With demographic shifts and globalization transforming the nature of relationships, interactions, and decision making, excellence in diversity management is more important than ever. However, the field of diversity has no established standard for evaluating what constitutes best practices, nor has there been any agreement on what the most fundamental philosophies, principles, and concepts are—until now. In this pioneering book R. Roosevelt Thomas, one of our most distinguished diversity theorists and practitioners, proposes a framework that will enable the development of a truly world-class diversity management capability. It was the development of such standards in manufacturing that enabled companies to strategically pursue excellence in this area.

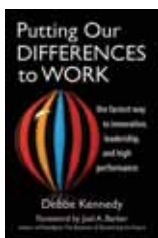
A world-class approach to diversity management must be applicable anywhere in the world, be able to address any possible issue, facilitate comparison of different concepts and practices, and focus on the entire field of diversity rather than specific dimensions such as race or gender. These requirements are amply met by Thomas's Four Quadrant model and his Strategic Diversity Management Process™.

Thomas first analyzes each of four quadrants—managing workforce demographic representation, managing demographic relationships, managing diverse talent, and managing strategic mixtures—exploring the goals, motives, approaches, accomplishments, and challenges associated with each. And he reveals the unrecognized paradigm or mind-set that lies behind each quadrant's express purpose.

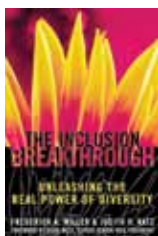
Once he has laid out the broad range of diversity management strategies, Thomas discusses how to realize them. He offers an overview of the Strategic Diversity Management Process—by far the most effective framework for implementation. He also examines the on-the-ground dynamics of implementing each of the strategies and their associated paradigms by incorporating a case study of a CEO, a composite of the many executives Thomas has worked with.

R. Roosevelt Thomas, Jr. is CEO of Roosevelt Thomas Consulting & Training, Inc., and is founder and senior research fellow of the American Institute for Managing Diversity. Recognized by the *Wall Street Journal* as one of the top ten consultants in the country and cited by *Human Resource Executive* as one of HR's Most Influential People, he is a sought-after speaker and the author of several books, including *Building on the Promise of Diversity* and *Beyond Race and Gender*.

You might also enjoy



Debbe Kennedy
Putting Our Differences to Work
 The Fastest Way to Innovation, Leadership, and High Performance
 \$29.95, hardcover
 ISBN 978-1-57675-499-3
 \$20.97, PDF ebook
 ISBN 978-1-57675-781-9



Frederick A. Miller and Judith H. Katz
The Inclusion Breakthrough
 Unleashing the Real Power of Diversity
 \$27.95, paperback
 ISBN 978-1-57675-139-8
 \$19.57, PDF ebook
 ISBN 978-1-60509-427-4

Alex Pattakos, PhD

Foreword by Stephen R. Covey

Prisoners of Our Thoughts

**Viktor Frankl's Principles for
Discovering Meaning in Life and Work
Second Edition, Revised and Updated**

- Shows how the work of one of the greatest thinkers of modern times can help us find deeper, richer meaning in our lives
- Features new and updated stories, new applications, new exercises, and a new chapter entitled “The Meaning Difference®”
- Demonstrates critical links between a personal sense of meaning and happiness, resiliency, engagement, and health

World-renowned psychiatrist Viktor Frankl's *Man's Search for Meaning* was named by the Library of Congress as one of the ten most influential books of the 20th century. Dr. Frankl's personal story of finding a reason to live in the most horrendous of circumstances—Nazi concentration camps—has inspired millions.

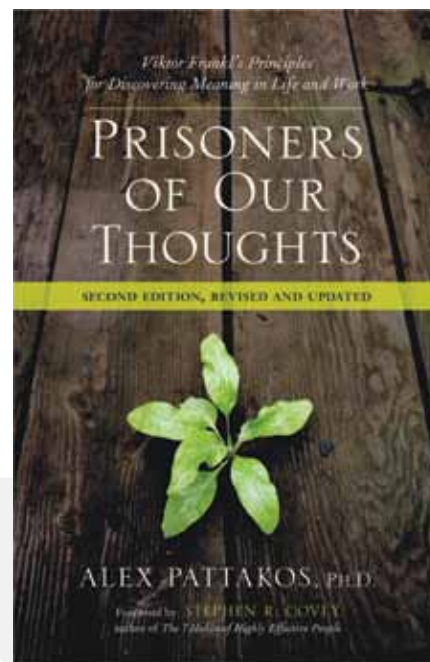
In his international bestseller, *Prisoners of Our Thoughts*, Dr. Alex Pattakos—who was urged by Frankl to write this book—shows how Frankl's philosophy and approach can help readers find meaning in every moment of their lives. This revised and updated second edition features new stories and examples of people who have applied the principles in the book or who exemplify them; new practical exercises and applications; and a new chapter, “The Meaning Difference.”® This new chapter summarizes research demonstrating the critical role of meaning in improving the quality of people's lives, increasing happiness, and promoting health and wellness.

Drawing on the entire body of Frankl's work, which includes over thirty books, Pattakos elaborates seven “Core Principles” and demonstrates how they can be applied to everyday life and work in the 21st century. These meaning-focused principles include the ultimate freedom to choose our attitude no matter the situation, the idea most closely associated with Frankl—but his ageless wisdom goes well beyond this. Pattakos applies each of the seven principles to various situations, enabling readers to relate personally to the principle and learn when and how to use it. By making Frankl's seminal thought accessible and relevant to a wide audience, *Prisoners of Our Thoughts* opens up new opportunities for finding personal meaning through living an authentic life.

“This landmark book underscores how the search for meaning is intimately related to and positively influences health improvement at all levels. Reading *Prisoners of Our Thoughts* is an insightful prescription for promoting health and wellness!”

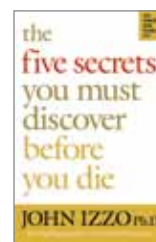
—Kenneth R. Pelletier, PhD, MD, Professor, University of Arizona and University of California, San Francisco Schools of Medicine; Chairman, American Health Association; and author of *The Best Alternative Medicine*.

Alex Pattakos, PhD, is the founder of the Center for Meaning in Santa Fe, New Mexico. He is an active blogger; his contributions are featured regularly on the *Huffington Post*, *Fast Company*, *Basil and Spice*, and other popular sites.



Publication date: July 2010
\$17.95, paperback, 216 pages
5 1/2" x 8 1/2"
ISBN 978-1-60509-524-0
\$12.57, PDF ebook
ISBN 978-1-60509-526-4
Personal Development/Health & Wellness
World rights available

You might also enjoy

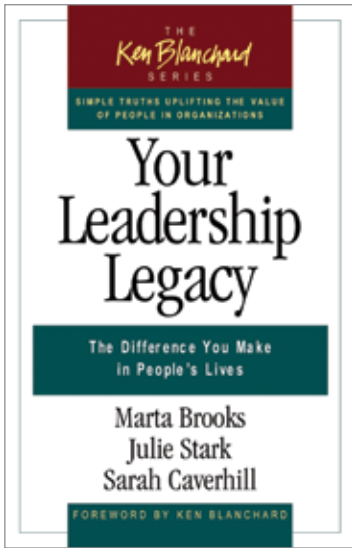


John Izzo, PhD
**The Five Secrets You
Must Discover Before
You Die**
\$16.95, paperback
ISBN 978-1-57675-475-7
\$11.87, PDF ebook
ISBN 978-1-57675-551-8



Michael A. Schuler
**Making the Good Life
Last**
Four Keys to
Sustainable Living
\$16.95, paperback
ISBN 978-1-57675-570-9
\$11.87, PDF ebook
ISBN 978-1-57675-588-4

New in paperback



Publication date:
 May 2010
 \$16.95, paperback
 96 pages
 5 1/2" x 8 1/2"
 ISBN 978-1-60509-583-7
 \$11.87, PDF ebook
 ISBN 978-1-60509-630-8
 Business
 World rights available

Marta Brooks, Julie Stark, and Sarah Caverhill

Your Leadership Legacy

The Difference You Make in People's Lives

Whatever your position, if you influence change in the lives of those around you, you are engaged in an act of leadership. And if you are a leader in any sense, you are creating a legacy as you live your daily life. Will you consciously craft your legacy or simply leave it up to chance?

Through an insightful parable, *Your Leadership Legacy* shows how to create a positive, empowering legacy that will endure and inspire. Doug Roman is a brash, thirty-something CEO heir apparent who assumes he will just waltz into the job after the death of the former CEO, his beloved Aunt Nan. But he must first embark on a journey to learn the three leadership imperatives that will prepare him to shape his leadership legacy. *Your Leadership Legacy* shows that leaving a lasting legacy is about more than just professing values—you must demonstrate them by the way you live.

"*Your Leadership Legacy* provides you with sound advice in helping make your life one that is whole, meaningful, and memorable. Read it, then read it again."

—Harry Paul, coauthor of *FISH! A Remarkable Way to Boost Morale and Improve Results*

New whitepapers! New price!

Fast Fundamentals The BK Whitepaper Series		
Select Topic	Select Challenge	Select Solution
Change Management	What concepts, principles, guidelines, and techniques underlie training evaluation?	Planning and Implementing Training Programs: A Ten-Step Process
Change Management—Thumbnail Cases	What are the four levels of training evaluation and how are they used?	The Value in Evaluating Training
Time Management	How are training evaluations implemented in the field?	Key Elements in Managing Change
Employee Retention	How can management and leadership training programs be evaluated?	Using Balanced Scorecards to Transfer Learning to Behavior
Workplace Learning		
Organizational Research		
Evaluating Training Programs		

Fast Fundamentals

The BK Whitepaper Series

Last year we launched our series of digital whitepapers, the *Fast Fundamentals*, available directly from our website (as well as on the websites Scribd and Docstoc). We're proud to announce that we've added fifty new whitepapers, bringing the total to 220. The new whitepapers are taken from two classic Berrett-Koehler books: *Evaluating Training Programs: The Four Levels*, by Donald and James Kirkpatrick, and *Research in Organizations: Foundations and Methods of Inquiry*, edited by Richard A. Swanson and Elwood F. Holton III.

We've also changed the price of the *Fast Fundamentals*—they're now \$1.95 for 8 pages or less, \$3.95 for 9–15 pages, and \$5.95 for 16 pages or more.

To help you find a whitepaper that meets your needs, the *Fast Fundamentals* page on the BK website offers a list of topics. Highlight a topic and choose a problem that's bugging you. Let us help you answer your most pressing question, quickly and simply. Try it out at www.bkconnection.com/fastfundamentals.

The new *Fast Fundamentals* join the existing whitepapers drawn from the enduring wisdom captured, in full-length form, in three of our bestselling books—*Eat That Frog! 21 Great Ways to Stop Procrastinating and Get More Done in Less Time*, by Brian Tracy; *Love 'Em or Lose 'Em: Getting Good People to Stay*, by Beverly Kaye and Sharon Jordan-Evans; and *The Change Handbook: The Definitive Resource on Today's Best Methods for Engaging Whole Systems*, edited by Peggy Holman, Tom Devane, and Steven Cady—as well as from *ASTD Handbook for Workplace Learning Professionals*, edited by Elaine Biech, the signature publication of our partner, ASTD.

