

T+D READERS

IN ADDITION TO THE BOOKS WE COVERED, THESE NEW RELEASES WERE POPULAR AMONG READERS IN 2006.



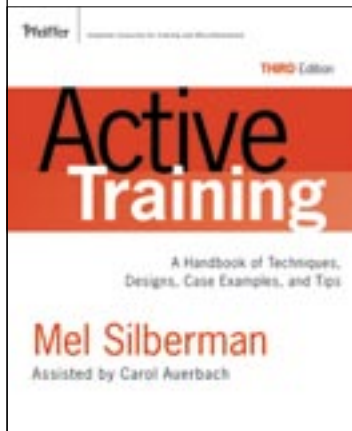
3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals

By David A. Lax and James K. Sebenius
(Harvard Business School Press, September 2006, \$29.95)

Two basic facets of negotiation are tactics and deal design. This book, an HBS Press bestseller on Amazon.com, considers the third dimension of actions taken before even getting to the negotiation table.

Smart set-up moves to ensure the best outcome are the focus of this book written by two business negotiation experts.

–Aparna Nancherla



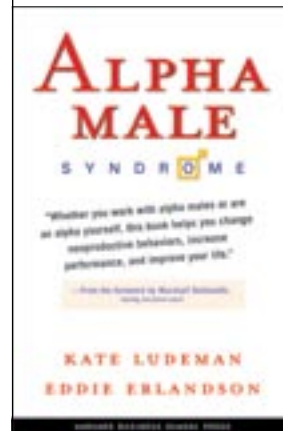
Active Training: A Handbook of Techniques, Designs, Case Examples, and Tips

By Mel Silberman
(Pfeiffer, April 2006, \$45)

The third edition of this Pfeiffer bestseller provides a thorough introduction to the core principles of active training design and delivery.

This book—which includes information on how to assess training needs and participants, how to create practical opening exercises, and how to prepare effective lectures—has been revised to reflect the latest trends in workplace training.

–Paula Ketter



Alpha Male Syndrome: Curb the Belligerence, Channel the Brilliance

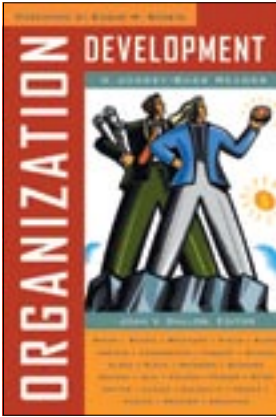
By Kate Ludeman and Eddie Erlandson
(Harvard Business School Press, October 2006, \$26.95)

Written by two self-confessed alphas, the book profiles the familiar type A personalities who can be both inspiring and frustrating.

While there are women in the workplace who demonstrate some of the alpha characteristics, the authors focused on men because there are more of them in top positions and more workplace problems are caused by “boys behaving badly.”

–Michael Laff

ARE ALSO RE



Organization Development: A Jossey-Bass Reader

By **Joan V. Gallos (editor)**

(Jossey-Bass, August 2006, \$35 paperback)

Although it was released this summer, *Organization Development* has already found its way onto Wiley's bestsellers list.

This collection of essays by the industry's top thought leaders explores the foundation, scope, focus, purpose, and methods involved in organizational development and change. Writers include Chris Argyris, Peter Drucker, Marshall Goldsmith, Jay Galbraith, Rosabeth Moss Kanter, and Peter Senge.

—Josephine Rossi



The Art of Great Training Delivery: Strategies, Tools, and Tactics

By **Jean Barbazette**

(Pfeiffer, May 2006, \$40 paperback)

A volume in *The Skilled Trainer* series, this guide explores how trainers can create a learning experience that will improve retention.

Through the use of examples and advice, training methods covered include using case studies, conducting inventories, playing games, facilitating role playing and simulations, administering tests, and conducting safe demonstrations.

—Aparna Nancherla



The Disposable American: Layoffs and Their Consequences

By **Louis Uchitelle**

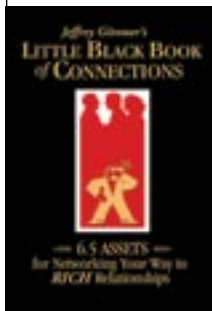
(Knopf, March 2006, \$25.95)

Since the 1970s, American employers and politicians have facilitated layoffs, tolerated them, or both. And according to veteran *New York Times* economics writer, Louis Uchitelle, the result is a “festering national crisis” that undermines worker productivity and loyalty. He argues that the prolific use of layoffs has eroded America's sense of job security and eventually will ruin its economy.

—Josephine Rossi

READING...

