

RIGHTS GUIDE

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NEW TITLES
BUSINESS/SELF-DEVELOPMENT
FALL 2026

TO START UP OR NOT START UP? 18 questions that every founder and entrepreneur must face to make smart and realistic choices

In a world of viral pitch decks and success stories, starting a business can seem easier than it really is. With every headline promising overnight unicorns, it's tempting to believe all you need is a great idea and passion. But anyone who's been through it knows: building a sustainable business requires much more than enthusiasm – it demands clarity, readiness, and strategic self-awareness. This vital book helps you slow down before you speed up.

Written by a seasoned entrepreneur and executive who has worked with Fortune 500 companies, startups, and leadership teams in more than 50 countries, this book distils two decades of experience into a practical, deeply reflective decision-making guide. At the heart of the book are 18 essential questions that every aspiring founder and entrepreneur must reflect on and answer honestly, organised in six categories: mindset, market, strategy, money, team, and systems. They are the same questions asked in boardrooms, investor meetings, co-founder negotiations...and sleepless nights.

About the author: Pantelis Velentzas is one of Europe's most successful entrepreneurs. He founded Agora Trading (that secured the master franchise/distribution rights for Victoria's Secret and Bath & Body Works in Europe with €35 million in sales). He is based in Greece.

UK publication: September 2026
Length: 224 pages

STILL LEARNING: How curiosity keeps us human in an uncertain world

In a world increasingly driven by rigid algorithms and predictable routines, we often find ourselves moving through life on autopilot. But as Benjamin Verrall argues, the opposite of life isn't death – it's a lack of curiosity. This book serves as a powerful wake-up call, inviting readers to transition from "passive" to "active" learners. By shifting the focus from external validation to the beauty of the process itself, Verrall demonstrates how a learning mindset can transform social anxiety into discovery, failure into growth, and survival into a celebrated act of resilience.

At the heart of this journey is the ALIVE framework – a practical, five-step compass designed to help you navigate complexity through the power of Asking, Listening, Interpreting, Validating and Exploring. Whether you are looking to overcome imposter syndrome in the boardroom, bridge divides in polarized communities, or simply reconnect with your own sense of wonder, this book provides inspiration and guidance for a more intentional existence. Through a blend of personal anecdotes, reflective exercises and human-centred strategies, Verrall proves that while we cannot control the uncertainty of the future, we can always choose to stay curious, stay connected – and stay alive.

About the author: Benjamin Verrall is a creative consultant and learning advocate. He is the founder of Toffee Hammer, which works with organizations to make learning feel human and have a lasting impact. He is based in the UK.

UK publication: September 2026
Length: 256 pages

WIN-WIN-WIN: Hard-won lessons for building a resilient and growing business

In this inspiring book, a real-world entrepreneur shares the hard-won lessons from a journey that spans from selling frozen food in pub car parks to building a £40-million industry leader. This isn't a book about frantic growth or "winging it" through the next deal; it's a tactical guide for entrepreneurs and managers who are tired of carrying the pressure alone. By shifting from a "heroic" mindset to one of clarity and confidence, you will learn how to build a business that is resilient from the inside out, ensuring that your progress no longer comes at the expense of your family, your values – or your sanity.

True sustainability is found in a simple, non-negotiable alignment: the *Win–Win–Win*. When you win as a leader by regaining control and stability, your team wins through clear purpose and trust, which ultimately ensures your customers win through reliable, consistent value. Brian Donne provides a "back-room coach" experience, utilizing "Performance Levers" and "the Mushy Ps" – from Purpose to Profit – to help you master the fundamentals that most businesses ignore. It's time to stop settling for growth that feels like firefighting and start building your "Champions League" victory. Discover how to make a decent profit, decently, and finally achieve the ultimate win: a successful business that grants you the freedom to live life on your terms.

About the author: Brian Donne is an entrepreneur who founded and built the UK's leading vending-machine company. After selling the business, he became a mentor to other entrepreneurs.

