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## Business Psychology and Organizational Behaviour

**Routledge** Business Psychology and Organizational Behaviour introduces principles and concepts in psychology and organizational behaviour with emphasis on relevance and applications. Well-organised and clearly written, it draws on a sound theoretical and applied base, and utilises real-life examples, theories, and research findings of relevance to the world of business and work. The new edition of this best-selling textbook has been revised and updated with expanded and new material, including: proactive personality and situational theory in personality; theory of purposeful work behaviour; emotional and social anxiety in communication; decision biases and errors and right brain activity and creativity, to name a few. There are numerous helpful features such as learning outcomes, chapter summaries, review questions, a comprehensive bibliography, and a glossary. Illustrations of practice and relevant theory and research also take the reader through individual, group, and organizational perspectives. This is an essential textbook for undergraduates and postgraduates studying psychology and organizational behaviour. What is more, it can be profitably used on degree, diploma, professional, and short courses. It's also likely to be of interest to the reflective practitioner in work organizations.

## Business Psychology and Organisational Behaviour

# A Student's Handbook

**Psychology Press** Introductory textbook about business psychology and organisational behaviour.

## Business Psychology and Organizational Behaviour

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## Dying to Lead

**Xulon Press** Praise for Dying to Lead "Every Christian who is in a position of leadership needs to read this book! Rob McKenna is a stellar researcher who has the unusual knack of being able to communicate his findings in ways that are not only understandable, but engaging and motivating. In my opinion, you run the risk of being dead in the water if you don't read Dying to Lead." -Les Parrott, Ph.D., Founder of RealRelationships.com and Author of Trading Places "The heart felt cry of every Christian leader I know is to somehow move their organization to a level of excellence on a scale that can only be measured in a kingdom scale and economy. Rob McKenna's work provides important language and thinking which advances leadership in new and important ways." -Steven G.W. Moore, Executive Director, The M.J. Murdock Charitable Trust Leaders are visionaries. Leaders are servants. Leaders create results. And says, Rob McKenna, leaders sacrifice. Far too often, sacrifice is missing from our thinking. This book - with its emphasis upon real-life vignettes, biblical insight and personal reflection - redirects us back to the center of true Christian leadership. -Alec Hill, President,

Intervarsity Christian Fellowship "I'll say right now that I was deeply moved from reading Dying to Lead, and that I've never read anything quite like it. It is written from the heart, and is both challenging to managers and practical at the same time. Dying to Lead is an important book for managers." -Susan Arnold, Manager, Starbucks Coffee Company  
Dr. Robert McKenna is Chair of the Department of Industrial/Organizational Psychology at Seattle Pacific University and President of McKenna & Associates. His mission is building character, competence, and calling in today's emerging leaders. He lives in Kirkland, Washington with his wife Jackie and their sons, Aidan and Ryan. For more information got to [www.dyingtolead.com](http://www.dyingtolead.com)

## Human Resource Management 3rd edn PDF eBook

**Pearson Higher Ed** Human Resource Management offers an accessible yet rigorous introduction to HRM. The language and integration of theoretical material enables students to gain a concise yet comprehensive view of the subject. This text presents the reader with a clear grasp of the theoretical and applied aspects of the subject and encourages constructive critical analysis. It explores the relationship between HRM and Organisational Performance and integrates coverage of strategic and international HRM. New learning aids are fully integrated throughout the text, enabling students to engage in reflective practice. It is ideal for undergraduate Business & Management students, as well as MBA students seeking an introduction to contemporary HRM.

## The Future of Leadership Development

**Psychology Press** First Published in 2003. Routledge is an imprint of Taylor & Francis, an informa company.

## Introduction to Industrial/organizational Psychology

For courses in Industrial/Organizational Psychology and Psychology of Work Behavior. This inviting, comprehensive, student-oriented introduction to industrial/organizational psychology emphasizes the connections between theory and practice across the full spectrum of personnel issues, worker issues, work group and organizational issues, and work environment issues. Its focus on career information, employee-centered issues, and cutting-edge research ensures that students get and stay motivated--right from the beginning.

