

# Dawn's Dynamic Dozen

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## CREDIBILITY

How Leaders Gain And Lose It, Why People Demand It (*James M. Kouzes and Barry Z. Posner*)

Explores how leaders gain, lose, and can sustain credibility with their followers. Offers actionable practices for earning trust and modeling the behavior they expect from others.

## THE 21 IRREFUTABLE LAWS OF LEADERSHIP

Follow Them And People Will Follow You (*John C. Maxwell*)

A classic leadership resource that outlines foundational laws for effective leadership, supported by real-world examples and practical advice.

## MANAGING TRANSITIONS

Making The Most Of Change (*William Bridges*)

Focuses on the human side of change, guiding leaders through how to manage the psychological transitions that accompany organizational shifts.

## LEADING LEADERS

How To Manage Smart, Talented, Rich, And Powerful People (*Jeswald W. Salacuse*)

Offers strategies for managing high-powered individuals, such as executives and specialists, by influencing rather than commanding.

## GETTING TO YES

Negotiating Agreement Without Giving In (*Roger Fisher & William Ury*)

A seminal work on negotiation, emphasizing principled negotiation and how to reach win-win agreements without unnecessary conflict.

## WHAT THE CEO WANTS YOU TO KNOW

Using Business Acumen To Understand How Your Company Really Works (*Ram Charan*)

Breaks down the core concepts of business acumen so leaders can understand what drives company success and make better decisions.

## 5 DYSFUNCTIONS OF A TEAM

(*Patrick Lencioni*)

A leadership fable that uncovers common pitfalls that hinder team performance and outlines a model to build a cohesive, high-performing team.

## GIFTS DIFFERING

Understanding Personality Type (*Isabel Briggs Myers with Peter B. Myers*)

A foundational resource on personality types based on the MBTI, helping leaders understand individual differences and how they impact communication and collaboration.

## THE 7 HABITS OF HIGHLY EFFECTIVE PEOPLE

Powerful Lessons In Personal Change (*Stephen R. Covey*)

A globally respected guide to personal and professional effectiveness, focusing on habits like proactivity, goal setting, and synergy.

## INFLUENCE

The Psychology of Persuasion (*Robert Cialdini*)

An evidence-based exploration of the psychology behind persuasion, explaining six universal principles that influence human behavior.

## ANALYZING PERFORMANCE PROBLEMS

How To Figure Out Why People Aren't Doing What They Should Be, And What To Do About It (*Robert F. Mager & Peter Pipe*)

A practical troubleshooting guide for diagnosing and resolving performance issues in teams and organizations.

## THE ADVANTAGE

Why Organizational Health Trumps Everything Else in Business (*Patrick Lencioni*)

Emphasizes organizational health as the most significant competitive advantage, with a framework for building alignment, clarity, and cohesiveness.

## BONUS (MOVIES)

**Moneyball** (based on a true story about the Oakland A's baseball team; with Brad Pitt; A compelling study in innovation, change leadership, and the courage to challenge the status quo.)

**Hidden Figures** (based on a true story about 3 female African-American mathematicians who worked at NASA during the space race; with Taraji Henson; It's a powerful testament to leadership, resilience, teamwork, and breaking barriers in the face of systemic bias.)

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