UK publication: February 2027
Length: 224 pages

THE BLACK DRAGON: Leadership, foresight and the power to win in an age of permanent disruption

In a world fractured by constant volatility, traditional crisis management frameworks are no longer enough to keep organizations afloat. This book shatters the comforting illusion of the "Black Swan" – the idea that major disruptions are rare, unpredictable anomalies we can simply weather and move past. Instead, the author introduces the concept of perma-disruption, an environment where geopolitical rivalry, regulatory shifts, technological acceleration and market pressures continuously collide and compound. The true threat to modern institutions is not the sudden, invisible ambush; it is the "Black Dragon" – a massive, systemic force that is visible long in advance, yet repeatedly ignored because no single signal demands immediate action until strategic choices have completely hardened.

Written for forward-thinking executives, board members and senior leaders, *The Black Dragon* delivers a rigorous architecture for institutional foresight, proactive governance and high-stakes capital allocation. Moving past passive delegation and superficial agility, the book outlines a demanding new leadership contract rooted in collective intelligence and anticipatory accountability. It explains how to pierce through paralyzing data noise, interpret converging power dynamics and confidently deploy capital to capture first-mover advantages before a crisis becomes obvious to the rest of the market.

About the author: Alberto Torres is a consultant, CEO and board member. He is currently a Senior Adviser at McKinsey & Co, a member of the International Advisory Board at Adobe, and an Adjunct Professor at IE Business School. He is based in Madrid, Spain.

UK publication: June 2026
Length: 192 pages

THE Z-CURVE: Navigating your business through technological disruption

No other force has determined the fate of corporations like technology disruption. Over the last few decades, giants like Apple, Amazon, Google or NVIDIA have emerged while once household names like Xerox, Nokia, AOL or Blockbuster have disappeared or been reduced to shadows of their former selves. With new forces like generative and agentic AI, quantum computing or genetic engineering, the chances are that every business executive will have to deal with disruption in the foreseeable future.

This important book provides a framework – the Z-Curve – to understand the mechanisms of disruptions, why it is so difficult for managers to recognize and deal with, and most importantly, what can be done to survive and thrive in the face of disruption. Written by an expert in disruption with 30 years' experience in the tech industry, the book further analyses how certain companies have failed and succeeded and distils key lessons for anticipating and managing disruption in business.

About the author: Alberto Torres is a consultant, CEO and board member. He is currently a Senior Adviser at McKinsey & Co, a member of the International Advisory Board at Adobe, and an Adjunct Professor at IE Business School. He is based in Madrid, Spain.

UK publication: June 2026

Length: 192 pages

PEOPLE FIRST: Human-centric leadership in a tech-driven world

Technology may power the future, but humanity will determine its course. This book shows how human-centric leadership builds the resilience organizations need to navigate uncertainty, equipping people to seize opportunities and mitigate the threats of exponential technological, economic and societal change. The Human Advantage is a timely and practical guide for leaders navigating today's high-pressure business environment. In a world obsessed with artificial intelligence, the book makes the case that the real differentiator is still – and will always be – HUMAN.

Drawing on authentic stories from CEOs, entrepreneurs and global institutions, the author shows how leaders can unlock uniquely human strengths – passion, purpose and partnership – to build resilient, high-performing organizations. The message is urgent and clear: in these tech-driven, fast-moving and unpredictable times, organizations must rediscover what only people can do – exercise judgment, apply values, inspire others and build connection – and leadership is what turns those human strengths into lasting success.

About the author: Siefried Hoenle is leadership strategist and founder of Talent & Leadership Solutions, whose clients include multinationals such as Coca-Cola, UBS, Takeda Pharma, Merck, and Zurich Insurance. He is based in Switzerland.