# Oxford Handbook of Internet Psychology

**OUP Oxford** Over one billion people use the Internet globally. Psychologists are beginning to understand what people do online, and the impact being online has on behaviour. It's making us re-think many of our existing assumptions about what it means to be a social being. For instance, if we can talk, flirt, meet people and fall in love online, this challenges many of psychology's theories that intimacy or understanding requires physical co-presence. "The Oxford Handbook of Internet Psychology" brings together many of the leading researchers in what can be termed 'Internet Psychology'. Though a very new area of research, it is growing at a phenomenal pace. In addition to well-studied areas of investigation, such as social identity theory, computer-mediated communication and virtual communities, the volume also includes chapters on topics as diverse as deception and misrepresentation, attitude change and persuasion online, Internet addiction, online relationships, privacy and trust, health and leisure use of the Internet, and the nature of interactivity. With over 30 chapters written by experts in the field, the range and depth of coverage is unequalled, and serves to define this emerging area of research. Uniquely, this content is supported by an entire section covering the use of the Internet as a research tool, including qualitative and quantitative methods, online survey design, personality testing, ethics, and technological and design issues. While it is likely to be a popular research resource to be 'dipped into', as a whole volume it is coherent and compelling enough to act as a single text book. "The Oxford Handbook of Internet Psychology" is the definitive text on this burgeoning field. It will be an essential resource for anyone interested in the psychological aspects of Internet use, or planning to conduct research using the 'net'.

## Early Development and Leadership

## Building the Next Generation of Leaders

**Routledge** Today we often look to our leaders in business, government, or the social sector, to make effective decisions in a complex world. Whether they are asked what steps to take to improve competitiveness in a global economy or to make tough ethical choices, well-trained leaders are critical to organizational effectiveness. Although we know much about leadership development for individuals after they take their first job, we know relatively little about their earlier experiences that contributed to their interest in leadership or subsequent effectiveness as leaders. This volume brings together researchers who explore leadership at different points before

individuals enter the workforce and asks important questions surrounding definitions of leadership behavior, necessary leader skills and age-related leader tasks, factors contributing to development of leader identity, and ways to improve the process of leader development. With contributions from well-known leadership researchers such as Robert Sternberg, Howard Gardner, Bruce Avolio, and Susan Komives, the volume shows research evidence for factors such as early childhood and youth experiences on leadership development, which have implications for the way we understand and train leadership in today's organizations.

## The JOLT Effect

### How High Performers Overcome Customer Indecision

**Penguin** From the bestselling co-author of *The Challenger Sale*, a paradigm-shattering approach to overcoming customer indecision and closing more sales. In sales, the worst thing you can hear from a customer isn't "no." It's "I need to think about it." When this happens, deeply entrenched business advice says to double down on your efforts to sell a buyer on all the ways they might win by choosing you and your business. But this approach backfires dramatically. Why? Because it completely gets wrong the primary driver behind purchasing decision-making: once purchase intent is established, customers no longer care about succeeding. What they really care about is not failing. For years, sales expert Matthew Dixon has been busting longstanding business myths. Now in *The JOLT Effect*, he and co-author Ted McKenna turn their trademark analysis and latest research to the vital and growing problem of customer indecision—and offer a shocking new approach that turns conventional wisdom on its head. Drawing on a brand-new, first-of-its-kind study of more than two and a half million sales conversations from across industry, they reveal the surprising truth that high-performing sales reps grasp and their average-performing peers don't: only by addressing the customer's fear of failure can you get indecisive buyers to go from verbally committing to actually pulling the trigger. Packed with robust data, counterintuitive insights, and practical guidance, *The JOLT Effect* is the playbook for any salesperson or sales leader who wants to close the gap between customer intent and action—and close more sales.

## Top Business Psychology Models

# 50 Transforming Ideas for Leaders, Consultants and Coaches

**Kogan Page Publishers** Top Business Psychology Models is a quick, accessible overview to the fundamental theories and frameworks that will help you understand human behaviour, emotions and cognition at work. Each model is presented in a short and crisply written summary, which could be easily converted into materials for use in training or in coaching conversations. Clear, succinct and well-referenced chapters also offer routes into accessing further information. Free of academic jargon, Top Business Psychology Models explains all the main theories and models used by psychologists, giving you all the essential information to immediately implement business psychology techniques in your organization.

