



Resources for Business Sustainability

Recommended Reading

Business Strategies

- ***E-Myth Revisited*** by Michael Gerber
- ***Mastering the Rockefeller Habits*** by Verne Harnish
- ***Good to Great*** by James Collins
- ***Managing Transitions: Making the Most of Change*** by William Bridges
- ***Results that Last*** by Quint Studer

Human Capital Strategies

- ***Topgrading: How Leading Companies Win by Hiring, Coaching, and Keeping the Best People*** by Bradford Smart
- ***Growing Great Employees: Turning Ordinary People Into Extraordinary Performers*** by Erika Andersen
- ***12 The Elements of Great Managing*** by Rodd Wagner and James Harter
- ***StrengthsFinder 2.0*** by Tom Rath

Online Resources

- ***Forms from Rockefeller Habits*** including ***One Page Strategic Plan, Personal Plan, Rockefeller Habits Checklist*** and more.
www.gazelles.com/strategic_planning_management.html
- ***Quatitative SWOT Analysis Spreadsheet.*** www.business-tools-templates.com/swot_analysis_chart.htm
- ***Insolvency Prediction - Altman Z-Score Calculator.*** www.creditguru.com/CalcAltZ.shtml
- ***Gallup Management Newsletter*** (free) Strengths-based management and engagement
<https://commerce.gallup.com/ma/newsletters/>
- ***Recession Proof Your Sales*** Nancy Bleeke, SalesProInsider
www.salesproinsider.com/files/Recession_Proof_your_Sales.pdf
- ***SalesProInsider Blog.*** www.salesproductivityinsider.com