Digital Download

If Horace Greeley were alive today, he'd probably say "Go digital, young person" (although it doesn't have quite the same ring to it). We're continuing to explore the digital frontier at Berrett-Koehler, experimenting with all sorts of new ways to bring our authors' content to audiences who might prefer to listen to it, watch it, read it on something other than the printed page, or even interact with it.

Our First Webinar

On September 23rd 2009, Berrett-Koehler launched its first webinar, developed in association with our friends at the Ken Blanchard Companies. Based on the second edition of our book *The Secret* and presented by the book's coauthors, Ken Blanchard and Mark Miller, Chick-fil-A vice president of training and development, the webinar was billed as a virtual keynote and focused on a topic near and dear to Ken, Mark, and Berrett-Koehler: how to become a serving leader rather than a self-serving leader.

Our director for digital communities, David Marshall, worked closely with the Blanchard folks to develop the content. We each brought our respective expertise to the project. The Ken Blanchard Companies have put on several webinars, but they'd never charged for one. We've got the infrastructure to allow people to register for events and pay for them. So it was a true partnership, each of us learning from the other.

Anyone who missed the live webcast can purchase and download a twenty-six minute audiovisual recording from our website that includes all eighteen of the slides used in the presentation and an abridged audio track of the authors.



We plan to do at least two more webinars in 2010—watch for news in the *BK Communiqué* newsletter and on our website as well as in emails from Berrett-Koehler Publishers.

Reading the Phone Book

iPhone book, that is.

Several dedicated ebook readers are for sale—Amazon's Kindle, Sony's Reader, Barnes and Noble's nook—and BK titles are available on all of them. But more and more people are reading books on their phones. Ebooks are now the second most popular iPhone application, right behind games. And a lot of phones out there can serve as platforms for books. By the end of 2009 approximately 84 million "smart phones" were in use. Of those, 50 million were iPhones.

Because smart phones can play videos and are linked to the Internet, they open up all kinds of exciting possibilities. So we plan to adapt some of our books into dynamic, interactive iPhone apps—we're shooting for three in 2010. Our first project is an iPhone app version of the second edition of Richard Leider's *The Power of Purpose*, which will feature videos of Richard, assessments you can do on the phone and get immediate results, links to helpful websites, and much more. Phone apps like these have the potential of transforming reading into

Continued on page 26

How Courageous a Follower Are You? Find Out Online!

In 2009 we published the third edition of Ira Chaleff's classic *The Courageous Follower*. The book includes a courageous follower assessment tool, but Ira and we thought it would be even more convenient if you were able to do the assessment online and get instant feedback.

The Courageous Follower self-assessment is now available on the BK website. It takes about ten minutes to answer the twenty questions. Once you've taken it you get an instant evaluation of the level of your followership in four different areas, an analysis of the type of boss you'd work best with, an interpretation of the results, and a suggested growth path. You can print out the results and use them as a personal guide in your career. The assessment is available individually or in a package deal so that multiple people in a single company can take the assessment.

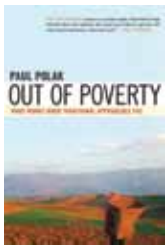
Online assessments like this represent a new and innovative way to enable readers to derive benefit from our authors' work. We'll be looking to do more of them in the coming years.

Awards and Honors

Our Authors Get Recognized

One thing we really enjoy at Berrett-Koehler is basking in the reflected glory of our authors. Our books regularly win awards (read on for details), but our authors are also frequently cited for their entire body of work. It's an honor to serve as publisher for such a distinguished bunch. Here are some of the most recent honors.

Paul Polak: Brave Thinker



In the November 2009 issue of *The Atlantic* magazine, the editors identified 27 Brave Thinkers. The group included Barak Obama, Ben Bernanke, Ralph Nader, Steve Jobs,

Zimbabwe Prime Minister Morgan Tsvangirai, Pakistan Chief Justice Iftikhar Chaudhry—and Paul Polak, author of the Berrett-Koehler book *Out of Poverty*. The editors commented “Operating under the guise of ‘Cheap is Beautiful,’ his companies sell affordable and useful tools—like manual-treadle pumps

Riane Eisler: Woman for Peace

Riane Eisler, author of the classic *The Chalice and the Blade*, whose most recent book, *The Real Wealth of Nations* was published by Berrett-Koehler, has received a great many awards in her time. On November 7th, she was honored again, this time by the Nuclear Peace Foundation, which gave her its Distinguished Peace Leadership Award. Previous winners have included the Dalai Lama and Archbishop Desmond Tutu. In granting the award the foundation said, “she has been a pioneer in showing how women’s rights (and therefore human rights) are the building blocks of world peace.” You can read about the whole event and listen to Riane’s acceptance speech by going to www.wagingpeace.org and clicking on the “Women for Peace” link.

for irrigation, or solar-powered water purifiers—that poor people can use to make a living.” You can read the whole article online at www.theatlantic.com/doc/200911/brave-thinkers.

Juana Bordas: Unique Woman of Colorado



In 2008 Juana Bordas’s book, *Salsa, Soul, and Spirit*, won the Latino International Leadership Award. Now Juana Bordas herself has been named

the 2009 Unique Woman of Colorado, an award sponsored by the Women’s Foundation of Colorado, the *Denver Post*, and Lockheed Martin. The article in the *Denver Post* said, “From her stint as a young Peace Corps volunteer

in Chile to her role as head of Mestiza Leadership International, a company that pushes corporate diversity, Juana Bordas has devoted her adult life to the Latina community.” You can read the entire article here: www.denverpost.com/lifestyles/ci_12497693.

Janelle Barlow: International Woman of Influence

On June 11th 2009, Janelle Barlow, coauthor of four Berrett-Koehler books—*A Complaint Is a Gift*, *Branded Customer Service*, *Emotional Value*, and *Smart Videoconferencing*—was named an International Women of Influence honoree by *Global EXEC Women* magazine. “These dynamic leaders are influential in their respective fields and community. They are all powerful examples of women conducting international business and we are proud to honor them,” remarked Virginia A. Bradley, founder, CEO, and publisher of *Global EXEC Women*. For more information, go here: www.globalexecwomen.com/.

And Now, Our Latest Award-Winning Books



Two Berrett-Koehler books were named best of 2009 by *strategy+business* magazine. *Managing*, by Henry Mintzberg, was cited as one of four best management books (which seems appropriate). And *Helping*, by Edgar H. Schein, was named one of the five best leadership books.

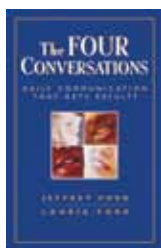
Four Berrett-Koehler titles picked up Ippys, the award given by *Independent Publisher* magazine. *Crunch*, by Jared Bernstein (currently chief economic advisor to Vice President Joe Biden), won a Gold in the Finance/Investment/Economics category. *The Speculation*

Economy, by Lawrence Mitchell, won a Silver in the same category, and Paul



Polak's *Out of Poverty* and *The Accidental American* by Rinku Sen and Fekak Mamdouh tied for Bronze in Current Events.

Crunch also picked up a Gold award from *Foreword* magazine in the Business and Economics category. Three more of our books were *Foreword* finalists: *Prescription for Survival* by Dr. Bernard Lown, *Out of Poverty*, and *The Accidental American*.

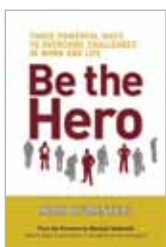


The Four Conversations by Jeffrey and Laurie Ford was named Best Management Book of 2009 by 800-CEO-READ, the world's

number one online business bookstore. Read more here: www.800ceoread.com/bookawards.

Be Big, by Judith H. Katz and Frederick A. Miller, won some awards new to Berrett-Koehler. It came in first as Best Motivational Book and was a finalist for Best Business Book at the Next Generation Indie Book Awards. And it received a first place nod for Regional Non-Fiction from the National Indie Excellence Awards and was a finalist in the Business and Self-Help categories.

Wall Street Journal Bestseller!



This isn't exactly an award, but it certainly feels like one. *Be the Hero*, by two-time BK author Noah Blumenthal, made the *Wall Street Journal* bestseller list in August.

BK Bestsellers Keep Going and Going and Going

Berrett-Koehler books keep selling year after year, testifying to their enduring value. Thirty-four of our books have sold more than 100,000 copies (including sales of all U.S. and foreign editions), and three have surpassed three quarters of a million copies sold.

Title	Copies sold	Foreign language translations
<i>Confessions of an Economic Hit Man</i> , John Perkins	850,000+	25
<i>Eat That Frog!</i> , Brian Tracy	800,000+	33
<i>Leadership and Self-Deception</i> , The Arbinger Institute ..	750,000+	23
<i>Love 'Em or Lose 'Em</i> , Beverly Kaye and Sharon Jordan-Evans	540,000+	21
<i>Repacking Your Bags</i> , Richard J. Leider and David A. Shapiro	460,000+	17
<i>Empowerment Takes More Than a Minute</i> , Ken Blanchard, John P. Carlos, and Alan Randolph	375,000+	14
<i>Leadership and the New Science</i> , Margaret Wheatley ...	350,000+	18
<i>A Peacock in the Land of Penguins</i> , BJ Gallagher	320,000+	21
<i>The Secret</i> , Ken Blanchard and Mark Miller	300,000+	22
<i>Goals!</i> , Brian Tracy.....	240,000+	22
<i>Full Steam Ahead!</i> , Ken Blanchard and Jesse Stoner.....	225,000+	21
<i>Managing By Values</i> , Ken Blanchard and Michael O'Connor.....	180,000+	19
<i>Stewardship</i> , Peter Block.....	180,000+	5
<i>The 100 Absolutely Unbreakable Laws of Business Success</i> , Brian Tracy.....	175,000+	20
<i>The 21 Success Secrets of Self-Made Millionaires</i> , Brian Tracy.....	170,000+	19
<i>A Complaint Is a Gift</i> , Janelle Barlow and Claus Møller ..	150,000+	20
<i>How to Get Ideas</i> , Jack Foster.....	150,000+	20
<i>Synchronicity</i> , Joseph Jaworski	150,000+	12
<i>The Anatomy of Peace</i> , The Arbinger Institute.....	150,000+	11
<i>The Power of Purpose</i> , Richard J. Leider	150,000+	11
<i>Change Is Everybody's Business</i> , Pat McLagan	150,000+	8
<i>When Corporations Rule the World</i> , David Korten.....	140,000+	20
<i>Affluenza</i> , John deGraaf, David Wann, and Thomas H. Naylor	140,000+	8
<i>Be a Sales Superstar</i> , Brian Tracy	130,000+	16
<i>On-the-Level</i> , Pat McLagan and Peter Krembs	130,000+	5
<i>Leadership from the Inside Out</i> , Kevin Cashman.....	130,000+	3
<i>Getting Things Done When You Are Not in Charge</i> , Geoffrey Bellman.....	125,000+	12
<i>The Referral of a Lifetime</i> , Tim Templeton	125,000+	8
<i>Managers as Mentors</i> , Chip Bell.....	120,000+	10
<i>The Five Secrets You Must Discover Before You Die</i> , John Izzo.....	110,000+	14
<i>Go Team!</i> , Ken Blanchard, Alan Randolph and Peter Grazier	110,000+	11
<i>Love It, Don't Leave It</i> , Beverly Kaye and Sharon Jordan-Evans	100,000+	15
<i>The Laws of Lifetime Growth</i> , Dan Sullivan and Catherine Nomura	100,000+	12
<i>Turning to One Another</i> , Margaret Wheatley.....	100,000+	8

BK Board of Directors Revealed!