## What's Wrong With Leadership?

## Improving Leadership Research and Practice

**Routledge** Leadership practitioners and those who seek to develop leadership are concerned with whether they are using evidence-based best practices to develop leadership capacity in themselves and others. Are we indeed using best practices in the study, practice, and development of leadership? This book seeks to draw attention to the limitations of extant work on leadership, and to provide suggestions for a way forward. Presenting chapters on topics ranging from research methodology, gender and cross-cultural issues in leadership studies, and the role of the humanities in our understanding of leadership, the book represents a rigorous multidisciplinary collaboration. This is a must-read for graduate students studying leadership, leadership consultants and trainers, leadership scholars, and anyone who practices, teaches, or seeks to develop leadership. It will help expand the horizons of how we think about and practice leadership.

# The Self at Work

## Fundamental Theory and Research

**Routledge** The Self at Work brings researchers in industrial and organizational psychology and organizational behavior together with researchers in social and personality psychology to explore how the self impacts the workplace. Covering topics such as self-efficacy, self-esteem, self-control, power, and identification, each chapter examines how research on the self informs and furthers understanding of organizational topics such as employee engagement, feedback-seeking, and leadership. With their combined expertise, the chapter authors consider how research on the self has influenced management research and practice (and vice-versa), limitations of applying social psychology research in the organizational realm, and future directions for organizational research on the self. This book is a valuable resource for researchers, graduate students, and professionals who are interested in how research on the self can inform industrial/organizational psychology.

## Transformational Leadership

**Psychology Press** Transformational Leadership, Second Edition is intended for both the scholars and serious students of leadership. It is a comprehensive review of theorizing and empirical research that can serve as a reference and starting point for additional research on the theory. It can be used as a supplementary textbook in an intense course on leadership--or as a primary text in a course or seminar focusing on transformational leadership. New in the Second Edition: \*New, updated examples of leadership have been included to help illustrate the concepts, as well as show the broad range of transformational leadership in a variety of settings. \*New chapters have been added focusing specifically on the measurement of transformational leadership and transformational leadership and effectiveness. \*The discussion of both predictors and effects of transformational leadership is greatly expanded. \*Much more emphasis is given to authentic vs. inauthentic transformational leadership. \*Suggestions are made for guiding the future of research and applications of transformational leadership. \*A greatly expanded reference list is included.

## Composed

# The Heart and Science of Leading Under Pressure

Composed: The Heart and Science of Leading Under Pressure is a roadmap for standing firmly in who we are while staying connected to those who matter most to us - especially when high-pressure moments come. It doesn't matter whether you are a CEO, parent, manager, or student, none of us are immune to the possibility of losing it when the pressure is on. For some people, public speaking is a fear. Maybe conflict makes you uncomfortable. For others, simply being responsible for the experience or learning of others causes you anxiety. Even for seasoned leaders who face pressure every day, showing up their best can be tough. Whether pressure makes us feel incompetent and unworthy, or mean and reactive, the impact of losing our composure is significant. Our capacity to compose ourselves when the pressure is highest, to lead strong, and to lead with care in the most difficult situations of conflict and anxiety may have the single greatest impact on our families, our teams, our organizations, and the world that surrounds us. The stakes are too high for us and for those we love to wait any longer. Composed: The Heart and Science of Leading Under Pressure is based on our research on the developmental journey of thousands of leaders who have taken the Leading Under Pressure Inventory. This inventory is one of eight whole leader development tools in the WILD Toolkit. To access the Leading Under Pressure Inventory or the entire suite of tools for yourself, your small group, team, organization, or coaching practice, visit [www.wildtoolkit.com](http://www.wildtoolkit.com).

## The Oxford Handbook of Organizational Psychology, Volume 1

**Oxford University Press** Organizational psychology is the science of psychology applied to work and organizations. This is the first of two volumes which compiles knowledge in organizational psychology, encapsulates key topics of research and application, and summarizes important research findings.

# The Nature of Leadership

**Franklincovey** A new and unique kind of business book, "The Nature of Leadership" contains inspiring photos by Dewitt Jones combined with interviews, quotes, and narratives by bestselling authors, Dr. Stephen R. Covey and A. Roger Merrill.

# The Psychologist Manager

# Success Models for Psychologists in Executive Positions

**Hogrefe & Huber Pub** Psychologists working in management -- why and how, opportunities and challenges This unique book explores the challenges and opportunities for psychologists entering leadership and management roles, whether in NGOs, commercial, health, or other organizations. It examines the motivations and advantages of psychologists in management, their potential limitations and ways to overcome them, and also provides practical career advice. The main points are vividly illustrated by exemplary profiles of real-life psychologist careers and brief vignettes.

