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# By Jim Collins Morten T Hansen Great By Choice Uncertainty Chaos And Luck Why Some Thrive Despite Them All

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 The Wisest One in the Room  
 Good to Great to Gone  
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 Learn from the Stories of 25 Entrepreneurs Who've Built Thriving Businesses  
 Participant Workbook  
 How to Create Relevant and Memorable Experiences at Every Touchpoint  
 Collaboration  
 Good To Great And The Social Sectors  
 Turning Goals into Results (Harvard Business Review Classics)

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## **BRODY JAKOB**

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*Dare to Lead* Steck-Vaughn Company  
 ASAE's signature guide for successful associations, revised and updated This update of ASAE's all-time bestseller retains the original book's focus on the disciplines that define remarkable associations and provides some insights on how those remarkable organizations fared in light of the economic challenges in the intervening years since the original publication was published. Based on 15 years of data and original, objective research tailored to the association community's needs, *7 Measures of Success* provides empirical data and seven success factors common among visionary nonprofits. Turn your

organization from ordinary to extraordinary and discover how to:  
 Inspire a customer service-oriented culture Align products and services with your mission Process feedback from members and use the data to deliver results Take actions that position your organization to adapt quickly Without question, this is a must-read book for all levels of association professionals.

*The Wisest One in the Room* Harper Collins  
 Church growth models have often been long on promises and short on disciple-making. We continue to watch consistent church attendance shrink, and our desire to reach the lost is infected with a need for self-validation by growing our numbers at any cost. If we believe that God wants his church to grow, where do we go from here? What is the future of the church? Drawing from his 20 years and 15,000 hours of consulting, author Will Mancini shares with pastors and ministry leaders the single most important insight he has learned about church growth. With

plenty of salient stories and based solidly on the disciple-making methods found in Scripture, *Future Church* exposes the church's greatest challenge today, and offers 7 transforming laws of real church growth so that we can faithfully and joyfully fulfill Jesus's Great Commission.

[Good to Great to Gone](#) Penguin

The Wall Street Journal bestseller—a Financial Times Business Book of the Month and named by The Washington Post as “One of the 11 Leadership Books to Read in 2018”—is “a refreshingly data-based, clearheaded guide” (Publishers Weekly) to individual performance, based on a groundbreaking study. Why do some people perform better at work than others? This deceptively simple question continues to confound professionals in all sectors of the workforce. Now, after a unique, five-year study of more than 5,000 managers and employees, Morten Hansen reveals the answers in his “Seven Work Smarter Practices” that can be applied by anyone looking to maximize their time and performance. Each of Hansen’s seven practices is highlighted by inspiring stories from individuals in his comprehensive study. You’ll meet a high school principal who engineered a dramatic turnaround of his failing high school; a rural Indian farmer determined to establish a better way of life for women in his village; and a sushi chef, whose simple preparation has led to his unassuming restaurant being awarded the maximum of three Michelin stars. Hansen also explains how the way Alfred Hitchcock filmed *Psycho* and the 1911 race to become the first explorer to reach the South Pole both illustrate the use of his seven practices. Each chapter “is intended to inspire people to be better workers...and improve their own work performance” (Booklist) with questions and key insights to allow you to assess your own performance and figure out your work strengths, as well as your weaknesses. Once you understand your individual style, there are mini-quizzes, questionnaires, and clear tips to assist you focus on a strategy to become a more productive worker. Extensive, accessible, and friendly, *Great at Work* will help us “reengineer our work lives, reduce burnout, and improve performance and job satisfaction” (Psychology Today).