For years Berrett-Koehler has been run by a shadowy cabal whose members have been a closely guarded secret—until now. Here for the first time we reveal their identities!

Actually their identities have never been a secret. But we wanted to take this opportunity to acknowledge the people who give so generously of their time and expertise to help us create a world that works for all.

We've always tried to run Berrett-Koehler in line with the ideals in our books, one of which is stewardship—a deep sense of responsibility to administer the company for the benefit of all our stakeholder groups. The composition of our board of directors is a conscious reflection of this commitment. Our current board features representatives from all our principal stakeholder groups: employees, vendors, a fellow publisher, a BK author, a customer/BK advocate, and an innovative Bay Area bookseller.

So, let's introduce them!

Bill Upton, president of Malloy Inc., one of the leading book printers in the United States and one of BK's two principal book printers. Bill and Malloy are also BK shareholders, Bill participated in our 2008 Future Search and has taken a leading role in efforts to advance environmental responsibility in the book printing industry.

George Johnson, president and publisher of Information Age Publishing, which specializes in academic and scholarly social science book series and journals. George founded Information Age ten years ago, and under his leadership it has been one of the most innovative and technologically advanced small publishers. George and his father, Herb, are also BK shareholders.

Dick Axelrod, a leading organization development professional, a founder

of and principal in the Axelrod Group, and author or coauthor of several BK books. Dick is a member of the board of directors of the BK Authors Cooperative and is the co-op's representative to the BK board. Dick is a BK shareholder and, with his wife, Emily, facilitated our 2008 Future Search.

Praveen Madan, co-owner and manager of Booksmith, a leading San Francisco independent bookstore, and cofounder of LitMinds.org, a web-enabled forum for folks to engage in discussion and dialogue about books, reading, and the book business. Praveen was a manager and consultant at leading companies in the Silicon Valley high-tech world for twenty years and was a participant in our 2008 Future Search.

Barbara Chan, an executive coach, certified management consultant, organization development professional, and dyed-in-the-wool fan of BK. Barbara has served in board leadership roles with the International Coach Federation, Institute of Management Consultants, the Berkeley Fellowship of Unitarian Universalists, and several community and social justice organizations. She participated in our 2008 Future Search and has organized several Unitarian Universalist events featuring BK authors.

Matt McGraw, founder and president of Rocket Science Consulting, which has been BK's chief provider of information technology services since 2001 and has become one of the Bay Area's top providers of technology services to small businesses. Matt is also a BK shareholder and participated in our 2008 Future Search.

Bob Liss, vice president, operations and administration, of Berrett-Koehler. Bob is also a BK shareholder and is the chief financial officer of Berrett-Koehler. Before joining BK, Bob served as general manager and operations manager for

three other companies.

Catherine Lengronne, BK's international sales and subsidiary rights associate. Before joining BK in 2002, she worked for several years in administrative roles at Aufbau Publishing House in Berlin, and before that she worked as a school-teacher, travel agent, and child-care worker in Germany.

Steven Piersanti, president and publisher of Berrett-Koehler. Steve is also a BK shareholder and, before founding Berrett-Koehler in 1992, served as editorial director, marketing director, and president and CEO of Jossey-Bass Publishers.

Digital Download

Continued from page 23

a more active experience and opening up a whole new area of publishing.

Want to See a Movie?

We've produced brief Internet movies for nine BK books so far, including a brand-new one for *Leadership and Self-Deception*, premiering in January 2010. Until recently, the only place on our website you could find them on was on the individual book pages. But now we've collected them all onto one convenient location: www.bkconnection.com/FlashMovies.asp. You'll find a link to it on our opening page as part of our 2010 website redesign.

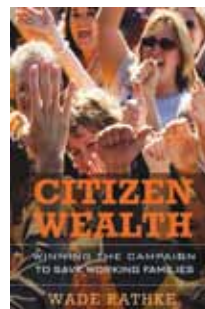
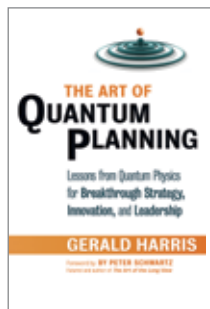
The movies include book summary text, music, photos, video, animation—even *New Yorker Magazine* cartoons. Most movies end with special offers and an invitation to join the conversation about the book on a BK community blog page. So c'mon and visit Berrett-Koehler's own little virtual multiplex. It's free, but you have to make your own popcorn.

Complete List of Titles

Abolishing Performance Appraisals

Coens/Jenkins
978-1-57675-200-5 Paperback...\$21.95
The Abundant Community Block/McKnight
978-1-60509-584-4 Hardcover...\$26.95
The Accidental American Sen/ Mamdouh
978-1-57675-438-2 Hardcover...\$24.95
Accidental Genius Levy
978-1-57675-083-4 Paperback...\$16.95
Accountability Lebow/Spitzer
978-1-57675-183-1 Paperback...\$17.95
Action Inquiry Torbert and Associates
978-1-57675-264-7 Paperback...\$30.95
Advanced Supply Chain Management Poirier
978-1-57675-052-0 Hardcover...\$42.95
Affluenza, 2nd Edition de Graaf/Wann/Naylor
978-1-57675-357-6 Paperback...\$20.95
The Age of Participation McLagan/Nel
978-1-881052-56-2 Hardcover...\$27.95
Agenda for a New Economy Korten
978-1-60509-289-8 Paperback...\$14.95
Aligned Thinking Steffen
978-1-57675-360-6 Hardcover...\$19.95
All Rise Fuller
978-1-57675-385-9 Hardcover...\$22.95
All Together Now Bernstein
978-1-57675-387-3 Paperback...\$12.00
**Alternatives to Economic Globalization,
2nd Edition** International Forum on
Globalization, Cavanagh/Mander
978-1-57675-303-3 Paperback...\$22.95
America As Empire Garrison
978-1-57675-281-4 Hardcover...\$24.95
Analysis for Improving Performance Swanson
978-1-57675-341-5 Paperback...\$34.95
The Anatomy of Peace The Arbinger Institute
978-1-57675-334-7 Hardcover...\$22.95
978-1-57675-584-6 Paperback...\$16.95
The Answer to How Is Yes Block
978-1-57675-271-5 Paperback...\$19.95
Answering Your Call Schuster
978-1-57675-205-0 Paperback...\$16.95
Appreciative Inquiry Cooperrider/Whitney
978-1-57675-356-9 Paperback...\$18.95
**The Appreciative Inquiry Handbook,
2nd Edition** Cooperrider/Whitney/Stavros
978-1-57675-493-1 Paperback...\$49.95
The Appreciative Inquiry Summit
Ludema/Whitney/Mohr/Griffin
978-1-57675-248-7 Paperback...\$29.95
Appreciative Intelligence Thatchenkery/
Metzker
978-1-57675-353-8 Hardcover...\$25.95
The Art of Business Davis/McIntosh
978-1-57675-302-6 Hardcover...\$19.95
The Art of Quantum Planning Harris
978-1-60509-265-2 Paperback...\$18.95
Artful Work Richards
978-1-881052-63-0 Hardcover...\$31.95
**The Aspen Institute Guide to Socially
Responsible MBA Programs: 2008-2009**
Aspen Institute
978-1-57675-666-9 Digital Book \$14.95
**The Aspen Institute Guide to Socially
Responsible MBA Programs: 2008-2009**
Aspen Institute
978-1-57675-765-9 Paperback...\$37.95
Attracting Perfect Customers Hall/Brogniez
978-1-57675-124-4 Paperback...\$20.95

Authentic Conversations Showkeir/Showkeir
978-1-57675-595-2 Paperback...\$18.95
Be a Sales Superstar Tracy
978-1-57675-273-9 Paperback...\$16.95
Be BIG Katz/Miller
978-1-57675-452-8 Paperback...\$14.00
Be the Hero Blumenthal
978-1-60509-000-9 Hardcover...\$19.95
Be Your Own Brand McNally/Speak
978-1-57675-272-2 Paperback...\$19.95
Beating the System Ackoff/Rovin
978-1-57675-330-9 Paperback...\$14.95
The Beauty of the Beast Bellman
978-1-57675-093-3 Hardcover...\$27.95
**The Best of the Thom Hartmann Program,
Volume 1** Hartmann
978-1-57675-791-8 Digital Audio . \$8.95
**The Best of the Thom Hartmann Program,
Volume 2** Hartmann
978-1-57675-890-8 Digital Audio . \$8.95
Beyond Juggling
Sandholtz/Derr/Buckner/Carlson
978-1-57675-202-9 Hardcover...\$24.95
978-1-57675-130-5 Paperback...\$16.95
The Big Investment Lie Edesess
978-1-57675-407-8 Hardcover...\$24.95



Big Vision, Small Business Walters
978-1-57675-188-6 Paperback...\$17.95
Blind Faith Winslow
978-1-57675-252-4 Paperback...\$17.95
The Blind Men and the Elephant Schmalz
978-1-57675-253-1 Paperback...\$18.95
The Book of Agreement Levine
978-1-57675-179-4 Paperback...\$17.95
Bootstrap Leadership Arneson
978-1-60509-345-1 Paperback...\$17.95
Branded Customer Service Barlow/Stewart
978-1-57675-404-7 Paperback...\$19.95
Breakdown, Breakthrough Caprino
978-1-57675-559-4 Paperback...\$16.95
Bringing Your Soul to Work Peppers/Briskin
978-1-57675-111-4 Paperback...\$16.95
Building a Win-Win World Henderson
978-1-57675-027-8 Paperback...\$29.95
Business in the Ecological Age Garfield
978-1-881052-04-3 Audiotape...\$19.95
**Business Partnering for Continuous
Improvement** Poirier/Houser
978-1-881052-39-5 Paperback...\$19.95
Capitalism 3.0 Barnes
978-1-57675-361-3 Hardcover...\$22.95
Career Intelligence Moses
978-1-57675-048-3 Paperback...\$15.95
CarePooling Lowe
978-1-881052-16-6 Paperback...\$14.95