# Never Blink in a Hailstorm and Other Lessons on Leadership

**Baker Publishing Group** A leadership expert with over 30 years of experience at a variety of colleges and seminaries draws from the ultimate leader, Jesus Christ, and introduces 14 maxims that all leaders should read.

# Inclusive Leadership

# Transforming Diverse Lives, Workplaces, and Societies

**Routledge** In a time of increasing divisiveness in politics and society there is a desperate need for leaders to bring people together and leverage the power of diversity and inclusion. Inclusive Leadership: Transforming Diverse Lives, Workplaces, and Societies provides leaders with guidance and hands-on strategies for fostering inclusion and explains how and why it matters. Inclusive Leadership explores cutting-edge theory, research, practice, and experience on the pivotal role of leadership in promoting inclusion in diverse teams, organizations, and societies. Chapters are authored by leading scholars and practitioners in the fields of leadership, diversity, and inclusion. The book is solidly grounded in research on inclusive leadership development, diversity management, team effectiveness, organization development, and intergroup relations. Alongside the exhaustive scholarship are practical suggestions for making teams, groups, organizations, and the larger society more inclusive and, ultimately, more productive. Leaders and managers at all levels, HR professionals, and members of diverse teams will find Inclusive Leadership invaluable in becoming more effective at cultivating inclusive climates and realizing its many benefits—including innovation, enhanced team and organizational performance, and social justice. For more, visit: <https://inclusiveleader.com>

## Hard Time

**Penguin** In this all-new novel from the author of After Hours and Unbound, a woman with a rocky past finds romance in the last place she'd ever expect... Annie Goodhouse doesn't need to be warned about bad boys; good sense and an abusive ex have given her plenty of reasons to play it safe. But when she steps into her new role as outreach librarian for Cousins Correctional Facility, no amount of good sense can keep her mind—or eyes—off inmate Eric Collier. Eric doesn't claim to be innocent of the crime that landed him in prison. In fact, he'd do it again if that's what it took to keep his family safe. Loyalty and force are what he knows. But meeting Annie makes him want to know more. When Eric begins courting Annie through letters, they embark on a reckless, secret romance—a forbidden fantasy that neither imagines could ever be real...until early parole for Eric changes everything, and forces them both to face a past they can't forget, and a desire they can't deny. Praise for Cara McKenna and her novels "Cara McKenna is my go-to author for gritty, hot love stories full of honest emotion."—Victoria Dahl, USA Today bestselling author "McKenna writes dark, lush, erotic romance."—Heroes and Heartbreakers "Sweet, smoking hot, standout erotic romance."—Beth Kery, New York Times bestselling author Before becoming a purveyor of smart erotic romance, Cara McKenna worked as a lousy barista, a decent designer, and an over-enthusiastic penguin handler. She loves writing sexy, character-driven stories about strong-willed men and women who keep

each other on their toes...and bring one another to their knees. Cara now writes full-time and lives north of Boston with her bearded husband. When she's not trapped in her own head, she can usually be found in the kitchen, the coffee shop, or jogging around the nearest duck-filled pond.

## Extreme Danger

**Brava** On the remote Frakes Island, Becca Cantrell decides to take an innocent, yet illicit, midnight skinnydip in a millionaire's pool, only to be hauled out by a sexy hard-muscled man who embodies her innermost fantasies and who draws her into a world of danger.

# Business Psychology and Organisational Behaviour

## The Employee-Organization Relationship

## Applications for the 21st Century

**Routledge** "Employee-organization relationship" is an overarching term that describes the relationship between the employee and the organization. It encompasses psychological contracts, perceived organizational support, and the employment relationship. Remarkable progress has been made in the last 30 years in the study of EOR. This volume, by a stellar list of international contributors, offers perspectives on EOR that will be of interest to scholars, practitioners and graduate students in IO psychology, business and human resource management.

