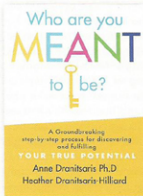


# off the shelf

BY ALISON NYIRI

WHAT'S  
WORTH  
READING



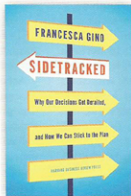
## WHO ARE YOU MEANT TO BE? A GROUNDBREAKING STEP-BY-STEP PROCESS FOR DISCOVERING AND FULFILLING YOUR TRUE POTENTIAL

Anne Dranitsaris and  
Heather Dranitsaris-Hilliard  
SOURCEBOOKS, 2013

Many personality tests are inadequate because they do not bring emotions, brain physiology, development and brain specialization together. The Striving Styles Personality System integrates brain science with Jung's personality system, building on how our brain is organized. Knowing our Striving Style allows us to better harness both our brain function and emotions.

### TALKING POINT

*There is a great deal of evidence supporting the plasticity of our brains. How does this affect our personality?*



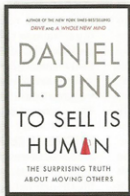
## SIDETRACKED: WHY OUR DECISIONS GET DETRAILED, AND HOW WE CAN STICK TO THE PLAN

Francesca Gino  
HARVARD BUSINESS REVIEW  
PRESS, 2013

Understanding how our minds and external feedback can affect our decisions is crucial to avoid being sidetracked. Although we expect our goals and desires to guide us, we need to account for the subtle, unanticipated factors that can move us off our original course. Gino offers nine principles to keep us on track.

### TALKING POINT

*How do rewards and incentives affect our decisions?*



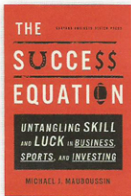
## TO SELL IS HUMAN: THE SURPRISING TRUTH ABOUT MOVING OTHERS

Daniel Pink  
PENGUIN GROUP, 2012

"Like it or not, we're all in sales now." Selling has changed more in the last 10 years than in the last 100. New technologies have enabled small entrepreneurs to sell and in our workplaces we're persuading, convincing and influencing others to give up what they've got for what we've got. Pink offers compelling insight and new research to support the new era of selling.

### TALKING POINT

*Sales used to be about problem solving. Today, it's about problem finding. What's the difference?*



## THE SUCCESS EQUATION: UNTANGLING SKILL AND LUCK IN BUSINESS, SPORTS, AND INVESTING

Michael Mauboussin  
HARVARD BUSINESS REVIEW  
PRESS, 2012

Where some believe we make our luck, Mauboussin tells us that patience, persistence, and resilience, all elements of skill, yield success. Drawing from business, sports, and investing, the book offers several analytical methods and 10 suggestions to help us untangle luck and skill, leading toward better decisions and outcomes.

### TALKING POINT

*How can we account for luck and skill in performance management?*