Catch! Crother/Crew of Pike Place Fish
978-1-57675-254-8 Hardcover...\$20.95
978-1-57675-323-1 Paperback...\$16.95
The Change Cycle Salerno/Brock
978-1-57675-498-6 Paperback...\$19.95
The Change Handbook, 2nd Edition
Holman/Devane/Cady
978-1-57675-379-8 Paperback...\$62.95
Change Is Everybody's Business McLagan
978-1-57675-190-9 Paperback...\$16.95
**Change Your Questions, Change Your Life,
2nd Edition** Adams
978-1-57675-600-3 Paperback...\$18.95
Changing How the World Does Business Frock
978-1-57675-413-9 Hardcover...\$27.95
Choosing the Right Thing to Do Shapiro
978-1-57675-057-5 Paperback...\$15.95
The Circle Way Baldwin/Linnea
978-1-60509-256-0 Paperback...\$18.95
Citizen Wealth Rathke
978-1-57675-862-5 Hardcover...\$24.95
Claiming Your Place at the Fire Leider/Shapiro
978-1-57675-297-5 Paperback...\$16.95
Collaborating for Change Holman/Devane
Paperback series
Appreciative Inquiry Cooperrider/Whitney
978-1-58376-044-4\$9.95
The Conference Model Axelrod/Axelrod
978-1-58376-045-1\$8.95
Future Search Weisbord/Janoff
978-1-58376-035-2\$8.95
Participative Design Workshop Emery/Devane
978-1-58376-037-6\$8.95
Real Time Strategic Change Jacobs/McKeown
978-1-58376-047-5\$8.95
Search Conference Emery/Devane
978-1-58376-034-5\$8.95
The Strategic Forum Soderquist
978-1-58376-036-9\$8.95
Think Like a Genius Process Siler
978-1-58376-046-8\$8.95
The Whole Systems Approach Adams/Adams
978-1-58376-039-0\$8.95
Community Block
978-1-60509-277-5 Paperback...\$19.95
A Company Discovers Its Soul Green
978-1-881052-52-4 Paperback...\$15.95
The Compassionate Life Barasch
978-1-57675-756-7 Paperback...\$16.95
A Complaint Is a Gift, 2nd Edition
Barlow/Claus Møller
978-1-57675-582-2 Paperback...\$19.95
Complexity and Creativity in Organizations
Stacey
978-1-881052-89-0 Hardcover...\$44.95
The Compromise Trap Doty
978-1-57675-576-1 Paperback...\$17.95
Confessions of an Accidental Businessman
Autry
978-1-57675-003-2 Hardcover...\$24.95
Confessions of an Economic Hit Man Perkins
978-1-57675-301-9 Hardcover...\$26.95
978-1-57675-365-1 DVD\$14.95
978-1-57675-368-2 Book & DVD
together\$34.95
The Connect Effect Dulworth
978-1-57675-462-7 Hardcover...\$22.95
Consensus Through Conversation Dressler
978-1-57675-419-1 Paperback...\$15.95



Consulting Mastery Merron
978-1-57675-320-0 Hardcover ... \$34.95

Corporate Celebration Deal/Key
978-1-57675-013-1 Hardcover ... \$24.95

Corporate Creativity Robinson/Stern
978-1-57675-049-0 Paperback... \$19.95

Corporate Social Investing Weeden
978-1-57675-045-2 Hardcover ... \$29.95

Corporate Tides Fritz
978-1-881052-88-3 Hardcover ... \$27.95

Corporations and the Public Interest
Lydenberg
978-1-57675-291-3 Hardcover ... \$27.95

Courage Goes to Work Treasurer
978-1-57675-501-3 Hardcover ... \$26.95

The Courageous Follower, 3rd Edition Chaleff
978-1-60509-273-7 Paperback... \$22.95

Courageous Training Mooney/Brinkerhoff
978-1-57675-564-8 Paperback... \$29.95

Covert Processes at Work Marshak
978-1-57675-415-3 Paperback... \$28.95

Cracking the Code Hartmann
978-1-57675-627-0 Paperback... \$14.95

978-1-57675-888-5 Digital Audio \$15.95

Creating a World That Works for All Abdullah
978-1-57675-062-9 Paperback... \$15.00

Creating Leaderful Organizations Raelin
978-1-57675-233-3 Paperback... \$22.95

Creative Community Organizing Kahn
978-1-60509-444-1 Paperback... \$17.95

Crunch Bernstein
978-1-60509-013-9 Paperback... \$16.95

Cultural Diversity in Organizations Cox
978-1-881052-43-2 Paperback... \$24.95

Cultural Intelligence Inkson/ Thomas
978-1-57675-625-6 Paperback... \$24.95

Customer at the Crossroads Hateley/Harvey
978-1-58376-080-2 Paperback..... \$9.95

Customers As Partners Bell
978-1-881052-54-8 Hardcover .. \$24.95

Dance Lessons Bell/Shea
978-1-57675-043-8 Hardcover .. \$24.95

Dealing With the Tough Stuff Fraser/Lorimer
978-1-57675-665-2 Paperback... \$16.95

The Death of "Why?" Batista Schlesinger.....
978-1-57675-585-3 Paperback... \$16.95

DEC Is Dead, Long Live DEC
Schein/DeLisi/Kampas/Sonduck
978-1-57675-305-7 Paperback... \$22.50

Developing Competency to Manage Diversity
Cox/Beale
978-1-881052-96-8 Paperback... \$29.95

Developing Your PeopleSmart Skills
Silberman/Hansburg
Paperback series
Asserting Your Needs
978-1-58376-160-1 \$7.95
Being a Team Player
978-1-58376-164-9 \$7.95

Changing Tactics
978-1-58376-165-6 \$7.95

Exchanging Feedback
978-1-58376-161-8 \$7.95

Expressing Yourself Clearly
978-1-58376-159-5 \$7.95

Influencing Others
978-1-58376-162-5 \$7.95

Resolving Conflict
978-1-58376-163-2 \$7.95

Understanding People
978-1-58376-158-8 \$7.95

Dial 9 to Get Out! Graulich
978-1-881052-50-0 Paperback..... \$9.95

Discovering Common Ground Weisbord
978-1-881052-08-1 Paperback... \$28.95

Dignity for All Fuller/Gerloff
978-1-57675-789-5 Paperback... \$14.95

The Divine Right of Capital Kelly
978-1-57675-237-1 Paperback... \$19.95

Don't Just Do Something, Stand There!
Weisbord/Janoff
978-1-57675-425-2 Paperback... \$19.95

Don't Kill the Bosses! Culbert/Ullmen
978-1-57675-161-9 Hardcover ... \$24.95

Dot Calm Dinnocenzo/Swegan
978-1-57675-152-7 Paperback... \$14.95

Downshifting Drake
978-1-57675-116-9 Paperback... \$19.95

Dreamcrafting Levesque/McNeil
978-1-57675-229-6 Paperback .. \$15.95

Driving Growth Through Innovation, 2nd Edition Tucker
978-1-57675-495-5 Paperback... \$22.95

Eat That Frog! 2nd Edition Tracy
978-1-57675-422-1 Paperback... \$14.95

EcoManagement: The Elmwood Guide
Callenbach/Capra, et al.
978-1-881052-27-2 Hardcover ... \$27.95

Economic Insanity Terry
978-1-881052-32-6 Hardcover .. \$24.95

Effective Apology Kador
978-1-57675-901-1 Paperback... \$19.95

Emotional Discipline Manz
978-1-57675-230-2 Paperback... \$15.95

Emotional Value Barlow/Maul
978-1-57675-079-7 Hardcover ... \$27.95

Empowerment Takes More Than a Minute, 2nd Edition Blanchard/Carlos/Randolph
978-1-57675-153-4 Paperback... \$19.95

The Entrepreneurial Cat Hessler-Key
978-1-57675-064-3 Paperback..... \$9.95

Escape from Management Hell Gilbreath
978-1-881052-26-5 Hardcover ... \$19.95

E-Supply Chain Poirier/Bauer
978-1-57675-117-6 Hardcover ... \$39.95

Evaluating Training Programs, 3rd Edition
Kirkpatrick/Kirkpatrick
978-1-57675-348-4 Hardcover ... \$42.95

Executive Coaching for Results
Underhill/McAnally/Koriath
978-1-57675-448-1 Hardcover ... \$34.95

Expanding Our Now Owen
978-1-57675-015-5 Paperback... \$24.95

Expect the Unexpected or You Won't Find It
von Oech
978-1-57675-227-2 Paperback... \$12.95

Family Activism Vargas
978-1-57675-480-1 Paperback... \$16.95

The Female Vision Helgesen/Johnson
978-1-57675-382-8 Paperback... \$17.95

The Feminine Quest for Success Bancroft
978-1-881052-62-3 Hardcover .. \$22.95

Finding Our Way Wheatley
978-1-57675-317-0 Hardcover ... \$27.95

978-1-57675-405-4 Paperback... \$19.95

Five Secrets You Must Discover Before You Die Izzo
978-1-57675-475-7 Paperback... \$16.95

Flight Plan Tracy
978-1-57675-497-9 Hardcover ... \$19.95

978-1-60509-275-1 Paperback... \$15.95

Framing the Future Horn
978-1-57675-459-7 Hardcover ... \$24.95

Formula 2+2 Allen/Allen
978-1-57675-310-1 Hardcover ... \$19.95

Foundations of Human Resource Development, 2nd Edition Swanson/Holton III
978-1-57675-496-2 Hardcover ... \$59.95

The 4 Routes to Entrepreneurial Success
Miner
978-1-881052-82-1 Paperback... \$18.95

The Four Conversations Ford/Ford
978-1-57675-920-2 Paperback... \$19.95

The 4-Dimensional Manager Straw
978-1-57675-135-0 Paperback... \$19.95

The Fourth Wave Maynard/Mehrtens
978-1-57675-002-5 Paperback... \$18.95

The Fox in the Henhouse Kahn/Minnich
978-1-57675-337-8 Paperback... \$14.95

Full Steam Ahead! Blanchard/Stoner
978-1-57675-244-9 Hardcover ... \$19.95

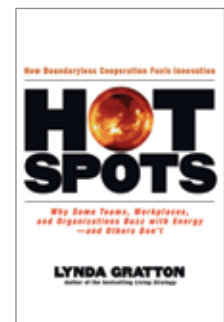
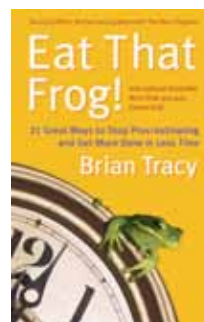
978-1-57675-306-4 Paperback... \$18.95

Fun Works, 2nd Edition Yerkes
978-1-57675-408-5 Paperback... \$19.95

Fusion Leadership Daft/Lengel
978-1-57675-080-3 Paperback... \$19.95

Future Hype Seidensticker
978-1-57675-370-5 Paperback ... \$16.95

The Future of Staff Groups Henning
978-1-57675-025-4 Hardcover .. \$29.95



Future Search, 2nd Edition Weisbord/Janoff
978-1-57675-081-0 Paperback... \$27.95

