



Book Selection for WLI

The Women's Leadership Institute will be giving you ***one book of which you will be randomly assigned at orientation from the list below.*** The list was generated from recommendations of committee members and presidents. You will have opportunities to discuss your reflections on authors' insights with other participants throughout the Institute. Brief Amazon descriptions are provided below.

"Presence: Bringing Your Boldest Self to your Biggest Challenges" by Amy Cuddy (December 2015)

By accessing our personal power, we can achieve "presence," the state in which we stop worrying about the impression we're making on others and instead adjust the impression we've been making on ourselves. As Harvard professor Amy Cuddy's revolutionary book reveals, we don't need to embark on a grand spiritual quest or complete an inner transformation to harness the power of presence. Instead, we need to nudge ourselves, moment by moment, by tweaking our body language, behavior, and mindset in our day-to-day lives.

Amy Cuddy has galvanized tens of millions of viewers around the world with her TED talk about "power poses." Now she presents the enthralling science underlying these and many other fascinating body-mind effects, and teaches us how to use simple techniques to liberate ourselves from fear in high-pressure moments, perform at our best, and connect with and empower others to do the same.

"The Confidence Code: The Science and Art of Self-Assurance—What Women Should Know" by Katty Kay and Claire Shipman (April 2014)

Following the success of *Lean In* and *Why Women Should Rule the World*, the authors of the bestselling *Womenomics* provide an informative and practical guide to understanding the importance of confidence—and learning how to achieve it—for women of all ages and at all stages of their career.

Working women today are better educated and better qualified than ever before. Yet men still predominate in the corporate world. In *The Confidence Code*, Claire Shipman and Katty Kay argue that the key reason is confidence.

Combining cutting-edge research in genetics, gender, behavior, and cognition—with examples from their own lives and those of other successful women in politics, media, and business—Kay and Shipman

go beyond admonishing women to "lean in." Instead, they offer the inspiration and practical advice women need to close the gap and achieve the careers they want and deserve.

"Switch: How to Change Things When Change is Hard." By Chip and Dan Heath. (Feb. 2010)

The primary obstacle is a conflict that's built into our brains, say Chip and Dan Heath, authors of the critically acclaimed bestseller *Made to Stick*. Psychologists have discovered that our minds are ruled by two different systems—the rational mind and the emotional mind—that compete for control. The rational mind wants a great beach body; the emotional mind wants that Oreo cookie. The rational mind wants to change something at work; the emotional mind loves the comfort of the existing routine. This tension can doom a change effort—but if it is overcome, change can come quickly.

In a compelling, story-driven narrative, the Heaths bring together decades of counterintuitive research in psychology, sociology, and other fields to shed new light on how we can effect transformative change. *Switch* shows that successful changes follow a pattern, a pattern you can use to make the changes that matter to you, whether your interest is in changing the world or changing your waistline.

"The 9 Virtues of Exceptional Leaders: Unlocking Your Leadership Potential" by N. Karl Halden and Rob Jenkins. (Jan. 2016)

Everyone has the inborn capacity to lead - it is only a matter of unlocking that potential. This book enables you to do just that, building on your natural ability and nurturing your leadership habits through specific behaviors. Throughout the book, the authors examine these habits and behaviors in detail and align them with The Nine Virtues: Humility, Honesty, Courage, Perseverance, Hope, Charity, Balance, Wisdom, and Justice. In addition homework exercises at the end of each chapter - practical suggestions for developing the virtues - show you how to unlock your leadership potential. Effective leaders are not simply people who know a lot about good leadership; they are people who practice it every day. With the guidance in this book, you too can become the leader you were meant to be.

"Give and Take: Why Helping Others Drives Our Success." By Adam Grant. (March 2014)

Named one of the best books of 2013 by Amazon, the *Financial Times*, and the *Wall Street Journal*- as well as one of *Oprah's* riveting reads, *Fortune's* must-read business books, and the *Washington Post's* books every leader should read.

For generations, we have focused on the individual drivers of success: passion, hard work, talent, and luck. But today, success is increasingly dependent on how we interact with others. It turns out that at work, most people operate as either takers, matchers, or givers. Whereas takers strive to get as much as possible from others and matchers aim to trade evenly, givers are the rare breed of people who contribute to others without expecting anything in return.

Using his own pioneering research as Wharton's youngest tenured professor, Adam Grant shows that these styles have a surprising impact on success. Although some givers get exploited and burn out, the rest achieve extraordinary results across a wide range of industries. Combining cutting-edge evidence

with captivating stories, Grant shows how one of America's best networkers developed his connections, why the creative genius behind one of the most popular shows in television history toiled for years in anonymity, how a basketball executive responsible for multiple draft busts transformed his franchise into a winner, and how we could have anticipated Enron's demise four years before the company collapsed--without ever looking at a single number.