

2010 Survey on Must Read Books for Nonprofit Leaders

Recommendations on this list came from a two month survey that asked, What books are must reads for leaders of nonprofit organizations? The question was posted to members of BoardSource and Nonprofit Professionals LinkedIn discussion groups. Responses came from 108 different participants. The group submitted 218 recommendations for a total of 147 different books.

<u>Book</u>	<u>Author</u>	<u>Recommendations</u>
Good to Great / Social Sector (combination of Good To Great and Good To Great Social Sector monograph)	Jim Collins	17
Governance as Leadership	Chait/Ryan/Taylor	8
Forces for Good	Crutchfield & Grant	7
Boards That Make a Difference	John Carver	6
The Pollyanna Principles	Hildy Gottlieb	4
First Break All the Rules	Buckingham & Coffman	3
Managing the Nonprofit Sector	Peter Drucker	3
Made to Stick	Chip & Dan Heath	3
The Networked Nonprofit	Kanter & Fine	3
Nonprofit Marketing Guide	Kivi LeRoux Miller	3
Five Dysfunctions of a Team	Patrick Lencioni	3
The Answer to How is Yes	Peter Block	2
Community: The Structure of Belonging	Peter Block	2
Reframing Organizations	L. Bolman & T. Deal	2
Execution	Larry Bossidy	2
The Truth About What Nonprofit Boards Want	June Bradham	2
Strategic Planning for Nonprofit & Public Organizations	John Bryson	2
Now, Discover Your Strengths	Buckingham & Clifton	2
The Five Most Important Questions	Peter Drucker	2
Seven Habits of Highly Effective People	Steven Covey	2
Begging for Change	Robert Eggers	2
Tipping Point	Malcolm Gladwell	2
Switch: How to Change Things When Change is Hard	Chip & Dan Heath	2
Leadership on the Line	R.Heifetz & M.Linksy	2
Non-Profit Merger Handbook 1 & 2	LaPiana Associates	2
The Nonprofit Strategy Revolution	David LaPiana	2
The Opposable Mind	Roger Martin	2
Uncharitable	Dan Pallotta	2
Asking: 59 Minute Guide to Everything	Jerold Panas	2
Fundamental Habits of Supremely Successful Boards	Jerold Panas	2
The Seven Faces of Philanthropy	Russ Alan Prince	2
Securing Your Organization's Future	Michael Seltzer	2
The Millionaire Next Door	Stanley & Danko	2
It's Your Ship	Michael Abrashoff	1

Just About Managing	Sandy Adirondack	1
Keep Your Donors	Ahern & Joyaux	1
Nonprofit Governance and Management	American Society of Corporate Secretaries	1
Successful Managers Handbook	Ali, Boulden, Brake, Heller	1
Illusions	Richard Bach	1
The Circle Way, A Leader in Every Chair	Baldwin, Linnea, Wheatley	1
Publicity for Nonprofits	Sandra Beckwith	1
Financial Leadership for Nonprofit Executives	Bell & Schaffer	1
Becoming a Leader	Warren Bennis	1
Leaders-Strategies for Taking Charge	Bennis & Nanus	1
The Servant Leader	Ken Blanchard	1
Stewardship	Peter Block	1
Nonprofit Governance	BoardSource	1
Confronting Reality	Larry Bossidy	1
Money Well Spent	Brest & Harvey	1
Managing Transitions	William Bridges	1
Mission Based Stewardship	Peter Brinckerhoff	1
The Art of Giving	Bronfman & Solomon	1
Who Cares?	Arthur Brooks	1
The One Thing You Need to Know	Marcus Buckingham	1
Achievers Are Dreamers	Kim Bum	1
Relationship Fundraising	Ken Burnett	1
Clear Leadership: Sustaining Real Collaboration and Partnership at Work	Gervase Bushe	1
The CEO and the Monk	Robert Catell	1
Boards That Deliver	Ram Charan	1
Primal Leadership	Coleman, Boyatzis, McKee	1
Level Five Leadership	Jim Collins	1
Built to Last	Collins & Porras	1
The Best of Board Café	CompassPoint	1
The 8 th Habit	Steven Covey	1
Nonprofit Career Guide	Shelly Cryer	1
Called to Serve	Max Depree	1
Leadership is an Art	Max Depree	1
Leaders Who Make a Difference	Nanus Dobbs	1
The Board Savvy CEO	Douglas Eadie	1
Small Change	Michael Edwards	1
Never Eat Alone	Keith Ferrazzi	1
The Book of the Board	David Fischel	1
ReWork	Fried & Hansson	1
Trying is Not Good Enough	Mark Friedman	1
What's Worth Fighting For Out There?	Michael Fullan	1
The Greater Good	Claire Gaudiani	1
The Checklist Manifesto	Atul Gawande	1
Destination Leadership	Bill Geist	1
Leadership	Rudolph Giuliani	1
Blink	Malcolm Gladwell	1