A Game As Old As Empire Hiatt
978-1-57675-395-8 Hardcover ... \$24.95

Gangs of America Nace
978-1-57675-319-4 Paperback... \$16.95

Get Paid More and Promoted Faster Tracy
978-1-58376-207-3 Hardcover ... \$19.95

Get There Early Johansen
978-1-57675-440-5 Hardcover ... \$27.95

Getting Things Done When You Are Not in Charge, 2nd Edition Bellman
978-1-57675-172-5 Paperback... \$17.95

Getting to Resolution, 2nd Edition Levine
978-1-57675-771-0 Paperback... \$19.95

Getting to Scale Bamburg
978-1-57675-416-0 Paperback... \$14.95

Gifts from the Mountain McDargh/Maclver
978-1-57675-469-6 Hardcover ... \$19.95

Global Mind Change, 2nd Edition Harman
978-1-57675-029-2 Paperback... \$17.95

Glow Gratton
978-1-57675-768-0 Paperback... \$16.95

Go Team! Blanchard/Randolph/Grazier
978-1-57675-447-4 Paperback... \$14.95

Goals! Tracy
978-1-57675-307-1 Paperback... \$18.95

The Great American Jobs Scam LeRoy
978-1-57675-315-6 Hardcover... \$24.95

The Great Turning Korten
978-1-887208-08-6 Paperback... \$21.95

Growing Local Value Hammel/Denhart
978-1-57675-371-2 Paperback... \$16.95

The Hamster Revolution Song/Halsey/Burress
978-1-57675-437-5 Hardcover... \$19.95
978-1-57675-573-0 Paperback... \$15.95

The Hamster Revolution for Meetings
Song/Halsey/Burress
978-1-60509-007-8 Hardcover... \$19.95

Hands-On Training Sisson
978-1-57675-165-7 Paperback... \$19.95

Helping Schein
978-1-57675-863-2 Hardcover... \$24.95

Hidden Power Derber
978-1-57675-345-3 Paperback... \$14.95

A Higher Standard of Leadership Nair
978-1-57675-011-7 Paperback... \$20.95

The Highest Goal Ray
978-1-57675-352-1 Paperback... \$14.95

Hire and Keep the Best People Tracy
978-1-57675-169-5 Hardcover... \$19.95

Hot Spots Gratton
978-1-57675-418-4 Hardcover... \$26.95

How to Get Ideas Foster
978-1-57675-430-6 Paperback... \$18.95

How to Make Collaboration Work Straus
978-1-57675-128-2 Paperback... \$17.95

Human Resource Development Research Handbook Swanson/Holton
978-1-881052-68-5 Paperback... \$24.95

Human Resource Management in the Knowledge Economy Lengnick-Hall/Lengnick-Hall
978-1-57675-159-6 Paperback... \$24.95

Ideas Are Free Robinson/Schroeder
978-1-57675-374-3 Paperback... \$19.95

Ideaship Foster
978-1-57675-164-0 Paperback... \$16.95

Identity Is Destiny Ackerman
978-1-57675-068-1 Hardcover... \$27.95

I'm Stuck, You're Stuck Ritchey/Axelrod
978-1-57675-133-6 Paperback... \$17.95

Images of Organization—The Executive Edition Morgan
978-1-57675-038-4 Paperback... \$27.95

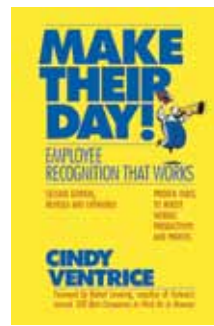
Imaginization Morgan
978-1-57675-026-1 Paperback... \$22.95

Implementing the Four Levels
Kirkpatrick/Kirkpatrick
978-1-57675-454-2 Paperback... \$29.95

Inclusion Breakthrough Miller/Katz
978-1-57675-139-8 Paperback... \$27.95

The Influence Edge Vengel
978-1-58376-156-4 Paperback... \$19.95

The Inner Work of Work Series Baroff
Paperback series
Being Your Best
978-1-57675-153-3 \$10.95
Contributing to Your Company's Success
978-1-57675-155-7 \$10.95
Getting Along with Others
978-1-57675-154-0 \$10.95



Set of all 3 paperbacks
1-58376-152-7 \$29.55

Insult to Injury Bourhis
978-1-57675-349-1 Hardcover... \$24.95

The Intelligent Organization Pinchot/Pinchot
978-1-881052-98-2 Paperback... \$19.95

Intrapreneuring in Action Pinchot/Pellman
978-1-57675-061-2 Paperback... \$16.95

Intrinsic Motivation at Work, 2nd Edition
Thomas
978-1-57675-567-9 Paperback... \$24.95

The Introverted Leader Kahnweiler
978-1-57675-577-8 Paperback... \$19.95

The Joy of Working from Home Berner
978-1-881052-46-3 Paperback... \$12.95

Just Good Business McElhane
978-1-57675-441-2 Hardcover... \$29.95

Know Can Do! Blanchard/Meyer/Ruhe
978-1-57675-468-9 Hardcover... \$19.95

The Knowledge Engine Baird/Henderson
978-1-57675-104-6 Hardcover... \$27.95

The Laws of Lifetime Growth
Sullivan/Nomura
978-1-57675-467-2 Paperback... \$12.00

Leaders as Teachers Betof
978-1-56286-545-0 Hardcover... \$32.95

Leaders Make the Future Johansen
978-1-60509-002-3 Hardcover... \$28.95

Leadership and Self-Deception, 2nd Edition The Arbinger Institute
978-1-57675-977-6 Paperback... \$16.95
978-1-57675-094-0 Hardcover... \$23.00

Leadership and the New Science, 3rd Edition
Wheatley
978-1-57675-344-6 Paperback... \$20.95

Leadership from the Inside Out Cashman
978-1-57675-599-0 Paperback... \$18.95

Leadership That Matters Sashkin/Sashkin
978-1-57675-193-0 Paperback... \$24.95

The Leadership Wisdom of Jesus, 2nd Edition Manz
978-1-57675-350-7 Paperback... \$19.95

Leading in Turbulent Times Hayes/Kelly
978-1-60509-540-0 Hardcover... \$19.95

Leading People Through Disasters
McKee/Guthridge
978-1-57675-420-7 Paperback... \$19.95

Leading Systems Oshry
978-1-57675-072-8 Paperback... \$24.95

Lean and Green Gordon
978-1-57675-170-1 Paperback... \$24.95

Learning to Use What You Already Know
Stumpf/DeLuca
978-1-881052-55-5 Hardcover... \$19.95

Lift Quinn/Quinn
978-1-57675-444-3 Hardcover... \$29.95

Living in More Than One World Rosenstein
978-1-57675-968-4 Hardcover... \$19.95

The Living Universe Elgin
978-1-57675-969-1 Paperback... \$15.95

Love 'Em or Lose 'Em, 4th Edition
Kaye/Jordan-Evans
978-1-57675-557-0 Paperback... \$24.95

Love It, Don't Leave It Kaye/Jordan-Evans
978-1-57675-250-0 Paperback... \$18.95

Loyal to the Sky Handler
978-1-57675-392-7 Hardcover... \$24.95

Macroshift Laszlo
978-1-57675-163-3 Hardcover... \$24.95

Magnetic Service Bell/Bell
8978-1-57675-375-0 Paperback... \$18.95

Make Their Day!, 2nd Edition Ventrice
978-1-57675-601-0 Paperback... \$24.95

Making the Good Life Last Schuler
978-1-57675-570-9 Paperback... \$16.95

Making the Grass Greener on Your Side
Melrose
978-1-881052-21-0 Hardcover... \$29.95

Making the Impossible Possible
Cameron/Lavine
978-1-57675-390-3 Paperback... \$29.95

Making Sustainability Work Epstein
978-1-57675-486-3 Hardcover... \$34.95

Making Waves and Riding the Currents
Halpern
978-1-57675-442-9 Hardcover... \$24.95

Managers As Facilitators Weaver/Farrell
978-1-57675-054-4 Paperback... \$21.95

Managers As Mentors, 2nd Edition Bell
978-1-57675-142-8 Paperback... \$20.95

Managers Not MBAs Mintzberg
978-1-57675-351-4 Paperback... \$19.95

Managing Mintzberg
978-1-57675-340-8 Hardcover... \$26.95

Managing By Values Blanchard/O'Connor
978-1-57675-274-6 Paperback... \$19.95

Managing Hispanic and Latino Employees
Nevaer
978-1-57675-945-5 Paperback... \$24.95

Managing to Stay Out of Court Janove
978-1-57675-318-7 Paperback... \$22.95

Managing Your Own Learning Davis/Davis
978-1-57675-067-4 Paperback... \$15.95

Marketing That Matters
Conley/Friedenwald-Fishman
978-1-57675-383-5 Paperback... \$16.95

Mayday! Klaver
978-1-57675-451-1 Paperback... \$15.95

Memoirs of a Recovering Autocrat
Hallstein
978-1-881052-35-7 Hardcover... \$17.95

Merchants of Vision Liebig
978-1-881052-42-5 Hardcover... \$24.95

Michael Finney's Consumer Confidential
Finney
978-1-57675-300-2 Paperback... \$14.95

Mission, Inc. Lynch/Walls, Jr.
978-1-57675-479-5 Paperback... \$16.95

The Moral Advantage Damon
978-1-57675-206-7 Hardcover... \$24.95

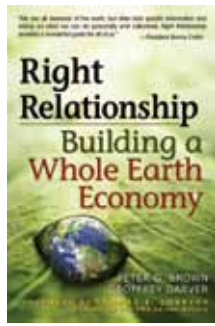
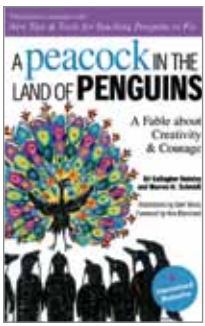
Moral Capitalism Young
978-1-57675-257-9 Hardcover... \$29.95

More Than Money Albion
978-1-57675-656-0 Hardcover... \$19.95

Moving from Training to Performance
Robinson/Robinson
978-1-57675-039-1 Paperback... \$29.95

My Way or the Highway Chambers
978-1-57675-296-8 Paperback... \$16.95

The New Business of Business
Harman/Porter
978-1-57675-018-6 Paperback... \$19.95