## Business Psychology in Practice

**John Wiley & Sons** Organisations are communities. Increasingly the leaders of those communities are drawing on the services of psychologists to help them realise the potential of their "human capital". What do these business psychologists do to assist in the identification, motivation and development of the talent that employees bring into their communities? The authors, all Principal Members of the Association of Business Psychologists, are experienced and qualified professionals who candidly share their experiences and learning derived from those experiences. They provide case studies and examples from real interventions, they ask

provocative questions about conventional thinking and practice and they explain the models that help them make sense of the complex organisations in which they operate. Business Psychology in Practice takes us on an excursion behind the scenes in organisations. This book will be of interest to consultants, those who commission their services and anybody wrestling with 'people issues'.

## Human Safety and Risk Management

### A Psychological Perspective, Third Edition

**CRC Press** The third edition of a bestseller, Human Safety and Risk Management: A Psychological Perspective incorporates a decade of new research and development to provide you with a comprehensive and contemporary guide to the psychology of risk and workplace safety. A major enhancement is reflected in the new subtitle for the book, A Psychological Perspective, which highlights both the expertise of the authors and also confirms the predominantly psychological orientation of the revised text. New in the Third Edition: State-of-the-art theory reviews, research findings, and practical applications New chapter on impact that sensor technologies have on approaches to safety and risk in contemporary society Enhanced chapters on key issues around sensing danger, risk perception, error detection, safety culture, risk management, leadership, teams, and stress management This book discusses how people perceive and manage risks and how to make the workplace a safer place. It examines the influence of individual factors on safety, as well as team and organizational factors at work, from a psychological perspective. It also highlights changes in safety due to the changing workplace, globalization, and managing employees' safety and health beyond the workplace — a challenge that many organizations have yet to address. Reflecting current scientific research across a range of disciplines as it applies to human safety and risk management, this book helps you meet the challenges posed by the rapidly evolving workplace.

## Political Skill at Work

# Impact on Work Effectiveness

**Nicholas Brealey** Why is political skill so important in business? In today's organizations, career success depends more on political skill—the ability to influence, motivate, and win support from others—than on almost any other characteristic. *Political Skill at Work* delivers the "how" to influence at work, not just the "what." The authors of this innovative study explore how people high in political skill are more successful at getting hired, building a reputation, and establishing leadership. From the worlds of business, politics, education, and sports, they offer compelling examples of political skill in action. And, for the first time, they provide ways to measure and enhance this powerful ability. Anyone interested in personal or professional development will find this book worthwhile.

# Full Range Leadership Development

## Pathways for People, Profit, and Planet

**Routledge** It has been more than 30 years since Bernard M. Bass presented an integrated overview of Full Range Leadership Development (FRLD), which has since become the standard for providing leadership training around the world in business, military, religious, and educational contexts. This book teaches how to use FRLD to grow transformational leaders in organizations. Organizations that support and develop transformational leadership at all levels are more productive and profitable, attract and retain top notch talent, promote creativity and innovation, garner trust and commitment from employees, leverage sustainability and workplace safety efforts, and are strategically positioned to respond well to uncertainties and changes in the market. Retaining the conversational style of the first edition, this second edition contains several new features, such as: updated leader profiles and leadership examples, including more international cases; expanded discussion of gender diversity and leadership in teams; and new Summary Questions and Reflective Exercises. The book's practical action steps make it of use to both practitioners and students and well-suited as a core leadership textbook or supplement in leadership development courses.

## Tall, Dark and Off Limits

### A brother's best friend romance

**Harlequin** His job is to protect his best friend's sister...not seduce her! Don't miss the conclusion of the Men of Maddox Hill series by New York Times bestselling author Shannon McKenna. When it comes to his best friend's sister he's tempted to be much more than her protector... Assigned to keep an eye on social media darling Ava Maddox, security expert Zack Austin is more than up to the task. After all, she's like family. But dealing with the dynamic beauty requires every ounce of patience...and sexual control. They've been denying their forbidden feelings for way too long and soon professionalism gives way to passion. Zack's willing to face her overprotective family's wrath, but is Ava's talent for finding trouble about to explode in his face? From Harlequin Desire: A luxurious world of bold encounters and sizzling chemistry. Love triumphs in these uplifting romances, part of the Men of Maddox Hill series: Book 1: His Perfect Fake Engagement Book 2: Corner Office Secrets Book 3: Tall, Dark and Off Limits

## The Oxford Handbook of Positive Organizational Scholarship

**Oxford University Press** Revised edition of: Oxford handbook of positive psychology and work / edited by P. Alex Linley, Susan Harrington, Nicola Garcea. -- Oxford; New York: Oxford University Press, 2010.

