**Recommended Reading for Flow Certified Trainers (***recommended reading for Flow Certified Professionals***).**

**Items highlighted in turquoise** are recommended reading for the FCT (Flow Certified Trainer) level.

FCCs (Flow Certified Coaches) should have read most of the books in these lists – highly recommended.

* [Flow](http://bit.ly/FlowGet) by Ted and Andrew Kallman
* [Nehemiah Effect](http://bit.ly/NehemiahEffect) by Ted Kallman and Andrew Kallman
* [Value Forward Selling: How to Sell to Management](http://www.amazon.co.uk/Value-Forward-Selling-Sell-Management/dp/193359831X/ref=sr_1_1?ie=UTF8&s=books&qid=1253688196&sr=8-1) by Paul, R DiModica
* [Turn the Ship Around](http://www.amazon.com/Turn-Ship-Around-Turning-Followers/dp/1591846404/ref=sr_1_1?ie=UTF8&qid=1444298815&sr=8-1&keywords=Turn+the+Ship+Around)! By David Marquet
* [The Principles of Product Development Flow](http://www.amazon.com/Principles-Product-Development-Flow-Generation/dp/1935401009/ref=sr_1_1?ie=UTF8&qid=1444298929&sr=8-1&keywords=The+Principles+of+Product+Development+Flow) by Donald Reinertsen
* [Drive](http://www.amazon.com/Drive-Surprising-Truth-About-Motivates/dp/1594484805/ref=sr_1_1?ie=UTF8&qid=1426531974&sr=8-1&keywords=Drive) by Daniel H Pink
* [Brick by Brick](http://www.amazon.co.uk/Brick-Rewrote-Innovation-Conquered-Industry/dp/1847941176/ref=sr_1_1?ie=UTF8&qid=1444299097&sr=8-1&keywords=brick+by+brick) by David Robertson
* [Joy Inc.](http://www.amazon.co.uk/Joy-Inc-Built-Workplace-People/dp/1591847125/ref=sr_1_1?ie=UTF8&qid=1444299609&sr=8-1&keywords=Joy+Inc.) by Richard Sheridan
* [The One Thing](https://www.amazon.com/ONE-Thing-Surprisingly-Extraordinary-Results/dp/1885167776/ref=sr_1_1?dchild=1&keywords=the+one+thing&qid=1597859483&sr=8-1) by Gary Keller
* [Start with WHY](http://www.amazon.co.uk/dp/0241958229/ref=sr_1_1?ie=UTF8&qid=1444299673&sr=8-1&keywords=Start+with+WHY) by Simon Sinek
* [Flash Foresight](http://www.amazon.co.uk/Flash-Foresight-How-Invisible-Impossible/dp/0061922293/ref=sr_1_1?ie=UTF8&qid=1444300000&sr=8-1&keywords=Flash+Foresight) by Daniel Burrus
* [Anticipatory Organization](https://www.amazon.com/Anticipatory-Organization-Disruption-Opportunity-Advantage/dp/1626344469/ref=sr_1_1?crid=1ZJ1EXE0Q5UWC&dchild=1&keywords=anticipatory+organization&qid=1597859323&sprefix=anticipatory%2Caps%2C249&sr=8-1) by Daniel Burrus

