

1. [Make it stick](#)
2. Atomic Habits
3. Negotiation Genius
4. Scrum
5. 80/20 Sales and Marketing
6. The Lean Startup
7. The Little Book of Talent
8. Pitch Anything
9. Who - The A Method for Hiring
10. How to Measure Anything
11. [Hooked](#) 256p.
12. [Brainfluence](#) 304p.
13. [The Challenger Sale](#) 240p.
14. Positioning 224p.
15. Change Anything 288p.
16. The elephant in the brain
17. Hacking Growth
18. Wired for Story 272p.
19. Switch 320p.
20. Never Eat Alone
21. Superforecasting 352p.
22. [You Should Test That](#) 368p.
23. Nudge 384p.
24. [Lean Analytics](#) 437p.
25. The Founder's Dilemmas 480p.
26. The [Make Book](#) 505p. (skip: exit, ethics)
27. [Awaken the Giant Within](#) 544p.
28. Antifragile 544p. (You might not like it if you didn't like Fooled By Randomness)
29. [Influence](#) 592p.
30. The Goal
31. [How to lie with statistics](#) (144p.)
32. Four Steps to the Epiphany
33. [The Innovator's Dilemma](#)
34. [The Innovator's Solution](#)
35. 48 Laws of Power
36. Secrets of Power Negotiating
37. The Four Hour Work Week

38. Understanding Michael Porter
39. Zero to One
40. The Hard Thing About Hard Things
41. From Impossible to Inevitable
42. Range
43. Running Lean (3rd edition, which is a completely different book)
44. Lean UX
45. Lean B2B
46. Never Split the Difference (Fantastic negotiating book)
47. Fundraising (suuuuper good and super short)
48. High Output Management (one of the most legendary management books of all time)
49. The Challenger Customer (great sequel to the challenger sale)
50. Product-Led Growth (fantastic book about how to build products that grow themselves)
51. Scaling up (one of my favorites from the entire gauntlet)
52. Making Work Visible (like a practical handbook version of the goal)
53. The 5 dysfunctions of a team (really good and short)
54. Death by meeting (also really good and short)
55. First, Break all the rules (v good management book)
56. The Advantage