



**CMI Management Book of the Year 2012-13  
Short List  
with British Library Shelfmarks**

There are five shortlisted books in each of the five categories. All books can be used by British Library Reader Pass holders in British Library Reading Rooms. Those with shelfmarks starting SPIS are on open shelves in the Social Sciences Reading Room at St Pancras, London.

**Practical Manager**

Crucial conversations: tools for talking when stakes are high by Kerry Patterson, Joseph Grenny, Ron McMillan and Al Switzler. New York, NY: McGraw-Hill. Published 01/10/2011.

ISBN 9780071771320

**British Library Shelfmark:** YK.2012.a.16139

Guide to decision making: getting it more right than wrong by Helga Drummond  
London: Profile Books in association with The Economist. Published 26/07/2012.

ISBN 9781846683756

**British Library Shelfmark:** YK.2012.a.23271

Key business solutions: essential problem-solving tools and techniques that every manager needs to know by Antonio E Weiss. Harlow: Pearson (Financial Times Prentice Hall) Published 01/09/2011. ISBN 9780273750291

**British Library Shelfmark:** YK.2011.a.30193

The management book: how to manage your team to deliver outstanding results by Richard Newton. Harlow: Pearson (Financial Times Prentice Hall) Published 01/10/2011.

ISBN 9780273750338

**British Library Shelfmark:** YK.2011.a.31343

Uncommon sense, common nonsense: why some organisations consistently outperform others by Jules Goddard and Tony Eccles. London: Profile Books. Published 03/05/2012.

ISBN 9781846686016

**British Library Shelfmark:** YK.2012.a.17896

**Management and Leadership textbook**

International corporate governance by Marc Goergen. Harlow: Pearson Education. Published 10/01/2012. ISBN 9780273751250

**British Library Shelfmark:** SPIS658.4 (in the Social Science Reading Room in St Pancras, London)

Managing equality and diversity: theory and practice by Savita Kumra and Simonetta Manfredi  
Oxford: Oxford University Press. Published 05/01/2012. ISBN 9780199591404  
**British Library Shelfmark:** SPIS658.3008 (Social Science Reading Room)

Organisation design: re-defining complex systems by Nicolay Worren. Harlow: Pearson  
Education. Published: 05/04/2012. ISBN 9780273738831  
**British Library Shelfmark:** YK.2012.a.16146

The psychology of people in organisations by Melanie Ashleigh and Angela Mansi. Harlow:  
Pearson Education. Published: 17/05/2012. ISBN 9780273755760  
**British Library Shelfmark:** YK.2012.b.8254

Theory and practice of leadership (2<sup>nd</sup> ed) by Roger Gill. London: Sage. Published: 15/12/2011.  
ISBN 9781849200240  
**British Library Shelfmark:** SPIS658.4092 (Social Science Reading Room)

### **Innovation and Entrepreneurship**

Adaptability: the art of winning in an age of uncertainty by Max McKeown. London: Kogan Page.  
Published 03/04/2012. ISBN 9780749465247  
**British Library Shelfmark:** YK.2012.a.11954

Engaged: unleashing your organization's potential through employee engagement by Linda  
Holbeche and Geoffrey Matthews. Chichester: Wiley (Jossey Bass). Published: 24/04/2012.  
ISBN 9781119953531  
**British Library Shelfmark:** YK.2012.a.16453

The Financial Times guide to business development: how to win profitable customers and  
clients by Ian Cooper. Harlow: Pearson (Financial Times Prentice Hall). Published 01/05/2012.  
ISBN 9780273759539  
**British Library Shelfmark:** YK.2012.a.16425

Growth champions: the battle for sustained innovation leadership by the growth agenda  
(edited by Tim Jones, Dave McCormick and Caroline Dewing). Chichester: Wiley (Jossey Bass).  
Published: 09/03/2012. ISBN 9781119954132  
**British Library Shelfmark:** YK.2012.a.10254

Winning at innovation: the A-F model by Fernando Trías de Bes and Philip Kotler. Basingstoke:  
Palgrave Macmillan. Published: 21/10/2011. ISBN 9780230343436  
**British Library Shelfmark:** YC.2012.a.11343

### **New Manager**

The essentials of management: everything you need to succeed as a new manager (3<sup>rd</sup> ed) by  
Andrew Leigh. Harlow: Pearson Education. Published 01/05/2012. ISBN 9780273756415  
**British Library Shelfmark:** YK.2012.a.10360

The first time manager (6<sup>th</sup> ed) by Loren B Belker, Jim McCormick and Gary S. Topchik. New York, NY: Amacom. Published 01/01/2012. ISBN 9780814417836

**British Library Shelfmark:** YK.2012.a.16597

The leadership skills handbook: 50 essential skills you need to be a leader (2<sup>nd</sup> ed) by Jo Owen. London: Kogan Page. Published: 03/06/2012. ISBN 9780749464752

**British Library Shelfmark:** YK.2012.a.18845

Solutions: business problem solving edited by Eric Bolland and Frank Fletcher. Farnham: Ashgate (Gower). Published 30/06/2012. ISBN 9781409426875

**British Library Shelfmark:** YK.2012.b.7197

The psychological manager: improve your performance conversations by Peter Storr. Maidenhead: Peter Storr via lulu.com. Published 17/07/2012. ISBN 9781471059995

**British Library Shelfmark:** YK.2012.a.28224

### **Commuter's Read**

Dangerous guide to leading innovation by Impact Innovation - Simon Gardner, Nick Fawcett, Sharon Fenemore and Phil Davis. London: Bloomsbury (A & C Black Business). Published 07/11/2011. ISBN 9781408125038

**British Library Shelfmark:** YK.2012.a.15831

Influence: science and practice (graphic version) by Robert B. Cialdini. London: Profile Books. Published 12/07/2012. ISBN 9781846686146

**British Library Shelfmark:** YK.2012.a.22581

The language of leaders: how top CEOs communicate to inspire, influence and achieve results by Kevin Murray. London: Kogan Page. Published 03/11/2011. ISBN 9780749463960

**British Library Shelfmark:** YK.2011.a.35075

Savvy: dealing with people, power and politics at work by Jane Clarke. London: Kogan Page. Published 03/05/2012. ISBN 9780749465261

**British Library Shelfmark:** YK.2012.a.13942

The strategy book: how to think and act strategically to deliver outstanding results by Max McKeown. Harlow: Pearson Education (Financial Times Publishing). Published 03/11/2011. ISBN 9780273757092

**British Library Shelfmark:** YK.2012.a.284

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