**Additional recommended Reading for Flow Certified Trainers and Flow Certified Professionals:**

* [Good to Great](http://www.amazon.co.uk/Good-Great-Jim-Collins/dp/0712676090/ref=sr_1_1?ie=UTF8&s=books&qid=1253687830&sr=8-1) by Jim Collins
* [How the Mighty Fall](http://www.amazon.co.uk/How-Mighty-Fall-Companies-Never/dp/1847940420/ref=sr_1_1?ie=UTF8&s=books&qid=1265186527&sr=8-1) by Jim Collins
* [Beyond Entrepreneurship](http://www.amazon.co.uk/Beyond-Entrepreneurship-Turning-Business-Enduring/dp/0133815269/ref=sr_1_1?ie=UTF8&qid=1444299215&sr=8-1&keywords=Beyond+Entrepreneurship) by Jim Collins and William Lazier
* [Reinventing Project Management](http://www.amazon.co.uk/Reinventing-Project-Management-Successful-Innovation/dp/1591398002/ref=sr_1_1?ie=UTF8&qid=1444299317&sr=8-1&keywords=Reinventing+Project+Management) by Aaron Shenhar and Dov Dvir
* [Secrets of Closing the Sale](http://www.amazon.co.uk/Secrets-Closing-Sale-Zig-Ziglar/dp/0800759753/ref=sr_1_1?ie=UTF8&s=books&qid=1253688146&sr=8-1) by Zig Ziglar
* [The Business Value of Agile Software Methods](http://www.amazon.co.uk/Business-Value-Agile-Software-Methods/dp/1604270314/ref=sr_1_1?ie=UTF8&qid=1444299735&sr=8-1&keywords=Dr.+David+Rico) by Dr. David Rico
* [Scrum: The Art of Doing Twice the Work in Half the Time](http://www.amazon.co.uk/Scrum-Doing-Twice-Work-Half/dp/1847941109/ref=sr_1_1?ie=UTF8&qid=1444299802&sr=8-1&keywords=scrum+doing+twice+the+work+in+half+the+time) by Dr. Jeff Sutherland
* [The Leader’s Guide to Radical Management](http://www.amazon.co.uk/Leaders-Guide-Radical-Management-Reinventing/dp/0470548681/ref=sr_1_1?ie=UTF8&qid=1444300104&sr=8-1&keywords=The+Leader%E2%80%99s+Guide+to+Radical+Management) by Stephen Denning
* [Daring Greatly](http://www.amazon.co.uk/Daring-Greatly-Courage-Vulnerable-Transforms/dp/0670923540/ref=sr_1_2?s=books&ie=UTF8&qid=1444300555&sr=1-2&keywords=brene+brown) by Brené Brown

[**Books recommending by a Survey**](http://www.cessan.se/2015/03/things-i-wish-i-knew-before-i-became-an-agile-coach-2/) of the participants in the **Agile Sweden** mailing list (conducted by Daisy Pilbrow and Viktor Cessan):