## Applications of Nonverbal Communication

**Psychology Press** The goal of this edited volume is to provide a much needed bridge between the research on nonverbal communication and the application of those findings. The book features contributions from some of the leading researchers in the field. These distinguished scholars apply their understanding of nonverbal communication processes to a variety of settings including hospitals and clinics, courtrooms and police stations, the workplace and government, the classroom, and everyday life. It explores nonverbal communication in public settings, in intimate relationships, and across cultures and general lessons such as the importance

of context, individual differences, and how expectations affect interpretation. Applications of Nonverbal Communication appeals to a diverse group of practitioners, researchers, and students from a variety of disciplines including psychology, health care, law enforcement, political science, sociology, communication, business and management. It may also serve as a supplement in upper level courses on nonverbal communication.

## Spiritual Enlightenment:: The Damnedest Thing

### Book One of The Enlightenment Trilogy

**Wisefool Press** A MASTERPIECE of illuminative writing, Spiritual Enlightenment: The Damnedest Thing is mandatory reading for anyone following a spiritual path. Part exposé and part how-to manual, this is the first book to explain why failure seems to be the rule in the search for enlightenment, and how the rule can be broken. :: Book One of Jed McKenna's Enlightenment Trilogy. Contains Bonus Material.

## McKenna, Ready to Fly!

**Amer Girl** When Seattle fourth-grader McKenna Brooks' cast comes off she dives back into gymnastics training in hopes of making the competitive team, but after volunteering at a therapeutic horseback riding center, she considers broadening her interests.

## Blame

### Its Nature and Norms

**Oxford University Press on Demand** What is it to blame someone, and when are would-be blamers in a position to do so? What function does blame serve in our lives, and is it a valuable way of relating to one another? The essays in this volume explore answers to these and related questions.

# Advancing Executive Coaching

## Setting the Course for Successful Leadership Coaching

**John Wiley & Sons** Praise for *Advancing Executive Coaching* "Rich in content, this book is an impressive and varied review of the field of coaching from a notable assembly of authors. It is thought provoking yet practical, and represents an important contribution to a fast-moving field. A must read for anyone interested in executive coaching and all organizations that want to implement coaching " —Marshall Goldsmith, executive coach and author of the New York Times best-sellers, *MOJO* and *What Got You Here Won't Get You There* "This excellent book on executive coaching takes the reader on an exciting journey of discovery and explores the link between practice and research. A great resource for HR professionals and coaches." —Professor Stephen Palmer, Ph.D., director of the Coaching Psychology Unit, City University, London, United Kingdom "If you are looking for a solid evidence-based book on leadership and executive coaching - look no further. From tools and techniques, to theoretical frameworks and practice advice on how to implement and measure leadership coaching - it's all here. A must-have for the novice and experienced executive coach alike. Enjoy!" —Anthony M. Grant, Ph.D., director, Coaching Psychology Unit, University of Sydney "The book offers both tested strategies and techniques and an exploration of emerging issues and new directions." —Cindy McCauley, Ph.D., senior fellow at the Center for Creative Leadership "The editors have compiled an 'all-star' roster of authors who tackle issues from implementing and evaluating coaching programs to maximizing the effectiveness of individual coaching relationships. This book will be a must have for anyone interested in world-class executive coaching." —Kurt Kraiger, Ph.D., 2010 SIOP President, Professor and Director of the Industrial and Organizational Psychology Program at Colorado State University

## I Can Make You Sleep

**Hay House, Inc** Would you like to sleep really well? Would you like to stop your mind racing and feel calm? Easily stop the disruption of waking during the night? Would you like to sleep when you want to? Awaken refreshed and full of energy? Then let Paul McKenna help you! We spend nearly a third of our lives asleep, but more of us are suffering from insomnia than ever before. Now Paul McKenna, Ph.D., has made a series of major scientific breakthroughs that can dramatically improve your sleep starting today. In this book, he shows you simple techniques and changes in your thinking and behavior can transform your sleep habits. The accompanying guided

hypnosis download is designed to deeply relax you when you want to sleep and reset your body's natural sleep mechanism, so you'll automatically find it easier to get deep, restful sleep. If you want to get a good night's restful sleep and wake up refreshed, have the energy to achieve what you want, and improve the quality of your life, then this book is for you!