Linchpin	Seth Godin	1
Tribes	Seth Godin	1
What Got You Here Won't Get You There	Marshall Goldsmith	1
The Ultimate Board Member Book	Kay Sprinkel Grace	1
High Impact Philanthropy	Kay Sprinkel Grace	1
Fundraising: Evaluating and Managing the Fund Development Process	James Greenfield	1
Same Kind of Different as Me	Hall/Moore/Vincent	1
People to People Fundraising	Hart, Greenfield, and Haji	1
Nonprofit Internet Strategies	Hart, Greenfield, and Johnson	1
Leadership With Easy Answers	Ronald Heifetz	1
The Leader of the Future	Hesselbein & Goldsmith	1
Branding for Nonprofits	DK Holland	1
The 21 Ways to Raise Less Money	Mary Hutchinson	1
Leaders Make the Future	Bob Johansen	1
The Art of the Turnaround	Michael Kaiser	1
The Art of the Start	Guy Kawasaki	1
How We Talk Can Change The Way We Work	Kegan & Lahey	1
How to Raise \$1 Million or More	Andrea Kihlstedt	1
Fund Raising for Social Change	Kim Klein	1
A Sense of Urgency	John Kotter	1
Leading Change	John Kotter	1
The Leadership Challenge	Kouzes & Posner	1
Death by Meeting	Patrick Lencioni	1
Yours for the Asking	Reynold Levy	1
Zilch	Nancy Lublin	1
The Mouse Driver Chronicles	Lusk & Harrison	1
The Book on Leadership	John MacArthur	1
Dilemmas, Practical Case Studies for Company Directors	Julie Garland McLellan	1
The New Breed: 21 st Century Volunteer	Jonathan McKee	1
The 11 Questions Every Donor Asks	Harvey McKinnon	1
Careless Society	John McKnight	1
Greatest Salesman in the World	Og Mandino	1
101 Boardroom Problems & How to Solve Them	Eli Mina	1
Managing	Henry Mintzberg	1
Building Strong Nonprofits	Olberding & Williams	1
The Courage to Teach	Parker Palmer	1
Crucial Conversations	Kerry Patterson	1
Complete Idiot's Guide to Team Building	Arthur Pell	1
Wired for Good	Joni Podolsky	1
Bowling Alone	Robert Putnam	1
The Age of the Unthinkable	Joshua Cooper Ramo	1
Big Gifts for Small Groups	Andy Robinson	1
Managing Technology to Meet Your Mission	Ross, Vercias, Levine	1
Achieving Excellence in Fundraising	Hank Russo	1

The Charismatic Organization:		
8 Ways to Grow a Nonprofit	Sagawa, Jospin, Tisch	1
The Nonprofit Secret	Jonathan Schick	1
Strategic Planning for Nonprofits	Rob Sheehan	1
Here Comes Everybody	Clay Shirky	1
Seven Pillars of Servant Leadership	Sipe & Frick	1
The Great Game of Business	Stack & Burlingham	1
Pocket Guide for Marketing Representatives	Gary J. Stern	1
Fearless Fundraising for Boards	Dave Sternberg	1
Engaged Leadership	Clint Swindall	1
Jump!	Robert Tipton	1
The Discipline of Market Leaders	Treacy & Wiersema	1
The Soul of Money	Lynne Twist	1
Funding Your Vision	Gerald Twombly	1
High Altitude Leadership	Warner & Schmincke	1
Capital Campaigns from the Ground Up	Stanley Weinstein	1
Complete Guide to Fundraising		
Management	Stanley Weinstein	1
Presenting to Win	Jerry Weissman	1
Getting to Maybe	Westley, Zimmerman, Patton	1
The Art of Trusteeship	Widmer & Houchin	1
Coaching Skills for Nonprofit		
Managers & Leaders	Wilson & Gislason	1
Managing a Nonprofit Organization		
in the 21 st Century	Thomas Wolf	1
Financing Nonprofits	Dennis R. Young	1
Three Laws of Performance	Zaffron & Logan	1

“Anything by:”

Peter Drucker 2
Kay Sprinkel Grace 2
Hildy Gottlieb (including articles)
Chip and Dan Heath
Kim Klein
John C. Maxwell
Jerold Panas
Shirley Sagawa
Mal Warwick (including articles)