BOOKS //



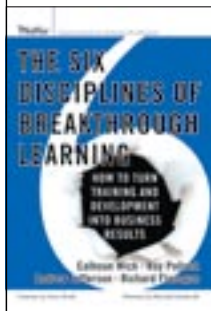
The Little Black Book of Connections: 6.5 Assets for Networking Your Way to Rich Relationships

By Jeffrey Gitomer
(Bard Press, September 2006, \$19.95)

Ranked sixth on the *New York Times* business bestsellers list for September, this book teaches how to network your way to wealth and success.

Gitomer, a chief executive salesman and sales trainer, breaks down how to make powerful connections into three components: friendliness, the ability to engage, and a willingness to give value first.

—Aparna Nancherla



The Six Disciplines of Breakthrough Learning: How to Turn Training and Development Into Business Results

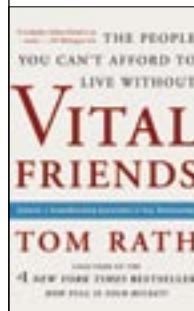
By Calhoun Wick, Roy Pollock, Andrew Jefferson, and Richard Flanagan

(Pfeiffer, April 2006, \$40)

When designing a training curriculum, organizations must not confuse goals with delivery and participants must decide if a course will be appropriate for business needs.

The six disciplines outlined in the book—such as tying training to business results and documenting the value of training—will be recognizable to readers. Examples of model training programs are included from prominent companies such as Sony and Honeywell.

—Michael Laff



Vital Friends: The People You Can't Afford to Live Without

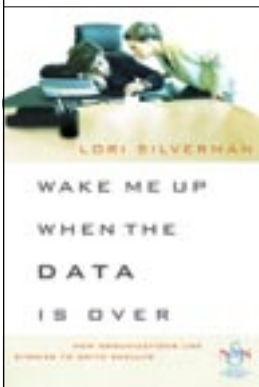
By Tom Rath
(Gallup Press, August 2006, \$22.95)

Did you know that people who have a best friend at work are much more likely to be engaged in their jobs, to get more done in less time, and to innovate and share ideas? Tom Rath, a Gallup Organization researcher, uncovered proof that friendships at work are good for business.

Rath categorizes friends into these roles: builders, collaborators, connectors, mind openers, champions, companions, energizers, and navigators. He provides cues on how to recognize and be each type of friend.

Most readers will welcome his shrewd take on friendships: Friendship is vital in life and work, but friendship roles don't always have to be reciprocated.

—Pat Galagan



Wake Me Up When the Data Is Over: How Organizations Use Stories to Drive Results

By **Lori L. Silverman**

(Jossey-Bass, October 2006, \$29.95)

Drawing on interviews from 171 public and private sector leaders, this hands-on book—ranked in the Top 10 for leadership and management books on Amazon.com—shows the practical application of storytelling to a variety of business disciplines, such as marketing and market research, finance, customer service, and project management.

This book provides a myriad of tools and techniques that organizations can model and adapt to their settings.

—**Paula Ketter**

TOP TEN ASTD BESTSELLERS

1. Telling Ain't Training

By Harold D. Stolovitch and Erica J. Keeps
(ASTD Press, 2002, ASTD Member \$32.95;
Nonmember \$38.95)

2. How to Conduct Productive Meetings

By Donald L. Kirkpatrick
(ASTD Press, 2006, ASTD Member \$21.95;
Nonmember \$24.95)

3. 2006 ASTD Training and Performance Sourcebook

By Mel Silberman (editor)
(ASTD Press, 2006, ASTD Member \$59.95;
Nonmember \$69.95)

4. Coaching Basics

By Lisa Haneberg
(ASTD Press, 2006, ASTD Member \$24.95;
Nonmember \$29.95)

5. Corporate Learning Strategies

By Nathan Greeno
(ASTD Press, 2006, ASTD Member \$29.95;
Nonmember \$36.96)

6. 2006 ASTD Organization Development and Leadership Sourcebook

By Mel Silberman (editor)
(ASTD Press, 2006, ASTD Member \$59.95;
Nonmember \$69.95)

7. ASTD Competency Study

By Paul R. Bernthal, Karen Colteryahn,
Patty Davis, Jennifer Naughton, William J.
Rothwell, and Rich Wellins
(ASTD Press, 2004, ASTD Member \$49.95;
Nonmember \$69.95)

8. Return on Investment (ROI) Basics

By Patricia Pulliam Phillips
and Jack J. Phillips
(ASTD Press, 2005, ASTD Member \$24.95;
Nonmember \$29.95)

9. Training Ain't Performance

By Harold D. Stolovitch and Erica J. Keeps
(ASTD Press, 2004, ASTD Member \$32.95;
Nonmember \$38.95)

10. Beyond Telling Ain't Training Fieldbook

By Harold D. Stolovitch and Erica J. Keeps
(ASTD Press, 2005, ASTD Member \$32.95;
Nonmember \$38.95)

To purchase ASTD books or write an online review, go to www.store.astd.org. The ASTD bestsellers list is based on sales generated through 10/24/06.



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