

Getting Unstuck: How to Remain Relevant as a Proposal Professional – Blakney **Recommended Reading and Reference Documents**

Agerbeck, Brandy. *The Graphic Facilitator's Guide: How to Use Your Listening, Thinking, & Drawing Skills to Make Meaning*, Loosetooth.com library, Kentucky, 2013.

Attwood, Janet and Chris Attwood. *The Passion Test: The Effortless Path to Discovering Your Life Purpose*, Penguin Group, New York, 2008.

Barez-Brown, Chris. *Shine: How to Survive and Thrive at Work (Upping Your Elvis Factor!)* The Penguin Group, NY, 2011.

Beck, Martha. *"What the Heck's a Vision Board – and How Can It Change Your Life?"* The Oprah Magazine.

Boother, Dianna. *Creating Personal Presence: Look, Talk, Think, and Act Like a Leader*, Berrett-Koehler Publishers, Inc., San Francisco, California, 2011.

Brands, Robert F. with Martin J. Leinman. *Robert's Rules of Innovation: A 10-Step Program for Corporate Survival*, John Wiley and Sons, Inc., New Jersey, 2010.

Canady, Sara. *You According to Them: Uncovering the Blind Spots that Impact Your Reputation*. T&C Press, 2012.

Carnegie, Dale. *How To Win Friends & Influence People in the Digital Age*, Simon & Schuster, Inc., New York, 2011.

Christensen, Clayton, James Allworth and Karen Dillon. *How Will You Measure Your Life? Finding Fulfillment Using Lessons from Some of the World's Greatest Businesses*. HarperCollins, New York, 2012.

Clark, Dorie. *Reinventing You*, Harvard Business School Publishing, Boston, Massachusetts, 2013.

Ford, Lynda. *Building an Exceptional Workplace Environment*, Ardan Press, New York, 2002.

Ford, Lynda. *Transform Your Workplace: 52 Proven Strategies to Motivate, Energize, and Kick Productivity Up to the Next Level*, McGraw-Hill, New York, 2005.

Hagy, Jessica. *How to Be Interesting (In Ten Simple Steps)*, Workman Publishing Company, Inc., New York, 2013.

Joel, Mitch, *Ctrl Alt Delete: Reboot Your Business. Reboot Your Life. Your Future Depends on It.*, Hatchett Book Group, New York, 2013.

Kaplan, Robert Steven. *What to Ask the Person in the Mirror: Critical Questions for Becoming a More Effective Leader and Reaching Your Potential*, Harvard Business School Publishing, Boston, Massachusetts, 2011.

Kaplan, Robert Steven. *What You're Really Meant to Do: A Road Map for Reaching Your Unique Potential*, Harvard Business School Publishing, Boston, Massachusetts, 2013.

Kaplan, Soren, *Leapfrogging: Harness the Power of Surprise for Business Breakthroughs*. Berrett-Koehler Publishers, 2012.

Leibold, Frank B., PhD. *The Key to Job Success in Any Career: Developing Six Competencies That Close America's Global Skills Gap*, Outskirts Press, 2010.

McGrath, Rita Gunther. *The End of Competitive Advantage: How To Keep Your Strategy Moving As Fast As Your Business*, Harvard Business Review Press, June 4, 2013.

McKain, Scott. *Collapse of Distinction: Stand Out and Move Up While Your Competition Fails*. Thomas Nelson, Nashville, Tennessee, 2009.

Murray, David Kord, *Borrowing Brilliance: The Six Steps to Business Innovation by Building on the Ideas of Others*, The Penguin Group, NY, 2009.

Rudan, Gina A., *PRACTICAL GENIUS: The Real Smarts You Need to Get Your Passions and Talents Working for You*, Touchstone/Simon & Schuster, 2011.

Schwabel, Dan. *Promote Yourself: The New Rules for Career Success*. St. Martin's Press, New York, 2013.

Shapiro, Stephen M. *Best Practices Are Stupid: 40 Ways to Out-Innovate the Competition*. The Penguin Group, NY, 2011.

Online Resources

Fournier, Ron. *Millennials Don't See Serving in Government as the Way to Change the World*, The Atlantic, August 26, 2013.

Harvard Business School (HBS) Working Knowledge Newsletter [workingknowledge@e.hbs.edu] - Leadership and Management topics.

Online Resources continued

Hoffman, Reid, Casnocha, Ben, and Yeh, Chris. "Tours of Duty: The New Employer-Employee Compact," Harvard Business Review" June 2013 issue.

Smotrova-Taylor, Olessia. *How to Succeed as a Proposal Consultant* – 5 Hour Video Course and Slides, OST Global Solutions, Inc., Rockville, MD.

Urteaga, Andrew . *The Ultimate Game Changer*, Sales & Marketing Effectiveness Blog, August 23, 2013.

<http://www.authentichappiness.sas.upenn.edu/questionnaires.aspx>

<http://www.theatlantic.com/business/archive/2013/08/what-makes-employees-work-harder-punishment-or-pampering/279071/> Helps you answer: Who Are You, Why Are You Doing This More than That, What is Your Capstone?

http://issuu.com/vanessavogel/docs/happinessguide_final?e=5374427/4724937