

## RECOMMENDED READING

Executives often ask me to recommend books on management. This list is by no means exhaustive, but it will give you insights into key areas of a very big subject. Titles are listed in no particular order.

1. *What Really Works*, William Joyce, Nitin Nohria, and Bruce Robertson, New York: Harper Business, 2003
2. *Why Smart Executives Fail*, Sydney Finkelstein, New York: Portfolio, 2003
3. *Revival of the Fittest*, Donald N. Sull, Boston: Harvard Business School Press, 2003
4. *Good To Great*, Jim Collins, New York, HarperBusiness, 2003
5. *Jack*, New York: Warner Books, 2001
6. *Execution*, Larry Bossidy and Ram Charan, New York: Crown Business, 2002
7. *Who Says Elephants Can't Dance?*, Louis V. Gerstner, New York, HarperBusiness, 2002
8. *Strategy Safari*, Henry Mintzberg, Bruce Ahlstrand, and Joseph Lampel, New York: The Free Press, 1998
9. *When Lean Enterprises Collide*, Robin Cooper, Boston: Harvard Business School Press, 1995
10. *Co-opetition*, Barry J. Nalebuff and Adam M. Brandenburger, New York: HarperCollins Business, 1996
11. *On Competition*, Michael E. Porter, Boston: Harvard Business School Press, 1998
12. *Competing for the Future*, Gary Hamel and C.K. Prahalad, Boston: Harvard Business School Press, 1994
13. *The Essential Drucker*, Peter F. Drucker, New York: HarperBusiness, 2001
14. *The Individualized Corporation*, Sumantra Ghoshal and Christopher A. Bartlett, HarperBusiness, 2001
15. *Competing On The Edge*, Shona L. Brown and Kathleen M. Eisenhardt, Boston: Harvard Business School Press, 1998
16. *Hidden Value*, Charles A. O'Reilly III and Jeffrey Pfeffer, Boston: Harvard Business School Press, 2000
17. *Surfing The Edge of Chaos*, Richard T. Pascale, Mark Milleman, and Linda Gioja, New York: Crown Business, 2000
18. *What Management Is*, Joan Magretta with Nan Stone, New York: The Free Press, 2002
19. *Reinventing Strategy*, Willie Pietersen, New York: John Wiley & Sons, 2002
20. *The Innovator's Dilemma*, Clayton M. Christensen, Boston: Harvard Business School Press, 1997
21. *Beyond The Hype*, Robert G. Eccles and Nitin Nohria, Boston: Harvard Business School Press, 1992

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