UK publication: August 2026

Length: 208 pages

SELL THE TRUTH: How truth turns culture into capability and capability into competitive advantage

In a world saturated with performance-driven messaging and soft-pedaled narratives, this book offers a new approach to leadership and communication that is both honest and intensely effective. The author argues that while truthfulness is a moral necessity, selling the truth with intention is a strategic superpower. Far from manipulation or spin, this method involves shaping the right truth with clarity and weight, transforming it into influence and momentum that audiences, customers and employees are ready to follow and buy. Leaders often value truth, but few have been taught how to find, shape, and intentionally sell it to build genuine conviction—this book bridges that gap.

The core of this transformative philosophy is The Truth Cascade, an organizational law that maps the journey from insight to competitive edge: Truth becomes clarity, clarity shapes culture, culture builds capability, and capability becomes competitive advantage. Sell the Truth provides leaders with the method to activate this cascade, introducing a practical framework designed to navigate difficult conversations, align teams, and ensure that your organizational narrative creates belief rather than resistance.

About the author: Bryan Adams is an expert in employer branding. He is the founder and CEO of Happy Dance, which tailors career websites for 100s of top brands. He is based in the UK.

UK publication: March 2027

Length: 256 pages

THE SESSIONS: A tale of leadership and Dublin pubs

The Sessions centres on Padraig, an operations director at a successful Irish IT firm recently acquired by a large American corporation. It begins dramatically with Padraig, overwhelmed by anger and frustration, throwing his briefcase—containing his irrelevant presentation—into the River Liffey after learning the American parent company plans to move the entire business "Stateside" for "optimization." This leads him into a Dublin pub where he strikes up a profound, chance conversation with an anonymous, insightful stranger. Thus begins the "sessions" in which the stranger becomes Padraig's coach and mentors him through the challenges and frustrations facing him.

The Sessions is an original business book, written in fiction format, in which we learn real-world business success requires political acumen, and which emphasizes lessons about leadership development and the value of an external perspective. Through these coaching sessions, we see Padraig moving from despair to action, as he secures a meeting with the CEO and successfully pitches his alternative plan, winning the business a "stay of execution".

About the author: Myles Downey is recognized as one of the world's leading business coaches, and was part of the team that established The Alexander Corporation (acknowledged by The Economist as "the leading provider of executive coaching in Europe"). He is the author of the bestselling Effective Modern Coaching (LID).

UK publication: January 2026

Length: 144 pages

THE FRANCHISE UNICORN: How brands can be built to scale, dominate and attract capital

Are you ready to turn your brand into a market-dominating powerhouse? In *The Franchise Unicorn*, two leading franchise voices dismantle the outdated myths of the franchise world to reveal the blueprint for modern, hyper-growth success. Drawing on their experience as the masterminds behind over \$3 billion in generated value, the authors guide you through the intersection of franchising and venture capital – the ultimate "secret sauce" for building businesses that don't just expand, but transcend their industries to achieve global scale and unicorn status.

This is not a manual for the status quo; it is a strategic manifesto for the brave dreamer. Whether you are a founder looking to cash out in a big way or to capture generational wealth, or an investor seeking the next big opportunity, this book provides the practical, no-nonsense tools needed to design a system that survives the relentless filters of time and the market. Stop chasing growth for the sake of growth and learn how to master the art of the deal, leverage smart capital, and build a business of consistency and purpose that is truly designed to last.

About the author: Fernando Lopez de Castilla is the Founding Partner and CEO of GNF Worldwide, the world's leading franchising firm. Lorena Lopez de Castilla is the Chief Development Officer of GNF Worldwide.

UK publication: November 2026

Length: 296 pages

SYSTEMS AND SERVICE DUE DILIGENCE...DONE RIGHT!: Bridging the gap between technology promise and operational reality

Businesses and investors are losing millions on software that looks impressive but is rarely used, poorly integrated or abandoned. Startups with promising solutions are struggling to secure funding because they cannot communicate the bigger picture of how their system, service and business model connect. Technology investment is accelerating worldwide, yet the gap between promise and operational reality continues to widen.