[What Remarkable Associations Do That Others Don't](#) Random House

NEARLY THIRTY YEARS AGO, Stanford University faculty members Jim Collins and Bill Lazier showed you how to turn an entrepreneurial business into an enduring great company. *Beyond Entrepreneurship* became a leadership staple, particularly among small and early-stage companies. And while Collins would go on to write a series of famous bestsellers that have sold more than ten million copies worldwide, this lesser-known early work remains the favourite of many of his loyal readers. Now, with *Beyond Entrepreneurship 2.0*, Collins re-shares the timeless insights in *Beyond Entrepreneurship* alongside new perspectives gleaned after decades of additional research into what makes great companies tick. In *Beyond Entrepreneurship 2.0*, you'll learn how to turn your company into the 2.0 version of itself. You'll be challenged to grow your own leadership as your company grows, from 1x to 2x to 5x to 10x. You'll learn Collins's newest reflections on people decisions, insights that extend beyond his seminal “first who” principle about getting the right people on the bus. You'll learn why luck favours the persistent, and what it means to look for “who luck.” You'll learn about the origins of the “BHAG” (Big Hairy Audacious Goal), and why even a small business needs a galvanising BHAG to have a complete and inspiring vision. You'll also unlock what Collins calls “The Map.” The Map is a road map that pulls together the key concepts developed from thirty years of research and writing into one integrated framework for building a company that delivers superior results, makes a

distinctive impact, and achieves lasting endurance. Finally, you'll learn the lessons that Jim Collins himself learned from the most influential mentor in his life, Bill Lazier. *Beyond Entrepreneurship 2.0* is the ambitious upgrade to a classic. In *Beyond Entrepreneurship 2.0*, you'll discover that the goal to turn your business into an enduring great company is as relevant - and as within your reach - as ever.

[Hundred Percenters: Challenge Your Employees to Give It Their All, and They'll Give You Even More](#) Penguin

Ten years after the worldwide bestseller *Good to Great*, Jim Collins returns with another groundbreaking work, this time to ask: why do some companies thrive in uncertainty, even chaos, and others do not? Based on nine years of research, buttressed by rigorous analysis and infused with engaging stories, Collins and his colleague Morten Hansen enumerate the principles for building a truly great enterprise in unpredictable, tumultuous and fast-moving times. This book is classic Collins: contrarian, data-driven and uplifting.

**Beyond Entrepreneurship** Baker Books

The Wall Street Journal Essential Guide to Management offers “Lasting Lessons from the Best Leadership Minds of Our Time.” Compiled by Alan Murray, Deputy Managing Editor of the Wall Street Journal, this is the definitive guide to how to be a successful manager from the world’s most respected business publication—an indispensable handbook for new managers and veterans alike, providing solid business strategies to help them put their best ideas to work.

**4 Simple Strategies for Mastering the Art of Execution**

McGraw Hill Professional

Can a good company become a great one and, if so, how? After a five-year research project, Collins concludes that good to great can and does happen. In this book, he uncovers the underlying variables that enable any type of organization to

[How We Made It in Africa](#) John Wiley & Sons

THE NEW QUESTION Ten years after the worldwide bestseller *Good to Great*, Jim Collins returns with another groundbreaking work, this time to ask: Why do some companies thrive in uncertainty, even chaos, and others do not? Based on nine years of research, buttressed by rigorous analysis and infused with engaging stories, Collins and his colleague, Morten Hansen, enumerate the principles for building a truly great enterprise in unpredictable, tumultuous, and fast-moving times. THE NEW STUDY *Great by Choice* distinguishes itself from Collins's prior work by its focus not just on performance, but also on the type of unstable environments faced by leaders today. With a team of more than twenty researchers, Collins and Hansen studied companies that rose to greatness - beating their industry indexes by a minimum of ten times over fifteen years - in environments characterized by big forces and rapid shifts that leaders could not predict or control. The research team then contrasted these “10X companies” to a carefully selected set of comparison companies that failed to achieve greatness in similarly extreme environments. THE NEW FINDINGS The study results were full of provocative surprises. Such as: \* The best leaders were not more risk taking, more visionary, and more creative than the comparisons; they were more disciplined, more empirical, and more paranoid. \* Innovation by itself turns out not to be the trump card in a chaotic and uncertain world; more important is the ability to scale innovation, to blend creativity with discipline. \* Following the belief that leading in a “fast world” always requires “fast decisions” and “fast action” is a good way to get killed. \* The great companies changed less in reaction to a radically changing world than the comparison companies. The authors challenge conventional wisdom with thought-provoking, sticky, and supremely practical concepts. They include 10Xers; the 20

Mile March; Fire Bullets then Cannonballs; Leading above the Death Line; Zoom Out, Then Zoom In; and the SMaC Recipe. Finally, in the last chapter, Collins and Hansen present their most provocative and original analysis: defining, quantifying, and studying the role of luck. The great companies and the leaders who built them were not luckier than the comparisons, but they did get a higher Return on Luck. This book is classic Collins: contrarian, data driven, and uplifting. He and Hansen show convincingly that, even in a chaotic and uncertain world, greatness happens by choice, not by chance.

