

FCG top ten reading list for Investment Leaders

Title	Author	Comment
The Leadership Pipeline	Ram Charan	Excellent description of roles and responsibilities for leaders at different levels of the organization. Most investment leaders are too dependent on their individual expertise rather than “getting work done through others.”
High Performing Investment Teams	Jim Ware, et al	FCG’s research on best practices for investment teams.
The Corporate Culture Survival Guide	Edgar Schein	Schein is the dean of all culture experts. This short book really provides practical advice for leaders on managing culture.
Good to Great	Jim Collins	Lots of good material here for running first class firms, with some attention given to “Level 5 Leaders.”
Drive	Dan Pink	Best book out on motivating knowledge workers. Puts money in its proper place: NOT at the top of the list.
Crucial Conversations	Kerry Patterson, et al	Excellent on how to have difficult conversations and manage them constructively
Getting Things Done	David Allen	Best book on personal productivity and organization
Blue Ocean Strategy	Chan Kim & Renee Mauborgne	Powerful look at creative approach to strategic planning. FCG has used it successfully with many firms
Behavioral Finance for the Financial Advisor	Michael Pompian	Good and complete primer on this important topic
Harvard Business Review – What Makes a Leader	Various Articles and White Papers	Focuses on the important attributes a leader should have and various types of leadership
The Art of War – 50 Strategic Rules	Sun Tzu as translated by Gerald A. Michaelson	Fantastic book on strategy and tactics for managing the marketplace. A timeless work that covers all strategic areas in business.
The Trusted Advisor	David Maister, Charles Green and Robert Galford	Keys in on the elements of building trust with clients and

		colleagues.
Management Rewired	Charles Jacobs	This work focuses on the link between management and motivation for knowledge workers and the science behind it. A different way to see and practice management in the 21 st century