This book is a practical guide to doing effective due diligence, and uncovering hidden risks, operational gaps and value opportunities in software and service environments. Most due diligence stops at financial and legal checks. This book goes further by exposing the realities of system structure, service delivery, usability, scalability, and the full product lifecycle. In doing that, the author provides both seller and buyer with a clear, repeatable method to close the gap between promise and operational reality.

About the author: Pernille Korzon has over 20 years' experience in the software industry as a buyer, seller and developer. Today, she consults and advises companies on unlocking value in their systems and services. She is based in Denmark.

UK Publication: November 2026

Length: 224 pages

LEADERSHIP THRESHOLDS: From what matters to what works

Leadership Thresholds explores the moments when the ground beneath a leader shifts, demanding new ways of seeing, thinking, and leading. The authors examine what happens when established mindsets and identities no longer serve - and how leaders can cross these pivotal thresholds with confidence and purpose.

Drawing on the idea that crossing thresholds is a universal human experience - from birth to every stage of growth - White and Rumbles reveal those critical personal and organisational thresholds that are essential for the development of leaders in a disrupted world. This original book calls on leaders to unite courage with competence; presence with power; and strategy but with heart and soul.

About the author: Andrew White is the Founder and CEO of Transcend.Space, a leadership development platform and community. He is a Professor in Business Leadership at Griffith University and was previously Programme Director and Senior Fellow at Said Business School. He is based in the UK. Andy Rumbles is a partner at Transcend.Space and has held advisory roles in talent development at EY and the UK Ministry of Defence. He is based in the UK.

UK publication: November 2026

Length: 256 pages

VERSES OF WISDOM: Modern business lessons from classical Chinese poetry

In the fast-paced corridors of modern corporations, where quarterly earnings dominate conversations and digital transformation drives strategy, an ancient voice whispers timeless truths about leadership, resilience and human nature. This voice emanates from the poetic verses of China's greatest literary masters – voices that have guided emperors, scholars, and leaders for over two millennia.

Welcome to a journey that bridges 25 centuries of wisdom with the challenges facing modern-day business leaders. Chinese poetry, particularly from the Tang Dynasty (618-907 CE) and Song Dynasty (960-1279 CE), captures the essence of human experience in its most distilled form. These poems speak to universal themes that transcend cultural boundaries and historical periods: the struggle for self-improvement, the challenge of leading others, the complexity of making difficult decisions, and the pursuit of meaning in our work and lives. This fascinating book explores how the profound insights embedded in classical Chinese poetry can illuminate the path to extraordinary leadership in our contemporary world.

About the author: Dr Catherine Hua Xiang is Head of East Asian Languages at LSE, Programme Director of LSE's BSc International Relations and Chinese course, as well as UK Director of LSE Confucius Institute for Business London. Zhining Xu is an executive in corporate finance and is the Managing Director of Zedex Capital. They are both based in London.

UK publication: October 2026

Length: 240 pages

THE AI-DRIVEN COMPANY: Lessons for organizations to create value from AI and data

The launch of generative AI, exemplified by ChatGPT, has fundamentally transformed the business landscape, moving AI from the boardroom to every corner of the organization. This book acknowledges the democratization of AI while asserting that the core challenge of digital transformation remains the same: how to move beyond the hype and create scalable, tangible economic value. Drawing on over 15 years of practical experience, the book serves as an essential guide for leaders who understand that harnessing AI is not just a technology problem, but an organizational one.

The book is structured to directly address the critical, high-stakes decisions every organization faces on the journey to integrating AI. It includes a section dedicated entirely to generative AI, contrasting its capabilities with classical machine learning and explaining how organizations can start creating value even without prior data. The book is organized into four other crucial sections: Organization, Business and Finance, Technology, and Responsible AI. Whether you are a new Chief Data Officer establishing your mandate, a CEO seeking clarity on the required investments and expected returns, a CFO looking to fund the data journey, or an AI professional aiming for a leadership role, this book provides the practical, lessons-learned approach you need.

About the author: Richard Benjamins is among the 100 most influential people in data-driven business (DataIQ 100). He was previously Chief AI and Data Strategist and Chief Responsible AI Officer at Telefonica. He is based in Spain.