## Judgment and Decision Making at Work

**Routledge** Employees are constantly making decisions and judgments that have the potential to affect themselves, their families, their work organizations, and on some occasion even the broader societies in which they live. A few examples include: deciding which job applicant to hire, setting a production goal, judging one's level of job satisfaction, deciding to steal from the cash register, agreeing to help organize the company's holiday party, forecasting corporate tax rates two years later, deciding to report a coworker for sexual harassment, and predicting the level of risk inherent in a new business venture. In other words, a great many topics of interest to organizational researchers ultimately reduce to decisions made by employees. Yet, numerous entreaties notwithstanding, industrial and organizational psychologists typically have not incorporated a judgment and decision-making perspective in their research. The current book begins to remedy the situation by facilitating cross-pollination between the disciplines of organizational psychology and decision-making. The book describes both laboratory and more "naturalistic" field research on judgment and decision-making, and applies it to core topics of interest to industrial and organizational psychologists: performance appraisal, employee selection, individual differences, goals, leadership, teams, and stress, among others. The book also suggests ways in which industrial and organizational psychology research can benefit the discipline of judgment and decision-making. The authors of the chapters in this book conduct research at the intersection of organizational psychology and decision-making, and consequently are uniquely positioned to bridging the divide between the two disciplines.

## Seven Things That Make or Break a Relationship

**Random House** \*\*\*FEATURED ON THE ONE SHOW\*\*\* Do you want a happy, fulfilling relationship? Do you want a wonderful future with your partner? Do you want to use the proven scientific principles that make relationships work? Over the past thirty years, Paul McKenna PhD has worked with people facing the biggest challenges in life and some of the most successful people in the world. Now, in this new book, he is turning to one of the most important subjects of all - relationships. Drawn from decades of scientific research, the system in this book includes downloadable audio and video techniques. Everything that Paul McKenna would do in personal session with you on relationships is in this system. The powerful processes provide the answers for anyone who wishes they could

make their relationships last, and wants them to get better and better. It provides practical solutions and techniques for personal change that open the way to a stronger, loving future. Sometimes just one significant change can transform a relationship. Here, you can learn all Seven Things that Make or Break a Relationship. \*Includes FREE audio and video downloads. IMPORTANT: Before purchasing, please be aware that you will need to use a computer to download this content\*

## Humble and Kind

### A Children's Picture Book

Award-winning songwriter Lori McKenna's iconic song--as popularized by Tim McGraw--is the perfect basis for a picture book that celebrates family and togetherness. Hold the door, say please, say thank you Don't steal, don't cheat, and don't lie I know you got mountains to climb but Always stay humble and kind Humble and Kind is a picture book based on Lori McKenna's song, popularized by Tim McGraw. McKenna later recorded the song on her ninth studio album, The Bird and the Rifle. Lovingly illustrated by Katherine Blackmore, this gentle picture book tells the story of a family who is striving to remain humble and kind. We follow the family through their daily lives as they find different ways to lend a hand to each other and to their broader community. Full of touching scenes of familial relationships, Humble and Kind will teach adults and children alike the power of family while introducing them to this beautiful song. "[McKenna] digs deeply into topics that could devolve into cliché in less capable hands." --NPR "What could easily have been platitudes turn out to be bits of hard-won wisdom...When she gets around to that chorus, to that loving reminder to rise above your basest fears and to 'always stay humble and kind,' it's a startlingly powerful moment." --Pitchfork

## Food of the Gods

### The Search for the Original Tree of Knowledge : a

# Radical History of Plants, Drugs and Human Evolution

**Random House** A journey to some of the Earth's most endangered people in the remote Upper Amazon...a look at the rituals of the Bwiti cults of Gabon and Zaire...a field watch on the eating habits of 'stoned' apes and chimpanzees - these adventures are all a part of ethnobotanist Terence McKenna's extraordinary quest to discover the fruit of the Tree of Knowledge. He wonders why, as a species, we are so fascinated by altered states of consciousness. Can they reveal something about our origins as human beings and our place in nature? As an odyssey of mind, body and spirit, Food of the Gods is one of the most fascinating and surprising histories of consciousness ever written. And as a daring work of scholarship and exploration, it offers an inspiring vision for individual fulfilment and a humane basis for our interaction with each other and with the natural world.