**Good to Great** Harper Collins

Explores the influence of youth culture on transforming mainstream society through innovative cooperative venues and modern "do-it-yourself" values, in a report that reveals what can be learned through the indirect social experiments being performed by today's young artists and entrepreneurs. Reprint.

**How Top Performers Do Less, Work Better, and Achieve More | A Guide to the Book by Morten T. Hansen** Harper Collins

Discusses the many mysterious, unexplained losses of ships and planes in the area of the Atlantic Ocean between Florida and Bermuda.

**How Youth Culture Is Reinventing Capitalism** HarperCollins  
Proposes applying the author's business strategies for transforming companies to nonprofit and public organizations to help them increase efficiency and most benefit the clients they serve.

**7 Laws of Real Church Growth** Harper Collins

Nonprofit leadership is messy Nonprofits leaders are optimistic by nature. They believe with time, energy, smarts, strategy and sheer will, they can change the world. But as staff or board leader, you know nonprofits present unique challenges. Too many cooks, not enough money, an abundance of passion. It's enough to make you feel overwhelmed and alone. The people you help need you to be successful. But there are so many obstacles: a micromanaging board that doesn't understand its true role; insufficient fundraising and donors who make unreasonable demands; unclear and inconsistent messaging and marketing; a leader who's a star in her sector but a difficult boss... And yet, many nonprofits do thrive. Joan Garry's *Guide to Nonprofit Leadership* will show you how to do just that. Funny, honest, intensely actionable, and based on her decades of experience, this is the book Joan Garry wishes she had when she led GLAAD out of a financial crisis in 1997. Joan will teach you how to: Build a powerhouse board Create an impressive and sustainable fundraising program Become seen as a 'workplace of choice' Be a compelling public face of your nonprofit This book will renew your passion for your mission and organization, and help you make a bigger difference in the world.

**The 60 Year Rise and Fall of Circuit City** Harper Collins

Think you know your customers? You better be more assured than just thinking you do, because your success depends on it! The best companies in the world first research exhaustively what their customers desire, and then they deliver it in memorable and deeply human experiences--resulting in success previously believed to be unachievable. So once again, how well do you know your customers? In a hyperconnected economy that is radically changing consumer expectations, this vital expectation for any successful business is not always easy. But in *What Customers Crave*, author and business strategist Nicholas Webb simplifies this critical task into being able to confidently answer two questions: What do your customers love? What do they hate? Jam-packed with tools and examples, this must-have resource helps businesses reinvent how they engage with customers (both physical and virtual). Learn how to: • Gain

invaluable insights into who your customers are and what they care about • Use listening posts and Contact Point Innovation to refine customer types • Engineer experiences for each micromarket that are not only exceptional, but insanely relevant • Connect across the five most important touchpoints • Co-create with your customers • And more! It's time to reinvent the ways you engage with your customers. Because when you learn to provide for them exactly what they want, they not only bring along their wallets but those belong to their friends as well!  
*Future Church* Harper Collins

New York Times bestselling author David Wong takes readers to a whole new level with his latest darkly comic sci-fi thriller.

**A Monograph to Accompany Good to Great** Penguin UK

It's easy to imagine a nightmare scenario in which computers simply take over most of the tasks that people now get paid to do. The unavoidable question—will millions of people lose out, unable to best the machine?—is increasingly dominating business, education, economics, and policy. The bestselling author of *Talent Is Overrated* explains how the skills and economy values are changing in historic ways and offers a guide to what's next for all workers. Mastering technical skills that have historically been in demand no longer differentiates us as it used to. Instead, our greatest advantage lies in our deepest, most essentially human abilities—empathy, creativity, social sensitivity, storytelling, humor, relationship building, and expressing ourselves with greater power than logic can ever achieve. These high-value skills create tremendous competitive advantage—more devoted customers, stronger cultures, breakthrough ideas, and more effective teams. And while many of us regard these abilities as innate traits, it turns out they can all be developed. As Colvin shows, they're already being developed in a range of farsighted organizations, including the Cleveland Clinic, the U.S. Army, and Stanford Business School.