UK publication: July 2026

Length: 320 pages

AUSTRALIA: A LIGHTHOUSE IN THE GLOBAL STORM

Australia is often called the “lucky country” – a large, mineral-rich landmass with a relatively small population, advanced infrastructure, a stable government and a well-functioning society. By nearly every measure, Australia is one of the world’s most successful countries. Although luck has played its role, Australia’s advantage still must be persistently earned, today and in the decades ahead, in the face of constant business disruption and increasing geopolitical instability.

This book is aimed at Australia’s business leaders and addresses four transformational themes that will be key to the stability and growth of the Australian economy: leadership at a time of moral confusion; culture versus AI; achieving structural productivity gains; and redesigning the global supply chains for resilience. The second part of the book then examines seven of Australia’s most important industry sectors and the role that these four transformational themes will play in these sectors’ development. In short, this is a manifesto that sets out the crucial actions and directions for Australia’s business leaders to follow, that will ensure their organisations continue to thrive and that Australia as a country maintains its special advantages and continues to play a leading role in the world economy.

About the author: Contributions to this book are made by Adam Dixon and Kearney’s Australia Partner Team. Adam Dixon is the Managing Partner of global consulting firm Kearney’s Australia and New Zealand operations. He is based in Sydney.

UK publication: July 2026

Length: 192 pages

NEW TITLES
CONCISE ADVICE SERIES

THE BUSINESS RESILIENCE BOOK: Critical business briefings for today's responsible leaders

In a business landscape fraught with unprecedented volatility, this book serves as an essential survival guide for today's business leader and manager. Distilling insights from over 100 books, hands-on experience, and direct conversations with top global thinkers, it delivers 20 high-impact briefings that dissect the most pressing threats to corporate longevity. Moving seamlessly from broad macroeconomic forces like "climate weirding" and geopolitical trade wars to internal operational challenges like Net Zero legislation, supply chain vulnerabilities, and AI integration, each briefing cuts through the noise.

True corporate endurance, however, requires more than just strategic data; it demands a fundamental shift in leadership character. By blending a rigorous learning mindset with a strong moral compass, the authors empower leaders to take ownership of tough systemic problems. Complete with an executive summary and a concrete action plan for responsible governance, this indispensable toolkit teaches you how to master the delicate balance of people, planet and profit, ensuring your business doesn't just survive the future, but actively shapes it.

About the author: Kevin and Sarah Duncan are business advisors, marketing experts and the authors of several successful business books (including the bestselling *The Diagrams Book*).

UK publication: March 2027
Length: 192 pages

THE MARKETING INSPIRATION BOOK: 100 illustrations of marketing excellence

The Marketing Inspiration Book brings together 100 of the most iconic, insightful and engaging examples of marketing brilliance. From Airbnb to Zoom, with stops along the way for the Michelin Man and the Amur Girl, this book celebrates the power of great marketing and the flashes of genius behind some of the world's most successful brands.

Over the course of a 35-year career in the marketing industry, the author has taken note of the remarkable marketing triumphs featured in this book. For newbies to the industry, as well for seasoned marketing professionals, this book offers 100 stories of marketing brilliance and the lessons from their success, to energize their thinking and to inspire their colleagues and teams. And as every marketer knows, stories make ideas more memorable—and more actionable.

About the author: Dan White is a trainer and consultant who has worked in the marketing and branding sector for over 30 years. He was previously Head of Expertise and MD of Corporate Development at Kantar. He is the author of *The Smart Marketing Book*, *The Soft Skills Book*, *The Smart Branding Book* and *The Smart Advertising Book* (Concise Advice Series, LID). He is based in the UK.

UK publication: May 2026
Length: 224 pages

The WELLBEING BOOK: 50 ways to focus your mind, boost your body and supercharge your soul

As our lives get busier, boundaries between work and leisure blur, and we spend less time thinking about what we're putting our minds, bodies and souls through. This fast-living is resulting in a pandemic of 'ill-being': from general weariness and 'feeling under the weather', to prolonged bouts of sickness, lethargy and sharp increases in stress, depression and mental health issues.

