

STRATEGIC CAREER DEVELOPMENT

Suggested Readings

- Allen, D. *Ready for anything: 52 productivity principles for work and life*. Viking, 2003.
- Babcock L, Laschever S. *Ask for it: How Women Can Use the Power of Negotiation to Get What They Really Want*. Bantam, 2008.
- Bickel, J. Fear and Loathing in the Workplace: Maintaining your Focus and Optimism. *Academic Physician and Scientist*, Feb 2008, pp 4-5.
- Bickel, J. Managing "Up": Achieving an Effective Partnership with your Boss. *Academic Physician and Scientist*, February 2007, pp 4-5.
- Block, Peter. *The answer to how is yes: acting on what matters*. BK Pub, 2002.
- Buckingham, M. *The one thing you need to know: about great managing, great leading, and sustained individual success*, 2005.
- Buckingham, M. *Go put your strengths to work*, 2007.
- Buckingham, M, Clifton D. *Now, Discover Your Strengths*, 2001.
- Covey, S et al. *First things first: to live, to love, to learn, to leave a legacy*. Fireside, 1994.
- Eckblad, John. *If your life were a business, would you invest in it?* McGraw-Hill, 2003.
- Fels, Anna. *Necessary dreams: Ambition in Women's Changing Lives*. Pantheon, 2004.
- Fisher, Roger. *Beyond Reason: Using Emotions as You Negotiate*. 2006.
- Gallwey, T. *The inner game of work: focus, learning, pleasure and mobility in the workplace*. Random House, 2000.
- Goldsmith, M. *What got you here won't get you there*. Hyperion, 2007.
- Goleman, D., et al. *Primal Leadership: Realizing the Power of Emotional Intelligence*. Harvard Bus Sch Press, 2002.
- Goleman, D. *Social Intelligence: The new science of human relationships*, Bantam, 2006.
- Ibarra, Herminia. *Working identity: unconventional strategies for reinventing your career*, Harv Bus School Press, 2003.
- Isaacs, William: *Dialogue and the art of thinking together*, Random house, 1999.
- Klaus, Peggy. *Brag! The art of tooting your own horn without blowing it*. Warner books, 2003.
- Kolb, Deborah and Williams, J. *Everyday Negotiating: Navigating the Hidden Agendas in Bargaining..* 2003.

- Patterson, Kerry et al. *Crucial confrontations: tools for resolving broken promises, violated expectations and bad behavior*. McGraw Hill, 2005.
- Patterson, Kerry et al. *Crucial conversations: tools for talking when stakes are high*. McGraw Hill, 2002.
- Reardon, K. *It's All Politics: Winning in a World Where Hard Work and Talent Aren't Enough*. Doubleday, 2005.
- Reardon, K. *The Skilled Negotiator: Mastering the language of engagement*. Doubleday, 2004.
- Shell, GR, Moussa M. *The art of Woo: using strategic persuasion to sell your ideas*. Portfolio, 2007.
- Shell, GR. *Bargaining for Advantage: negotiation strategies for reasonable people*. Viking, 1999.
- Sotile, Wane and Mary. *The resilient physician: effective emotional management for doctors and their medical organizations*. AMA, 2002.
- Stone, D, et al. *Difficult Conversations: How to Discuss what Matters Most*. Penguin, 1999.
- Ury, William. *The power of a positive No: How to say No and still get to Yes*, Bantam, 2007.
- Waldroop, James and Butler, T. *Maximum success: changing the 12 behavior patterns that keep you from getting ahead*. Doubleday, 2000.
- Watkins, Michael. *The first 90 days: critical success strategies for new leaders at all levels*. Harv Bus Schl Press, 2003.
- Watkins, Michael. *Shaping the Game: The New Leader's Guide to Effective Negotiating*. Harv Bus Schl Press, 2006.
- Whyte, David: *The Three Marriages: Reimagining Work, Self and Relationship*. Penguin, 2009.

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