**Beyond Entrepreneurship 2.0** Harvard Business Press

The classic bestseller on performance management is updated to reflect changes in today's working environment. When an employer needs to know how to gain maximum performance from employees, renowned behavioral psychologist--Aubrey Daniels is the man to consult. What has made Daniels the man with the answers? His ability to apply scientifically based behavioral stimuli to the workplace while making it fun at the same time. Now Daniels updates his ground-breaking book with the latest and best motivational methods, perfected at such companies as Xerox, 3M, and Kodak. All-new material shows how to: create effective recognition and rewards systems in line with today's employees want; Stimulate innovations and creativity in new and exciting ways; overcome problems associated with poorly educated workers; motivate young employees from the minute they join the workforce.

**Joan Garry's Guide to Nonprofit Leadership** John Wiley & Sons

Push employees to their full potential with "tough love" leadership! "Provides the tools managers need to take 'average' employees and create a culture of accountable, fully engaged people. Managers will learn to recognize their leadership style and understand how they, too, can become Hundred Percenters." Laura Christiansen, Vice President Human Resources, VTech Communications, Inc. "Heavily-researched and loaded with tools and examples, this book shows you how to challenge your employees to achieve the kind of extraordinary results and innovations that every CEO dreams about. Every leader needs to read this book!" Ned Fitch, CEO, Kalahari Tea "Murphy finds that most workplaces are brimming with untapped talent. Only it's suppressed by goal-setting that discourages big ideas and leaders who focus on happiness rather than greatness." Training Magazine We've all heard the saying that a happy employee is a

motivated employee. But what if that's not true? Leadership IQ CEO Mark Murphy says the "happy employee" philosophy doesn't work. A study of more than 500,000 leaders and employees shows that despite the billions of dollars organizations spend to satisfy and engage workers, 72% of employees admit they're still not giving their best effort at work. Rather, it's leaders who focus on making their people great—not happy—who inspire Hundred Percenter performance. If you talk to the employees behind today's great innovations, you're unlikely to hear, "I was inspired by a boss who coddles me." Instead you'd probably hear, "My boss challenges me and pushes me past my limits." Most workplaces are brimming with untapped talent—only it's suppressed by leaders who fail to connect with and challenge employees to unleash their true potential. Here are just a few of the big ideas in Hundred Percenters: The harder the goals you set, the better your employees will perform. You should never use a Compliment Sandwich to deliver feedback. Talented Terrors—people with great skills and a bad attitude—can destroy your company culture. Before you can start motivating Hundred Percenters, you have to stop demotivating them. You should never ask your employees if they're "satisfied." This groundbreaking book debunks management fads that don't apply to today's workplace and provides the facts, theories, and direction you need to become a 100% Leader. Apply Murphy's leadership lessons and you'll see innovation, productivity, and profits soar, while employee turnover rates plummet. Hundred Percenters will bring out the best in your workforce.

**Oben bleiben. Immer** McGraw Hill Professional

#1 NEW YORK TIMES BESTSELLER • Brené Brown has taught us what it means to dare greatly, rise strong, and brave the wilderness. Now, based on new research conducted with leaders, change makers, and culture shifters, she's showing us how to put those ideas into practice so we can step up and lead. Look for Brené Brown's new podcast, Dare to Lead, as well as her ongoing podcast Unlocking Us! NAMED ONE OF THE BEST BOOKS OF THE YEAR BY BLOOMBERG Leadership is not about titles, status, and wielding power. A leader is anyone who takes responsibility for recognizing the potential in people and ideas, and has the courage to develop that potential. When we dare to lead, we don't pretend to have the right answers; we stay curious and ask the right questions. We don't see power as finite and hoard it; we know that power becomes infinite when we share it with others. We don't avoid difficult conversations and situations; we lean into vulnerability when it's necessary to do good work. But daring leadership in a culture defined by scarcity, fear, and uncertainty requires skill-building around traits that are deeply and uniquely human. The irony is that we're choosing not to invest in developing the hearts and minds of leaders at the exact same time as we're scrambling to figure out what we have to offer that machines and AI can't do better and faster. What can we do better? Empathy, connection, and courage, to start. Four-time #1 New York Times bestselling author Brené Brown has spent the past two decades studying the emotions and experiences that give meaning to our lives, and the past seven years working with