The Wellbeing Book will demonstrate how we can interact with the world to lead a better life. The author provides 50 practical and uplifting ways to improve physical and mental wellbeing by focusing on the mind, body and soul. In doing so, he helps us to hit the pause button and learn how to enhance our energy and build resilience, cultivate our emotional and physical wellbeing, manage stress and generally live a happier and more fulfilled life.

About the author: Andrew Sharman is the Founder and Chief Executive of RMS, global consultants on health, work and wellbeing to Fortune 500 corporations, including Apple, Burberry, Mercedes-Benz and many more.

UK publication: June 2026

Length: 128 pages

THE PROJECT MANAGEMENT BOOK: 50 ways to run successful projects in half the time

Business is becoming increasingly project-based and our ability to manage projects has become one of the key skills for success as managers and businesspeople. This compact guide, written by a leading project management expert, gets to the heart of successful project management.

Project management is not complicated – many *projects* may be complicated, but project management itself is not. By following a set of simple rules and applying simple techniques, there will be no need for the expensive project failures that we often see. Moreover, as this book shows, projects can be significantly shortened by again using simple ideas and techniques. Anyone who manages projects will find this book helps them to save time, effort, resources and money.

About the author: Fergus O'Connell is a leading consultant and trainer in project management. He is the author of over 15 business and self-help books, including the bestselling *Simply Brilliant* (Pearson). He is based in the UK.

UK publication: June 2026

Length: 128 pages

THE PERSONAL BRANDING BOOK: Transform your identity and unleash your potential

This concise book is a powerful, hands-on workshop designed to help you build a brand that is genuinely, unapologetically you. By a professional with 30 years of experience in branding, marketing, and personal development, the book combines strategic marketing with deep psychology and creative practices. It offers a gentle yet structured path to self-discovery, helping you reveal your unique individuality and shape it into an authentic presence.

This isn't about building a brand by someone else's rules. It's a journey to uncover your true self, define your unique positioning and tap into your inner strength. Through each chapter, you will find practical assignments, inspiring examples, and space for deep reflection. You'll work through fears, discover your resources and connect with your inner voice—all essential steps to building a foundation for external success. By the end, you won't just have a brand; you'll have a profound sense of self, ready to act with clarity, purpose, and soul.

About the author: Daria Dmitrieva is an executive coach and trainer. She held senior marketing and branding positions in marketing and branding with organizations such as Shell and Nestle. She is based in France.

UK publication: June 2026

Length: 196 pages

THE ENERGY BOOK: Marketing Lessons from the Romans and Greeks

In business today, every professional faces the challenge of an increasing demand for extra energy in order to deliver the high level of performance required to continue to be successful. If energy is not managed and renewed on a day-to-day basis, then personal energy resources are constantly coming under pressure, leading to drainage, depleted performance and, in some instances, to potential burnout situations.

The Energy Book presents 50 simple and pragmatic ways to quickly boost energy in one or more of the '4 Energy Dimensions'. When these 'Boosters' are put into practice, the resulting extra energy enables you to continue delivering a high level of performance in all areas of life.

About the author: Richard Maddocks has over 40 years of business experience. He quit corporate life to help organizations and individuals maximize their full potential through his training and coaching company, Communicum. He is a British citizen and currently lives in the Netherlands.

UK publication: August 2026

Length: 158 pages

NEW TITLES
NON-FICTION
FALL 2026

WHAT IS LIFE? The quest for a definition

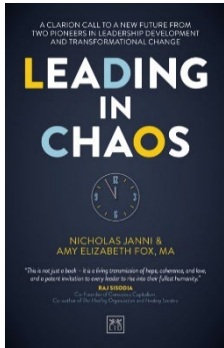
It seems like a simple question: what makes something alive? We know it when we see it – a bird in flight, a growing tree, a scurrying insect. Yet, as Don Simborg reveals here, the scientific community has been locked in a millennia-long struggle to find a definition that actually sticks. From the earliest philosophical musings to the complexities of "Vitalism" and the pioneering insights of Erwin Schrödinger, this book explores why every attempt to define life seems to hit a wall.

