



Resources

Supply Chain Books

[Category Management in Purchasing](#): Johnathan O'Brien

[Getting to Yes: Negotiating Agreement Without Giving In](#): by Roger Fisher (Author), William L. Ury (Author), Bruce Patton (Author)

[Managing Indirect Spend: Enhancing Profitability through Strategic Sourcing](#): Joe Payne, William R. Dorn

[Negotiation for Procurement Professionals](#): A Proven Approach that Puts the Buyer in Control Second Edition: Johnathan O'Brien

[Never Split the Difference](#): Chris Voss

[Profit from the Source: Transforming Your Business by Putting Suppliers at the Core](#): Christian Schuh, Wolfgang Schnellbacher,, Daniel Weise (Author)

[Significant Figures, A Practical Guide to Unprecedented Cost Savings in Purchased Services](#): David Hargraves, Chris Gormley, Mickey Meehan, Lindsay Wise

[Spend Analysis: The Window into Strategic Sourcing](#): Kirit Pandit, H. Marmanis

[Strategic Sourcing in the New Economy](#): Bonnie Keith & Kate Vitasek

[Strategic Supply Chain Management](#): The Five Core Disciplines for Top Performance: Shoshanah Cohen

[Strategic Supply Chain Management: The Five Core Disciplines for Top Performance](#): Shoshanah Cohen, Joseph Roussel

[Supplier Relationship Management: How to Maximize Vendor Value and Opportunity](#): Stephen Easton, Michael D. Hales

[The Procurement Value Proposition](#): Gerard Chick, Robert Handfield

[The Purchasing Chessboard](#): 64 Methods to Reduce Costs and Increase Value with Suppliers: by Christian Schuh

[The Supply Chain Revolution](#): Suman Sarkar

[The Toyota Way](#): Jeff Liker

[Vested](#): Kate Vitasek



Leadership & Beyond Books

10% Happier: Dan Harris

Applied Empathy: Michael Ventura

Atomic Habits: James Clear

Being Mortal: Atul Gawande

Daring Greatly | Rising Strong | Braving the Wilderness | Dare to Lead: Brene Brown

Emotional Intelligence 2.0: Bradberry, Travis

Essentialism: Greg McKeown

Give and Take: Adam M. Grant

Grit: Angela Duckworth

How Children Succeed: Grit, Curiosity, and the Hidden Power of Character, by Paul Tough

How the Mighty Fall: Jim Collins

How Will You Measure Your Life: Clayton M. Christensen

Influencer: Kerry Patterson

Leaders Eat Last: Why Some Teams Pull Together and Others Don't: Simon Sinek

Measure What Matters: John Doerr

Mindset: Carol Dweck

Outliers: Malcolm Gladwell

Pivot: The Only Move that Matters is Your Next One: Jenny Blake

Speed of Trust: Stephen Covey

Switch: Chip Heath, Dan Heath

The 5 Languages of Appreciation in the Workplace: Gary Chapman

The Discipline of Market Leaders: Michael Treacy

The Patient Will See You Now: The Future of Medicine Is in Your Hands: Eric Topol

The Price we Pay: The Price We Pay: What Broke American Health Care--and How to Fix It; Marty Makary

Unaccountable: Marty Makary

Unf&*k Yourself: Get Out of Your Head and Into Your Life: Gary Bishop



When Breath Becomes Air: Paul Kalanithi

Wisdom of Oz: Using Personal Accountability to Succeed in Everything You Do: Roger Connors

TED Talks and YouTube Videos

[Why Good Leaders Make You Feel Safe](#): Simon Sinek

[The Power of Vulnerability](#): Brene Brown

[How to Build and Rebuild Trust](#): Francis Frei

[How Great Leaders Inspire Action](#): Simon Sinek

[The Puzzle of Motivation](#): Daniel Pink

[10 Best TED Talks for Graduates about the Meaning of Life](#) (Forbes)

[First Follower: Leadership Lessons from the Dancing Guy](#): Derek Sivers

[The Time You Have \(in Jelly Beans\)](#) (YouTube)

[Best Commencement Speeches Ever](#) (NPR)

[Empathy](#) (YouTube)

[People Come Before Money](#) (YouTube)

[Drama Triangle](#) (YouTube)

[Essentialism Talk at Google](#) (YouTube)

[Advice that Changed my Life, Seth Godin](#) (YouTube)

[MotivationHub Channel](#) (YouTube)

Blogs, Podcasts and Newsletters

[Tim Ferriss Show Podcast](#)

[James Clear Newsletter](#)

[IBM Blockchain Pulse](#)



[Top 10 Leadership Blogs of 2018](#)
[Brene Brown Podcast](#)

[Beckers Hospital Review](#)

[Modern Healthcare](#)

Procurious: [Resources](#)

Professional Associations

AHRMM

[Sourcing Industry Group](#) – Cross-industry peer network for supply chain leaders; impressive supply chain certification program

Institute of Supply Management (ISM)

Strategic Marketplace Initiative (SMI)

Other Supply Chain Resources & Thought Leadership

[Art of Procurement](#)

AT Kearney

[Caps Research](#)

Gartner

Hackett Group

[Procurement Leaders](#)

Procurious

[Supply & Demand Chain Executive](#)

Supply Chain Brain

[Supply Chain Management Review](#)

Vested Sourcing Models:

[link to work on Sourcing Business Models](#)

[link to Kate's articles/resources](#)

HBR Article - [A New Approach to Contracts](#)

HBR Podcast - [The Inherent Failures of Long Term Contracts and How to Fix Them](#)