transformative leaders and teams spanning the globe. She found that leaders in organizations ranging from small entrepreneurial startups and family-owned businesses to nonprofits, civic organizations, and Fortune 50 companies all ask the same question: How do you cultivate braver, more daring leaders, and how do you embed the value of courage in your culture? In this new book, Brown uses research, stories, and examples to answer these questions in the no-BS style that millions of readers have come to expect and love. Brown writes, "One of the most important findings of my career is that daring leadership is a collection of four skill sets that are 100 percent teachable, observable, and measurable. It's learning and unlearning that requires brave work, tough conversations, and showing up with your whole heart. Easy? No. Because choosing courage over comfort is not always our default. Worth it? Always. We want to be brave with our lives and our work. It's why we're here." Whether you've read Daring Greatly and Rising Strong or you're new to Brené Brown's work, this book is for anyone who wants to step up and into brave leadership.

**Great at Work** Random House

Finalist for the 2015 Financial Times and McKinsey Business Book of the Year Best business book of the week from Inc.com The author of Power, Stanford business school professor, and a leading management thinker offers a hard-hitting dissection of the leadership industry and ways to make workplaces and careers work better. The leadership enterprise is enormous, with billions of dollars, thousands of books, and hundreds of thousands of blogs and talks focused on improving leaders. But what we see worldwide is employee disengagement, high levels of leader turnover and career derailment, and failed leadership development efforts. In Leadership BS, Jeffrey Pfeffer shines a bright light on the leadership industry, showing why it's failing and how it might be remade. He sets the record straight on the oft-made prescriptions for leaders to be honest, authentic, and modest, tell the truth, build trust, and take care of others. By calling BS on so many of the stories and myths of leadership, he gives people a more scientific look at the evidence and better information to guide their careers. Rooted in social science, and will practical examples and advice for improving management, Leadership BS encourages readers to accept the truth and then use facts to change themselves and the world for the better.

**Built to Last** Harvard Business Review Press

Ungewissheit, Chaos - na und? Trotz der anhaltenden wirtschaftlichen Unsicherheit schaffen es einige Unternehmen zu florieren, während andere scheitern. Was machen die Manager erfolgreicher Unternehmen anders? Wie bereiten sie sich vor, um Stürme zu überstehen und Turbulenzen für ihren Aufstieg zu nutzen? Collins hat es herausgefunden und verrät das Erfolgsgeheimnis der kreativen, fanatischen und im besten Sinne paranoiden Siegertypen. Jim Collins' neues, bahnbrechendes Buch macht Mut, gibt Sicherheit und zeigt, wie man sein Unternehmen wappnet, damit es auch in schwierigen Zeiten ein Spitzenunternehmen ist. Und bleibt!

Best Sellers - Books :

- [Brown Bear, Brown Bear, What Do You See? By Bill Martin Jr.](#)
- [The Untethered Soul: The Journey Beyond Yourself](#)
- [Fast Like A Girl: A Woman's Guide To Using The Healing Power Of Fasting To Burn Fat, Boost Energy, And Balance Hormones](#)
- [The Covenant Of Water \(oprah's Book Club\)](#)
- [Twisted Hate \(twisted, 3\) By Ana Huang](#)
- [Things We Never Got Over \(knockemout\) By Lucy Score](#)
- [The Body Keeps The Score: Brain, Mind, And Body In The Healing Of Trauma](#)
- [A Court Of Mist And Fury \(a Court Of Thorns And Roses, 2\)](#)
- [A Court Of Silver Flames \(a Court Of Thorns And Roses, 5\)](#)

• [To Kill A Mockingbird By Harper Lee](#)