Moving beyond simple lists of plants and animals, this engaging quest dives into the functional essence of existence. Simborg examines the modern candidates for the "essence of life" – from the presence of DNA and cellular membranes to the "Seven Pillars of Life". Is it metabolism, evolution, or the ability to die that defines us? By dissecting the flaws in our current scientific language and exploring the "facts of life" that complicate our understanding, *What is Life?* challenges readers to rethink their place in the universe. It is a must-read for anyone curious about the fundamental mystery that separates a collection of chemicals from a living, evolving being.

About the author: Don Simborg received his MD degree from John Hopkins School of Medicine. He is the author of *What Comes After Homo Sapiens?* and *The Fourth Great Transformation*. He is based in California, USA.

UK publication: September
2026
Length: 128 pages

KEY TITLES
SPRING 2026/BACKLIST



LEADING IN CHAOS: A clarion call to a new future from two pioneers in leadership development and transformational change

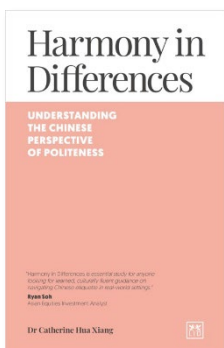
*** The follow-on book to Leader as Healer by Nicholas Janni, which was selected as the best business book of 2023.***

Nicholas Janni’s first ground-breaking book Leader as Healer won the overall Business Book Award in 2023. In this transformational book, Janni presented a new and necessary paradigm of leadership. He argued that leaders of today must also be empathic and therefore embodied; grounded and therefore intuitive; present and therefore awake, to face the scope and threats of 21st-century challenges.

Increasingly today we find ourselves surrounded by chaos, turbulence and existential threats. We are at a destiny-shaped moment for humanity that calls for a next level of consciousness, courage and compassion from business leaders, who have a chance to contribute to the common good. Leading in Chaos follows on the main themes of Janni’s first book, and encourages the leaders of today to take one step further on the journey of self-discovery and self-mastery. Today’s fast-changing, uncertain times call for leaders to develop new capacities of consciousness and to view leadership as a sacred vocation – to become a blessing in the world through presence, coherence and deep human connection.

About the author: Nicholas Janni is a transformational coach and leadership development expert. He teaches at Oxford University and the IMD Business School and is a co-founder of Matrix Development, an executive development consulting business. He lives in the UK and Puglia, Italy. Amy Elizabeth Fox is the CEO of Mobius Executive Leadership, which consults and trains business executives globally using its transformative leadership development methodology.

UK publication: February 2026
Length: 208 pages
Rights sold: India (English)
Review material is available



Harmony in Differences: An introduction to politeness in intercultural communication with China

*** Practical advice and techniques to help you communicate more effectively when operating in the Chinese culture.***

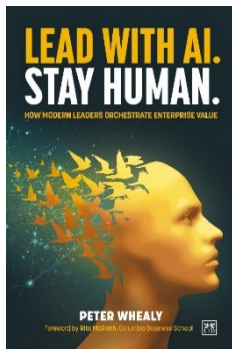
This is the second title in the “Navigating China” series of books written by leading experts in the field of international business and cross-cultural communications. The book examines the importance of “politeness” when communicating and doing business in China, and what you should and should not do to make your experience a success.

In the business world, politeness is more than just social etiquette – it’s a cornerstone of success. Relationships are at the heart of business, and politeness acts as the glue that keeps those relationships strong.