**What book should I read if I become an agile coach?**

* [Coaching Agile Teams](http://www.amazon.com/Coaching-Agile-Teams-ScrumMasters-Addison-Wesley/dp/0321637704/ref=sr_1_1?ie=UTF8&qid=1426531914&sr=8-1&keywords=Coaching+agile+team) by Lyssa Adkins (this book comes out on top with 17% of all the recommendations)
* Self awareness
  + [Seven Habits of Highly Effective People](http://www.amazon.com/Habits-Highly-Effective-People-Powerful/dp/1451639619/ref=sr_1_1?ie=UTF8&qid=1426532061&sr=8-1&keywords=Seven+Habits+of+Highly+Effective+People) by Stephen R Covey
  + [Team Geek](http://www.amazon.com/Team-Geek-Software-Developers-Working/dp/1449302440/ref=sr_1_4?ie=UTF8&qid=1426532117&sr=8-4) by Brian W Fitzpatrick
  + [The Secrets of Consulting](http://www.amazon.com/Secrets-Consulting-Giving-Getting-Successfully/dp/0932633013/ref=sr_1_1?ie=UTF8&qid=1426533230&sr=8-1&keywords=The+secrets+of+consulting) by Jerry Weinberg
  + [What did you say? The art of giving and receiving feedback](http://www.amazon.com/What-Did-Giving-Receiving-Feedback-ebook/dp/B00C6OPJ72/ref=sr_1_1?ie=UTF8&qid=1426533255&sr=8-1&keywords=What+did+you+say%3F) by Jerry Weinberg, Charles N. Seashore, and Edith W. Seashore
  + [Thank You for the Feedback](http://www.amazon.com/Thanks-Feedback-Science-Receiving-Well/dp/0670014664/ref=sr_1_1?ie=UTF8&qid=1426533282&sr=8-1&keywords=Thanks+for+the+feedback) by Douglas Stone & Sheila Heen
  + [Flawless Consulting](http://www.amazon.com/Flawless-Consulting-Guide-Getting-Expertise/dp/0470620749/ref=sr_1_1?ie=UTF8&qid=1426533188&sr=8-1&keywords=Flawless+consulting) by Peter Block
* Leadership
  + [5 Dysfunctions of a Team](http://www.amazon.com/Five-Dysfunctions-Team-Leadership-Fable/dp/0787960756/ref=sr_1_1?ie=UTF8&qid=1426533305&sr=8-1&keywords=5+dysfunctions+of+a+team) by Patrick Lencioni
  + [Management 3.0](http://www.amazon.com/Management-3-0-Leading-Developers-Developing-ebook/dp/B004ISL6JY/ref=sr_1_1?ie=UTF8&qid=1426532205&sr=8-1&keywords=Management+3.0) by Jurgen Appelo
  + [Drive](http://www.amazon.com/Drive-Surprising-Truth-About-Motivates/dp/1594484805/ref=sr_1_1?ie=UTF8&qid=1426531974&sr=8-1&keywords=Drive) by Daniel H Pink
  + [Leading teams](http://www.amazon.com/Leading-Teams-Setting-Stage-Performances/dp/1578513332/ref=sr_1_1?ie=UTF8&qid=1426533332&sr=8-1&keywords=Hackman+leading+teams) by J Richard Hackman
  + [Peopleware](http://www.amazon.com/Peopleware-Productive-Projects-Teams-3rd/dp/0321934113/ref=sr_1_1?ie=UTF8&qid=1426532117&sr=8-1&keywords=Peopleware) by Tom DeMarco
* Process and organization
  + [Six simple rules](http://www.amazon.com/Six-Simple-Rules-Complexity-Complicated/dp/1422190552/ref=sr_1_1?ie=UTF8&qid=1426533356&sr=8-1&keywords=six+simple+rules) by Yves Morieux
  + [The Phoenix Project](http://www.amazon.com/Phoenix-Project-DevOps-Helping-Business/dp/0988262509/ref=sr_1_1?ie=UTF8&qid=1426533434&sr=8-1&keywords=The+phoenix+project) by Gene Kim
  + [The agile samurai](http://www.amazon.com/Agile-Samurai-Software-Pragmatic-Programmers/dp/1934356581/ref=sr_1_1?ie=UTF8&qid=1426533516&sr=8-1&keywords=The+agile+samurai) by Jonathan Rasmusson
* Other
  + [Moby Dick](http://www.amazon.com/Moby-Dick-Herman-Melville/dp/1503280780/ref=sr_1_1?ie=UTF8&qid=1426532240&sr=8-1&keywords=Moby+Dick) by Herman Melville
  + [The Art of War](http://www.amazon.com/Art-War-Sun-Tzu/dp/1599869772/ref=sr_1_1?ie=UTF8&qid=1426532391&sr=8-1&keywords=the+art+of+war) by Sun Tzu
    - ***Andrew:*** *personally, I view Sun Tzu as a failure since he was not able to duplicate himself (i.e. surrounded himself with “weak” lieutenants that were not able to sustain the empire Sun Tzu built – so, all that Sun Tzu built was destroyed by the next generation of leadership that did not have his skills/competence).*

