

# Learning More about Coalition Building

Heifetz, R. A., & Linsky, M. (2002). *Leadership on the line: Staying alive through the dangers of leading*. Harvard Business School Press.

Kotter, J. P. (2012). *Leading change*. Harvard Business Review Press.

Rogers, E. M. (2003). *Diffusion of innovations* (5th ed.). Free Press.

Belbin, R. M. (1981). *Management teams: Why they succeed or fail*. Butterworth-Heinemann.

Collins, J. (2001). *Good to great: Why some companies make the leap... and others don't*. HarperBusiness.

Ferris, G. R., Treadway, D. C., Perrewe, P. L., Brouer, R. L., Douglas, C., & Lux, S. (2007). Political skill in organizations. *Journal of Management*, 33(3), 290-320.

French, J. R. P., Jr., & Raven, B. (1959). The bases of social power. In D. Cartwright (Ed.), *Studies in social power* (pp. 150-167). Institute for Social Research.

Gladwell, M. (2000). *The tipping point: How little things can make a big difference*. Little, Brown and Company.

Johnson, S. M. (2003). *Teaching as a profession: A matter of respect*. Harvard Education Press.

LaFasto, F., & Larson, C. (2001). *When teams work best: 6,000 team members and leaders tell what it takes to succeed*. Sage Publications.

Lencioni, P. (2002). *The five dysfunctions of a team: A leadership fable*. Jossey-Bass.

Moore, G. A. (1991). *Crossing the chasm: Marketing and selling high-tech products to mainstream customers*. HarperBusiness.

Pfeffer, J. (1992). *Managing with power: Politics and influence in organizations*. Harvard Business School Press.

Pfeffer, J. (2010). *Power: Why some people have it and others don't*. HarperBusiness.

Rath, T. (2007). *StrengthsFinder 2.0*. Gallup Press.

Tuckman, B. W. (1965). Developmental sequence in small groups. *Psychological Bulletin*, 63(6), 384-399.