New Employee Success Handbooks

- Holton/Naquin
Paperback series
- How to Succeed in Your First Job*
978-1-58376-166-3 \$12.95
- Helping Your New Employee Succeed*
978-1-58376-168-7 \$9.95
- So You're New Again*
978-1-58376-169-4 \$12.95
- The New Management** Halal
978-1-57675-032-2 Paperback... \$19.95
- The New Organizational Wealth** Sveiby
978-1-57675-014-8 Hardcover ... \$34.95
- The New SuperLeadership** Manz/Sims
978-1-57675-105-3 Hardcover ... \$34.95
- New Traditions in Business** Renesch
978-1-881052-03-6 Paperback... \$17.95
- The New Why Teams Don't Work**
Robbins/Finley
978-1-57675-110-7 Paperback... \$19.95
- The Nonverbal Advantage** Goman
978-1-57675-492-4 Paperback... \$19.95
- On Our Own Terms**
Enkelis/Olsen/Lewenstein
978-1-881052-69-2 Paperback... \$19.95
- On Target** Bechtell
978-1-57675-171-8 Hardcover ... \$29.95
- One from Many** Hock
978-1-57675-332-3 Paperback... \$18.95
- The 100 Absolutely Unbreakable Laws of Business Success** Tracy
978-1-57675-126-8 Paperback .. \$18.95
- 101 Tips for Telecommuters** Dinnocenzo
978-1-57675-069-8 Paperback... \$15.95
- The One Minute Negotiator** Hutson/Lucas
978-1-60509-586-8 Hardcover ... \$21.95
- Online Learning Today**
Shea-Schultz/Fogarty
978-1-57675-143-5 Paperback... \$18.95
- On-the-Level** McLagan/Krembs
978-1-881052-76-0 Paperback... \$19.95
- Open Space Technology, 3rd Edition** Owen
978-1-57675-476-4 Paperback... \$29.95
- Organization Development** McLean
978-1-57675-313-2 Hardcover ... \$49.95
- Our Day to End Poverty** Daley-Harris/Keenan
978-1-57675-446-7 Paperback... \$14.95
- Out of Poverty** Polak
978-1-57675-449-8 Hardcover ... \$27.95
978-1-60509-276-8 Paperback... \$19.95
- Paradigms in Progress** Henderson
978-1-881052-74-6 Paperback... \$18.95
- Paradoxical Thinking** Fletcher/Olwyler
978-1-881052-80-7 Hardcover ... \$24.95
- The Path of Least Resistance for Managers**
Fritz
978-1-57675-065-0 Paperback... \$20.95
- Pathways to Success** Ames
978-1-881052-57-9 Paperback... \$16.95

- Patterns of High Performance** Fletcher
978-1-881052-70-8 Paperback... \$19.95
- Peace First** Savir
978-1-57675-596-9 Hardcover ... \$27.95
- A Peacock in the Land of Penguins, 3rd Edition** Hateley/Schmidt
978-1-57675-173-2 Paperback... \$17.95
- The Pebble and the Avalanche** Yudkowsky
978-1-57675-294-4 Hardcover ... \$27.95
- The Peon Book** Haynes
978-1-57675-285-2 Paperback... \$12.95
- PeopleSmart** Silberman/Hansburg
978-1-57675-091-9 Paperback... \$19.95
- The People's Business** Drutman/Cray
978-1-57675-309-5 Hardcover ... \$25.95
- Performance Consulting, 2nd Edition**
Robinson/Robinson
978-1-57675-435-1 Paperback... \$29.95
- The Poetry of Business Life** Windle
978-1-881052-59-3 Paperback... \$16.95
- Positive Leadership** Cameron
978-1-57675-602-7 Paperback... \$16.95
- Positive Organizational Scholarship**
Cameron/Dutton/Quinn
978-1-57675-232-6 Hardcover ... \$45.00
- Positively M. A. D.** Treasurer
978-1-57675-312-5 Paperback... \$12.00
- The Post-Corporate World** Korten
978-1-887208-03-1 Paperback... \$19.95
- Power and Love** Kahane
978-1-60509-304-8 Paperback... \$16.95
- The Power of Appreciative Inquiry, 2nd Edition** Whitney/Trosten-Bloom
978-1-60509-328-4 Hardcover... \$32.95
- The Power of Collective Wisdom**
Briskin/Callanan/Erickson/Ott
978-1-57675-445-0 Paperback... \$17.95
- The Power of Failure** Manz
978-1-57675-132-9 Paperback... \$14.95
- The Power of Purpose, 2nd Edition** Leider
978-1-60509-523-3 Paperback... \$17.95
- The Power of Servant-Leadership** Greenleaf
978-1-57675-035-3 Paperback... \$22.95
- The Power of Serving Others** Morsch/Nelson
978-1-57675-366-8 Hardcover ... \$20.95
- The Power of Spirit** Owen
978-1-57675-090-2 Paperback... \$19.95
- Preferred Futuring** Lippitt
978-1-57675-041-4 Paperback... \$24.95
- Prescription for Survival** Lown
978-1-57675-482-5 Hardcover ... \$35.00
- Prisoners of Our Thoughts** Pattakos
978-1-60509-524-0 Paperback... \$17.95
- The Professional Trainer** Vaughn
978-1-57675-270-8 Paperback... \$29.95
- Profit Building** Ludy
978-1-57675-108-4 Hardcover ... \$27.95
- Putting Our Differences to Work** Kennedy
978-1-57675-499-3 Hardcover ... \$29.95
- Putting Total Quality Management to Work**
Sashkin/Kiser
978-1-881052-24-1 Paperback... \$19.95
- The Quest for Authentic Power** Lawford
978-1-57675-147-3 Paperback... \$17.95
- Real Leadership** Williams
978-1-57675-343-9 Hardcover ... \$27.95
- Real Time Strategic Change** Jacobs
978-1-57675-030-8 Paperback... \$24.95
- The Real Wealth of Nations** Eisler
978-1-57675-388-0 Hardcover ... \$24.95
978-1-57675-629-4 Paperback... \$18.95

- Reawakening the Spirit in Work** Hawley
978-1-881052-22-7 Hardcover ... \$39.95
- The Referral of a Lifetime** Templeton
978-1-57675-321-7 Paperback... \$19.95
- Regime Change Begins at Home** Derber
978-1-57675-292-0 Hardcover ... \$19.95
- Repacking Your Bags, 2nd Edition**
Leider/Shapiro
978-1-57675-180-0 Paperback... \$17.95
- Research in Organizations** Swanson/Holton
978-1-57675-314-9 Hardcover ... \$49.95
- Reset** DeMaria
978-1-57675-433-7 Hardcover ... \$24.95
- The Resiliency Advantage** Siebert
978-1-57675-329-3 Paperback... \$19.95
- Responsible Restructuring** Cascio
978-1-57675-129-9 Hardcover ... \$27.95
- The Restoration Economy** Cunningham
978-1-57675-191-6 Hardcover ... \$29.95
- Results** Swanson/Holton
978-1-57675-044-5 Hardcover ... \$34.95
- Right Relationship** Brown/Garver
978-1-57675-762-8 Paperback... \$16.95
- Right Risk** Treasurer
978-1-57675-246-3 Paperback... \$16.95
- Robert K. Greenleaf** Frick
978-1-57675-276-0 Hardcover ... \$29.95
- Running Training Like a Business**
van Adelsberg/Trolley
978-1-57675-059-9 Hardcover ... \$34.95
- Salsa, Soul, and Spirit** Bordas
978-1-57675-432-0 Paperback... \$21.95
- Screwed** Hartmann
978-1-57675-463-4 Paperback... \$16.95
- Second Innocence** Izzo
978-1-57675-263-0 Paperback... \$15.95
- The Secret, 2nd Edition** Blanchard/Miller
978-1-60509-268-3 Hardcover ... \$21.95
- Seeing Systems, 2nd Edition** Oshry
978-1-57675-455-9 Paperback... \$32.95
- Self-Governance in Communities and Families**
Nelson
978-1-57675-086-5 Paperback... \$24.95
- Selling with Integrity** Morgen
978-1-57675-017-9 Hardcover ... \$24.95
- The Serving Leader** Jennings/Stahl-Wert
978-1-57675-308-8 Paperback... \$16.95
- Share This!** Zandt
978-1-60509-416-8 Paperback... \$18.95
- The She Spot** Witter/Chen
978-1-57675-472-6 Hardcover ... \$24.95
- Shifting Sands** Donahue
978-1-57675-280-7 Paperback... \$16.95
- Shortchanged**ARGER
978-157675-336-1 Hardcover ... \$24.95
- Show Me the Money** Phillips/Phillips
978-1-57675-399-6 Hardcover ... \$34.95
- A Simpler Way** Wheatley/Kellner-Rogers
978-1-57675-050-6 Paperback... \$19.95
- Small Change** Edwards
978-1-60509-377-2 Paperback... \$16.95
- The Small-Mart Revolution** Shuman
978-1-57675-386-6 Hardcover ... \$24.00
- 978-1-57675-466-5 Paperback... \$16.95
- Smart Videoconferencing** Barlow/Peter/Barlow
978-1-57675-192-3 Paperback... \$18.95
- Solving Tough Problems** Kahane
978-1-57675-464-1 Paperback... \$16.95
- Something to Live For** Leider/Shapiro
978-1-57675-456-6 Paperback... \$15.95

The Speculation Economy Mitchell
978-1-57675-400-9 Hardcover ... \$35.00
978-1-57675-628-7 Paperback ... \$24.95

Speechless Barry
978-1-57675-397-2 Hardcover ... \$27.95

The Spirit of Leadership Owen
978-1-57675-056-8 Paperback ... \$15.95

Spiritual Capital Zohar/Marshall
978-1-57675-138-1 Hardcover ... \$27.95

Sprout! Vengel/Wright
978-1-57675-207-4 Hardcover ... \$19.95

The Stakeholder Strategy Svendsen
978-1-57675-047-6 Hardcover ... \$27.95

Stakeholder Theory and Organizational Ethics Phillips
978-1-57675-268-5 Hardcover ... \$34.95

Standing in the Fire Dressler
978-1-57675-970-7 Paperback ... \$19.95

Stewardship Block
978-1-881052-86-9 Paperback ... \$20.95

Stick Your Neck Out Graham
978-1-57675-304-0 Paperback ... \$14.95

The Stirring of Soul in the Workplace Briskin
978-1-57675-040-7 Paperback ... \$16.95

Strategic Business Partner Robinson/Robinson
978-1-57675-283-8 Hardcover ... \$35.95

Structured On-the-Job Training, 2nd Edition Jacobs
978-1-57675-242-5 Paperback ... \$34.95

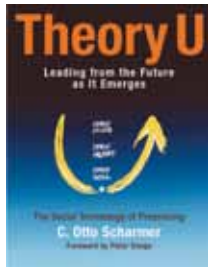
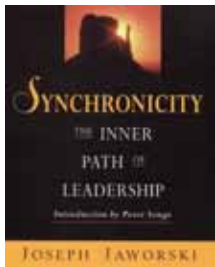
The Success Case Method Brinkerhoff
978-1-57675-185-5 Paperback ... \$27.95

Supply Chain Optimization Poirier/Reiter
978-1-881052-93-7 Hardcover ... \$34.95

Synchronicity Jaworski
978-1-57675-031-5 Paperback ... \$20.95

Take Back Your Time de Graaf
978-1-57675-245-6 Paperback ... \$16.95

Taking Back Our Lives in the Age of Corporate Dominance Schwartz/Stoddard
978-1-57675-078-0 Paperback ... \$14.95



Teamwork Is an Individual Skill Avery/Walker/Murphy
978-1-57675-155-8 Paperback ... \$20.95