**Business Leadership Books – Archive from the older version of the PMO Brother’s Website, ca. 2008**

* [What They Don't Teach You At Harvard Business School](http://www.amazon.co.uk/What-Teach-Harvard-Business-School/dp/1861975643/ref=sr_1_1?ie=UTF8&s=books&qid=1253689230&sr=1-1) by Mark McCormack
* [Winning: The Ultimate Business How-To Book](http://www.amazon.co.uk/Winning-Ultimate-Business-How-Book/dp/0007197675/ref=sr_1_1?ie=UTF8&s=books&qid=1253686058&sr=8-1) by Jack Welch and Suzy Welch
* [Leading with Cultural Intelligence: The New Secret to Success](http://www.amazon.co.uk/Leading-Cultural-Intelligence-Secret-Success/dp/0814414877/ref=sr_1_1?ie=UTF8&s=books&qid=1253687868&sr=8-1) by David Livermore
* [Software in 30 Days](http://www.amazon.com/Software-30-Days-Customers-Competitors/dp/1118206665/ref=sr_1_1?s=books&ie=UTF8&qid=1355350120&sr=1-1&keywords=software+in+30+days) by Ken Schwaber and Jeff Sutherland
* [The Goal](http://www.amazon.co.uk/Goal-Eliyahu-M-Goldratt/dp/0884270610/ref=sr_1_3?ie=UTF8&s=books&qid=1253821254&sr=8-3) by Eliyahu M. Goldratt and Jeff Cox
* [The Tipping Point: How Little Things Can Make a Big Difference](http://www.amazon.co.uk/Tipping-Point-Little-Things-Difference/dp/0349113467/ref=sr_1_1?ie=UTF8&s=books&qid=1253687962&sr=8-1) by Malcolm Gladwell
* [Outliers: The Story of Success](http://www.amazon.co.uk/Outliers-Story-Success-Malcolm-Gladwell/dp/0141036257/ref=sr_1_4?ie=UTF8&s=books&qid=1253687962&sr=8-4) by Malcolm Gladwell
* [22 Immutable Laws of Marketing: Violate Them at Your Own Risk](http://www.amazon.co.uk/22-Immutable-Laws-Marketing-Violate/dp/0887306667/ref=sr_1_1?ie=UTF8&s=books&qid=1253688014&sr=8-1) by Al Ries and Jack Trout
* [The Origin of Brands: Discover the Natural Laws of Product Innovation and Business Survival](http://www.amazon.co.uk/Origin-Brands-Discover-Innovation-Business/dp/0060570156/ref=sr_1_1?ie=UTF8&s=books&qid=1253688039&sr=8-1) by Al Ries and Laura Ries
* [Purple Cow: Transform Your Business by Being Remarkable](http://www.amazon.co.uk/Purple-Cow-Transform-Business-Remarkable/dp/014101640X/ref=sr_1_1?ie=UTF8&s=books&qid=1253688064&sr=8-1) by Seth Godin
  + [*Fast Company on Purple Cow*](http://www.fastcompany.com/magazine/67/purplecow.html), [Bonus Chapters](http://www.sethgodin.com/purple/chapter.html), [Flipping the Funnel](http://sethgodin.typepad.com/seths_blog/files/flippingfunnelPRO.pdf)
* [Secrets of Closing the Sale](http://www.amazon.co.uk/Secrets-Closing-Sale-Zig-Ziglar/dp/0800759753/ref=sr_1_1?ie=UTF8&s=books&qid=1253688146&sr=8-1) by Zig Ziglar
* [How I Raised Myself from Failure to Success in Selling](http://www.amazon.co.uk/Raised-Myself-Failure-Success-Selling/dp/067179437X/ref=sr_1_1?ie=UTF8&qid=1253688168&sr=8-1-fkmr0) (19 April 2004) by Frank Bettger
* [Freakonomics: A Rogue Economist Explores the Hidden Side of Everything](http://www.amazon.co.uk/Freakonomics-Economist-Explores-Hidden-Everything/dp/0141019018/ref=sr_1_1?ie=UTF8&s=books&qid=1253688215&sr=8-1) by Steven D. Levitt and Stephen J. Dubner
* [The Undercover Economist](http://www.amazon.co.uk/Undercover-Economist-Tim-Harford/dp/0349119856/ref=sr_1_2?ie=UTF8&s=books&qid=1253688240&sr=8-2) by Tim Harford