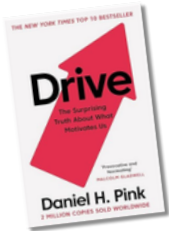


15

15 Books that shaped the People Untapped approach to Learning & Development.

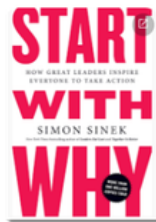
Over the last 15 years, these books have influenced how we think about learning, leadership, coaching, communication and organisational performance. Together, they represent many of the ideas that continue to underpin our approach to helping people, teams and organisations thrive.

Leadership & Management.



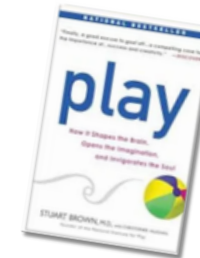
Drive – Daniel Pink.

Shows that lasting performance comes from autonomy, mastery and purpose rather than rewards and incentives alone.



Start With Why – Simon Sinek.

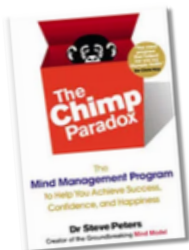
Demonstrates how a clear sense of purpose inspires engagement, commitment and effective leadership.



Play – Stuart Brown.

Highlights the vital role of curiosity, experimentation and play in learning, creativity and innovation.

Self & Mindset.



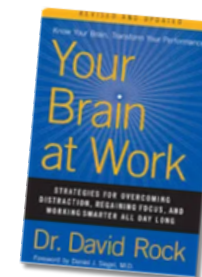
The Chimp Paradox – Steve Peters.

Provides a practical framework for understanding and managing emotions, behaviours and decision-making.



Mindset – Carol Dweck.

Introduces the growth mindset: the belief that abilities can be developed through effort, learning and feedback.



Your Brain at Work – David Rock.

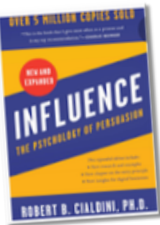
Applies neuroscience to the workplace, helping leaders create conditions where people can think, learn and perform at their best.



peopleuntapped.com

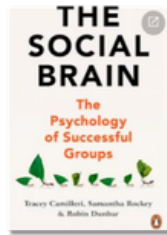
People
untapped.

Communication & Influence.



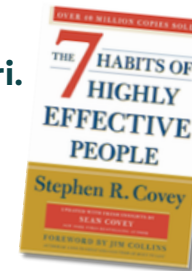
Influence – Robert Cialdini.

Explains the psychological principles that shape how people are persuaded, motivated and influenced.



The Social Brain – Robin Dunbar, Samantha Rockey & Tracey Camilleri.

Explores how human relationships, trust and social connection drive effective collaboration and performance.



The 7 Habits of Highly Effective People – Stephen R. Covey.

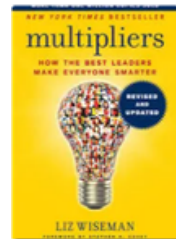
Provides enduring principles for personal effectiveness, communication and relationship building.

Organisational Thinking.



Overcoming the Five Dysfunctions of a Team – Patrick Lencioni.

Shows how trust, healthy conflict and accountability create high-performing teams.



Multipliers – Liz Wiseman.

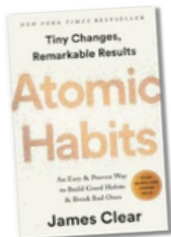
Demonstrates how great leaders amplify the intelligence, capability and contribution of those around them.



What Makes Training Really Work – Ina Weinbauer-Heidel.

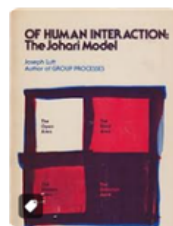
Focuses on the critical factors that ensure learning transfers into sustained behaviour change and business impact.

Coaching.



Atomic Habits – James Clear.

Shows how small, consistent changes compound over time to create lasting personal and professional growth.



Of Human Interaction (The Johari Window) – Joseph Luft.

Introduces the Johari Window, a model that helps increase self-awareness, feedback and untapped potential in individuals and teams.



The Coaching Habit – Michael Bungay Stanier.

Promotes a coaching approach built on curiosity, powerful questions and less reliance on giving advice.