Telling Training's Story Brinkerhoff
978-1-57675-186-2 Paperback ... \$29.95

10 Steps to Successful Coaching Oberstein
978-1-56286-592-4 Paperback ... \$19.95

10 Steps to Successful Teams McClay
978-1-56286-a675-4 Paperback ... \$19.95

Ten Thousand Horses Stahl-Wert/Jennings
978-1-57675-450-4 Hardcover ... \$19.95

Terms of Engagement Axelrod
978-1-57675-239-5 Paperback ... \$25.95

Theory U Scharmer
978-1-57675-763-5 Paperback ... \$29.95

They Just Don't Get It Yerkes/Martin
978-1-57675-328-6 Hardcover ... \$19.95

Thinking Big The Progressive Ideas Network/
Lardner/Loewenthal
978-1-60509-278-2 Digital Book ... \$9.95
978-1-60509-279-9 Paperback ... \$14.95

301 More Ways to Have Fun at Work Hemsath
978-1-57675-118-3 Paperback ... \$16.95

301 Ways to Have Fun at Work Hemsath/
Yerkes
978-1-57675-019-3 Paperback ... \$17.95

Three Deep Breaths Crum
978-1-57675-389-7 Hardcover ... \$19.95
978-1-57675-630-0 Paperback ... \$14.00

2048 Boyd
978-1-60509-539-4 Hardcover ... \$22.95
978-1-60509-330-7 Paperback ... \$15.95

The 3 Keys to Empowerment Blanchard/Carlos/Randolph
978-1-57675-160-2 Paperback ... \$16.95

10 Steps to Successful Teams McClay
978-1-56286-675-4 Paperback ... \$19.95

Blanchard/Carlos/Randolph
978-1-57675-160-2 Paperback ... \$14.95

Time and the Soul Needleman
978-1-57675-251-7 Paperback ... \$12.95

Training Across Multiple Locations Krempf/Pace
978-1-57675-157-2 Hardcover ... \$34.95

The Trance of Scarcity Castle
978-1-57675-439-9 Paperback ... \$16.95

Transferring Learning to Behavior Kirkpatrick/Kirkpatrick
978-1-57675-325-5 Hardcover ... \$42.95

Trauma Stewardship van Dernoort-Lipsky/Burk
978-1-57675-944-8 Paperback ... \$19.95

True Partnership Zaiiss
978-1-57675-166-4 Paperback ... \$15.95

True to Yourself Albion
978-1-57675-378-1 Paperback ... \$16.95

Trust and Betrayal in the Workplace, 2nd Edition Reina/Reina
978-1-57675-377-4 Paperback .. \$18.95

Turning to One Another, 2nd Edition Wheatley
978-1-57675-764-2 Paperback ... \$17.95

The 21 Success Secrets of Self-Made Millionaires Tracy
978-1-58376-205-9 Hardcover ... \$19.95

The Ultimate Competitive Advantage Mitchell/Coles
978-1-57675-167-1 Hardcover ... \$36.95

Unequal Protection Hartmann
978-1-60509-559-2 Paperback ... \$19.95

Unite and Conquer Sinema
978-1-57675-889-2 Paperback ... \$16.95

Untapped Weiser/Kahane/Rochlin/Landis
978-1-57675-372-9 Hardcover ... \$28.95

The Value Effect Guaspari
978-1-57675-092-6 Hardcover ... \$22.00

Values-Driven Business Cohen/Warwick
978-1-57675-358-3 Paperback ... \$16.95

Values Sell Thompson/Soper
978-1-57675-421-4 Paperback ... \$16.95

Walking the Talk Holliday/Schmidheiny/Watts
978-1-57675-234-0 Hardcover ... \$29.95

The Wall Street Diet Poirier/Bauer/Houser
978-1-57675-381-1 Hardcover ... \$27.95

Wander Woman Reynolds
978-1-60509-351-2 Paperback ... \$17.95

Wave Rider Owen
978-1-57675-617-1 Paperback ... \$24.95

We Are All Self-Employed, 2nd Edition Hakim
978-1-57675-267-8 Paperback ... \$17.95

Whale Done Parenting Blanchard/Lacinak/Tompkins/Ballard
978-1-60509-348-2 Paperback ... \$14.95

What If Boomers Can't Retire? Parker
978-1-57675-249-4 Paperback ... \$12.95

What We Learned in the Rainforest Kiuchi/Shireman
978-1-57675-127-5 Hardcover ... \$27.95

What Would Buddha Do at Work? Metcalf/Hateley
978-1-56975-300-2 Hardcover ... \$16.95

When Corporations Rule the World, 2nd Edition Korten
978-1-887208-04-8 Paperback ... \$18.95

When the Canary Stops Singing Barrentine
978-1-881052-41-8 Hardcover ... \$24.95

When You Lose Your Job Hakim
978-1-881052-25-8 Paperback ... \$14.95

Whistle While You Work Leider/Shapiro
978-1-57675-103-9 Paperback ... \$19.95
978-1-57675-123-7 Audiotape ... \$18.00

Whole-Scale Change Dannemiller Tyson Associates
978-1-57675-088-9 Paperback ... \$44.95

Why Decisions Fail Nutt
978-1-57675-150-3 Paperback ... \$22.95

Winning the Global Talent Showdown Gordon
978-1-57675-616-4 Hardcover ... \$27.95

The Wisdom of Solomon at Work Manz/Manz/Marx/Neck
978-1-57675-085-8 Hardcover ... \$20.00

Women Lead the Way Tarr-Whelan
978-1-60509-135-8 Hardcover ... \$24.95

Working at Warp Speed Flicker
978-1-57675-146-6 Paperback ... \$16.95

Working Naturally Leider
978-1-58376-072-7 Booklet \$8.95

Working PeopleSmart Silverman/Hansburg
978-1-57675-208-1 Paperback ... \$18.95

Working Together Arrien
978-1-57675-156-5 Paperback ... \$18.95

The World Café Brown/Isaacs/
World Café Community
978-1-57675-258-6 Paperback ... \$20.95

World Class Diversity Management Thomas
978-1-60509-450-2 Hardcover ... \$32.95

Yes Lives in the Land of No Gallagher/Ventura
978-1-57675-339-2 Hardcover ... \$19.95

You Could Be Fired for Reading This Book Solomon
978-1-57675-255-5 Paperback ... \$14.95

You Don't Have to Do It Alone Axelrod/Axelrod/Beedon/Jacobs
978-1-57675-278-4 Paperback ... \$16.95

You're Addicted to You Blumenthal
978-1-57675-427-6 Paperback ... \$15.95

Your Leadership Legacy Brooks/Stark/Caverhill
978-1-57675-287-6 Hardcover ... \$20.95
978-1-60509-583-7 Paperback ... \$16.95

Your Signature Path Bellman
978-1-57675-004-9 Hardcover ... \$24.95

Zenobia Emmens/Kephart/Sulit
978-1-57675-478-8 Hardcover ... \$19.95

Zero Space Deprez/Tissen
978-1-57675-182-4 Hardcover ... \$27.95

Ordering

Individual customers

Order online

www.bkconnection.com

Order by phone

800-929-2929, 8 am–9 pm
Eastern time, M–F

Order by email

bkp.orders@aidcv.com

Order by fax

(802) 864-7626

Order by mail

Berrett-Koehler Publishers,
PO Box 565, Williston, VT
05495. Please include your
daytime phone number.

We accept checks, money
orders, VISA, MasterCard, and
American Express.

Orders are usually shipped
United States Postal Service
book rate. Please allow 1–2
weeks for delivery.

Orders shipped to California
or Vermont will include
applicable sales tax.

Rush shipping (U.S. orders only)

Rates for rush shipping
are available by calling our
toll-free order number, 800-
929-2929, or emailing us at
urgent@aidcv.com. Clearly
identified urgent orders
received weekdays by 11 am
eastern time will be shipped

that day. Orders received after
this time or on weekends will
be shipped the next business
day, except holidays.

International shipping

Please see “Outside the
United States” on the next
page for the distributor serving
your area. If you are unable to
order through one of our dis-
tributors, please contact us.

Returns

Please send returns via a
traceable shipping method
with a copy of the original
invoice and reason for return
to Berrett-Koehler, Attn:
Returns, 82 Wintersport Lane
Williston, VT 05495.

Bulk orders

Discounts are available for
orders of 10 or more copies of
a single title. Please contact
us or see our website for
further information.

U.S. book trade

Please contact:
Ingram Publisher Services
Customer Service, Box 512,
One Ingram Blvd.
LaVergne, TN 37086
Tel: 800-509-4887
Fax: 800-838-1149
customer.service@
ingrampublisherservices.com

Berrett-Koehler titles are
also available through Baker

& Taylor and other major
national and regional whole-
salers.

College and university text orders

All orders will receive a
20% discount.

Complimentary text exam copies

Complimentary text adoption
exam copies of any book can
be requested directly from our
website. Every book page has
a “Professors: Request Exam
Copy” link. Just search for the
book and click on this link.

Discounts for resellers

Berrett-Koehler products are
available at special discounts
when purchased for resale.
Trade bookstores should
contact Ingram Publisher
Services (see above). All other
resellers should contact the
Special Sales Department:
Tel: (415) 288-0260
Fax: (415) 362-2512
bkpub@bkpub.com

Return policy for resale accounts

Publications purchased
directly from Berrett-Koehler
should be returned freight
prepaid to Berrett-Koehler,
Attn: Returns, 82 Wintersport
Lane, Williston, VT 05495.

Publications ordered on a
returnable basis may be
returned without prior autho-
rization within one year
of invoice date, provided
they are unmarked and in
resalable condition. To receive
full credit, please enclose a
packing list, reason for return
and a copy of the original
invoice. Items returned
without invoice information
will be credited at a 60%
discount. Credit may be taken
only after a credit memo is
issued. NO CASH REFUNDS.
Damaged books must be
returned within 45 days of
invoice date.

Media review copies

Please fax or email your
media review copy requests to
Katie Sheehan, Publicist
Tel: (415) 743-6477
Fax: (415) 362-2512
ksheehan@bkpub.com

Requests are fulfilled upon
receipt via UPS Ground
service or Priority Mail.

Subsidiary rights

Contact María Jesús Aguiló
Director, International Sales
and Subsidiary Rights
Tel: (415) 743-6467
Fax: (415) 362-2512
maguilo@bkpub.com

Outside the United States

Canada

Raincoast Books
9050 Shaughnessy Street
Vancouver, BC, V6P 6E5
Canada
Tel: 800-663-5714
Fax toll-free: 800-565-3700
www.Raincoast.com

UK, Europe, and the Middle East

McGraw-Hill Book Co. Europe
Shoppenhangers Rd.,
Maidenhead, Berkshire SL6
2QL England
Tel: +44 1628-502500
Fax: +44 1628-770224
Marketing: Stephanie Gover
Customer Services:

orders@mcgraw-hill.com
Customer Services direct fax:
+44 1628-635895

Australia and New Zealand

WoodsLane Pty. Ltd.
7/5 Vuko Place
Warriewood NSW 2102,
Australia
Tel: +61 29-970-5111
Fax: +61 29-970-5002
info@woodslane.com.au

South, East, and Southeast Asia

McGraw-Hill Education (Asia)
*also servicing Mauritius, but
excluding North Korea, India,
and the Sub-Continent:*

60 Tuas Basin Link,
Singapore 638775
Tel: (65) 6863 1580
Customer Service Hotline:
(65) 6868 8188
Fax: (65) 6862 3354
mgghasia_sg@mcgraw-hill.com

India and the Subcontinent

McGraw-Hill Education (India)
B-4, Sector 63
Gautam Budh Nagar
Noida, 201301, UP, India
Tel: +91120-4383426
Fax: 91120-4383401-403
roystan_laporte@mcgraw-hill.
com
www.tatamcgraw-hill.com

South Africa

Real Books, PO Box 1040
Auckland Park
2006 South Africa
Tel: +27 11-837-0643
Fax: +27 11-837-0654

For all other countries contact:

Berrett-Koehler Publishers
235 Montgomery, Suite 650
San Francisco, CA 94104-
2916, USA
Tel: +1 415 288-0260
Fax: +1 415 362-2512

**Prices subject to change
without notice.**

**BK****Berrett-Koehler****Publishers**

Operating a publishing business involves many more people than are formally on the staff. We would like to acknowledge the many people who are contributing time, talent, and creativity to our publishing efforts this year. We are grateful for their crucial role in our success.

Marketing and sales services

Barry Merrell and Ryan Young, Alexander's Printers • Dean Smith, Jacqueline Braun, Nancy Olson, Cat Russo, and Marnee Beck, American Society for Training and Development • Ann Bartz, BALLE • Barbara Chan, Barbara Chan Consulting • Praveen Madan, The Booksmith • Peg Booth and Julia Wouk, Booth Media Group • Dave Hemsath and the staff of BreakPoint Books & More • Don Allen, Busboys and Poets • Tony Baisley, Center for Spirituality & Healing • Tom Waller, The Commonwealth Club • Constant Contact • Elisa Cooper • Patti Danos, Publicist • Dottie DeHart, DeHart & Company • Gennady Kolker, Donna Parson, Madeline Kane, Jinny Khanduja, and Tim Rusch, Demos • Robin Donovan • Daniel Morris, Drum Major Institute • Kathleen Epperson • Adam Gordon, D-Rev: Design for the Other 90% • Carrie Barnes, ELISE Communications • Sergio Lub, Favors.org • Fern Berman, Fern Berman Communications • Global Business Network • Jen Gould, Jen Gould PR • Carol Sawyer and Naomi Swinton, Grassroots Leadership • Kat Gjovik, Great Turning Initiative • Denise Hamler and Karri Winn, Green America • Patricia and Craig Neal, Heartland Inc. • Perry Hooks, Hooks Book Events • Beth Stewart and the staff of Infocore Inc. • Aaron Berstler, Kohnstamm Communications Inc. • Tom Martin, Publicist • Pat Galpin, MDR • Mark Oimet, Karen Cross, Margery Buchanan, Megan Newton, and all the sales and marketing staff, Ingram Publisher Services • Gail Leonard-Wright, Publicist • Zoe Mackey, Publicity Intern • McGraw-Hill Education, India • McGraw-Hill Professional, Asia • McGraw-Hill Professional, Europe • Modern Postcard • Liz Maw, Net Impact • Marco Visscher, Ode Magazine • Pegasus Communications • Sharon Goldinger, PeopleSpeak • Georgia Kelly, Praxis Peace Institute • PSPrint • Raincoast Books, Canada • Real Books Distributors • Deb Nelson and Craig Rueens, Social Venture Network • Andi Cale, Vincent Caldwell and April Banks, The Society for Human Resource Management • Rick and Susan Stamm of the TEAM Approach • Charles Stillwagon, Tattered Cover Books • Berit Ashla and Kim Sarnecki, The Tides Foundation • Stan Thankachan, Sales & Marketing Intern • Rose Hanig, UUA Bookstore • Terri Armstrong Welch • WoodsLane Pty. Ltd. • Fran Kortzen and Susan Gleason, *YES! Magazine*

Printing, warehousing, and shipping services

Action Printing • Data Reproductions • Hamilton Printing Company • John P. Pow Co. • Lightning

Source • Malloy, Inc. • Odyssey Press • Versa Press • Webcom, Ltd.

Production, editorial, design, and electronic publishing services

Richard Adelson Design • Argus LLC • Autographix Design • Michael Bass and Associates • Henrietta Bensussen • Janet Reed Blake • The Book Designers • BookMatters • Books24x7.com • Bookwrights • Patricia Brewer • Judith Brown • Cassandra Chu • CodeMantra • Sandra Craig • Crowfoot Design • Hugh D'Andrade Illustration • Joan Dickey • Dovetail Publishing Services • ebooks.com • ebrary.com • Carol Frenier • Julie Gallagher • Debra Gates • Girl of the West Productions • Lynn Golbetz • Gopa and Ted2 Design • Tanya Grove • Barbara Haines • Ken Hassman • Randy Hazan • Kristi Hine • Ideas to Images • Ingram Digital Group • Clive Jacobson • Judith Johnstone • Linda Jupiter Productions • Laura Larson • Katherine Lee • Laura Lind Design • LMR Designs • Manza Editorial Services • Karen Marquardt • Leigh McLellan • Medea Minnich • Mike Mollett • Irene Morris • MvB Design • MyLibrary • Stephanie Maher Palenque • Pemastudio • Detta Penna Design • PeopleSpeak • Publication Services • Elissa Rabellino • Read How You Want • Redwood Audiobooks • Rachel Rice • Don Roberts • Leonard Rosenbaum • Safari Online • Mary Sanichas Communications • Scribe Typography • Karen Seriguchi • Seventeenth Street Studios • Pete Shanks • Silverleaf Design • Anne Smith • Katherine Stimson • Richard A. Swanson and Barbara L. Swanson, Consulting editors • Tolman Creek Media • Elizabeth von Radics • Lunaea Weatherstone • Westchester Book Group • Wilsted & Taylor Publishing Services

Digital community building

Matt Drake, AIDC • Steve Bennett, AuthorBytes • David Cole, Bay Tree Publishing • Amy Lenzo, Beauty Dialogues • Dudi Einy and Robyn Ward, DocStoc • Erica Priggen and Jonah Sachs, Free Range Studios • Wayne Marshall, Kaizen Internet Marketing • David Witt, The Ken Blanchard Companies • Erin Polgreen and Tracy van Slyke, The Media Consortium • Jeremy Sullivan, musician • Sharon Goldinger, PeopleSpeak • Joshua Piersanti, Piersanti Designs • Aaron Sampson, video editor • Kathleen Fitzgerald and Michael McGuinness, Scribd • Susan Lieu, Socola Chocolatier • Karen Swim, Words for Hire

Manuscript reviewers

Valerie Andrews • Jane Casperson • Sandy Chase • Charlie Dorris • Chuck Ehrlich • Rob Ellman • Sara Jane Hope • Ted Kinni • Jeff Kulick • Chris Lee • Ann Matranga • Andrea Markowitz • Carol Metzker • Tai Moses • John Renesch • John Romano • Danielle Scott • Frappa Stout • Jill Swenson • Rebecca Williamson

Translation rights agents

Sue Yang and the staff of Eric Yang Agency: Korea • Manami Tamaoki and the staff of Tuttle-Mori Agency: Japan • Jackie Huang and Whitney Hsu and the staff of Andrew Nurnberg and Associates: China and Taiwan • Laura Riff, João Paulo Riff, and the staff of The RIFF Agency: Brazil • Gabi Hertzmann Pikarski and the staff of I. Pikarski Ltd. Literary Agency: Israel • Nelly and John Moukakos and the staff of JLM Literary Agency: Greece • Livia Stoia and the staff of Sun Literary Agency: Romania • Akcali Copyright Agency: Turkey

Business and administrative services

AIDC • Mike Mansel, Argo Insurance • Nyrene Aviles, Jim Weber and the staff of Comerica Bank • Greg Beattie • Cyberwolf, Inc. • Give Something Back • Robin Brown, Shawn Evans and the IPS Publisher Care team • James Ullakko, Chris Millias, Scott Miller, and Dan Sillin; Odenberg, Ullakko, Muranishi & Co., Accountancy Corporation • Pension Dynamics • Rocket Science Consulting • Jordan Shields and the staff of Shields Insurance Agency • Wellspring Data

Berrett-Koehler staff

María Jesús Aguiló, Director of Subsidiary Rights
Ann Campbell, Administrative Assistant
Peter Cavagnaro, Publicity Manager
Marina Cook, Sales Manager
Michael Crowley, Senior Direct Sales Manager
Kristen Frantz, Vice President of Sales and Marketing
Bonnie Kaufman, Digital Community Builder
Arielle Kesweder, Operations Associate
Diane Blattner Kresal, Senior Operations Manager
Catherine Lengronne, Subsidiary Rights Associate
Bob Liss, Vice President, Operations and Administration
David Marshall, Director for Digital Communities
Kate Piersanti, Copyright Editor
Steven Piersanti, President and Publisher
Dianne Platner, Senior Manager, Design and Production
Katie Sheehan, Publicity Manager
Jeevan Sivasubramaniam, Executive Managing Editor
Kathy Slater, Senior Accounting Manager
Jeremy Sullivan, Sales and Marketing Associate
Johanna Vondeling, Vice President, Editorial and Digital
Richard Wilson, Vice President for Design and Production
Ginger Winters, Senior Human Resources/Office Manager

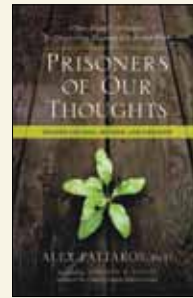
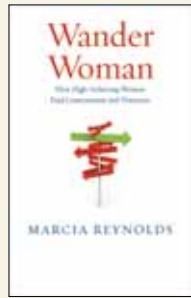
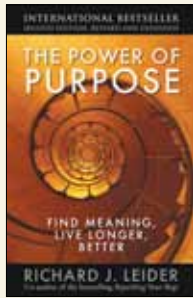
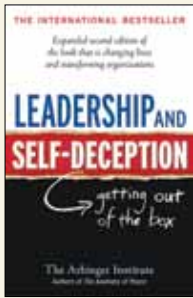


Berrett-Koehler Publishers, Inc.
235 Montgomery Street, Suite 650
San Francisco, CA 94104-2916

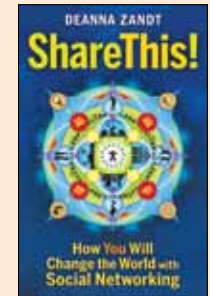
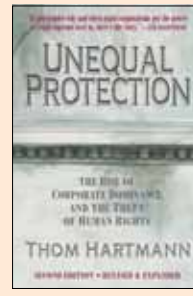
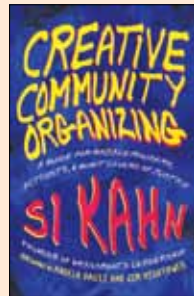
www.bkconnection.com

New for Winter/Spring 2010

BK Life



BK Currents



BK Business