However, the way politeness is expressed can vary significantly across cultures, particularly for foreigners doing business in China. Politeness in China is deeply rooted in respect for hierarchy, relationships and cultural traditions. A simple business request in the West might be direct and efficient, but in China, it often requires more careful consideration of tone, humility and relational context. This book will help anyone doing business in or with China to navigate the hidden traps and understand how politeness works across cultures, which can then be the key to new opportunities.

About the author: Dr Catherine Hua Xiang is an established author and applied linguist. She is Head of East Asian Languages at LSE, Programme Director of LSE's BSc International Relations and Chinese course, as well as UK Director of LSE Confucius Institute for Business London. She is also a consultant to companies wishing to engage with China.

UK publication: March 2026
Length: 208 pages
Review material is available



LEAD WITH AI. STAY HUMAN.: How modern leaders orchestrate enterprise value

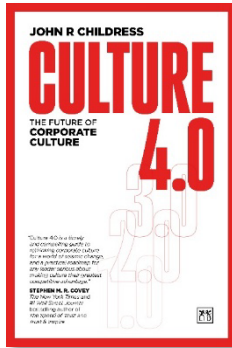
How to implement and use AI successfully and make yourself more essential to your company.

The rise of Artificial Intelligence has fundamentally rewired the economics of work, commoditizing analysis and streamlining coordination. For leaders, this presents a critical choice: attempt to compete with AI's speed and efficiency and risk becoming obsolete, or deliberately elevate the irreplaceably human capabilities of judgment, intuition, empathy and moral reasoning. This groundbreaking book argues that the fear isn't being replaced by AI systems, but that we risk replacing ourselves by failing to adapt our leadership paradigm.

This is not a book about bolting technology onto broken processes; it is a field guide for building a People-First approach that ensures sustained advantage. The author shows you how to augment human potential by redesigning work around human strengths and compounding trust through transparent decisions. The core of this transformation is the SPAR framework, a four-step sequence for mastering the capabilities that traditional leadership development simply doesn't address: (S) Strengthen Leadership Identity, (P) Partner with Intelligence, (A) Amplify Team Capability, and (R) Reshape for Flow. It will not just help you implement AI successfully; it will make you more essential to your organization.

About the author: Peter Whealy is the founder of Elevate Potential, a consultancy that helps organizations to elevate human potential in the AI age. He was previously a Partner at EY. He is based in Switzerland.

UK publication: March 2026
Length: 208 pages
Review material is available



CULTURE 4.0: The future of corporate culture

Written by a leading international expert and advisor in modern corporate culture and leadership.

Wide analyses of the forces and challenges that are reshaping the workplace – including hybrid working, AI, social media, cybercrime, demographic change, immigration.

Is your company's culture prepared for the future? Most business leaders already recognize that the old rules no longer apply. The world has shifted dramatically, and traditional, internally-focused models of corporate culture are no longer enough to succeed. This book is a definitive guide to navigating this new reality. It provides a strategic roadmap for building a resilient, adaptable and high-performing organization in a complex world. Childress argues that corporate culture is no longer a simple, internal matter – it's an interconnected ecosystem of both internal and external factors. He calls this new model Culture 4.0.

The book dives deep into the forces that are currently reshaping the workplace, from the challenges of hybrid work and the ever-present influence of social media to the disruptive power of AI and robotics. You'll gain a new perspective on how issues like cybercrime, global immigration, and the aging workforce are impacting your company's core identity. The book also provides actionable insights into how key functions like human resources and middle management are evolving to become cultural architects. It offers a blueprint for building a culture that not only attracts top talent but also drives superior business performance and customer loyalty.

About the author: John R Childress is an international advisor and expert in corporate culture and leadership development. He was previously President and CEO of the Senn-Delaney consulting firm. He is based in the UK.

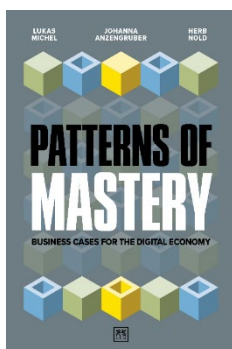
UK publication: February 2026
 Length: 240 pages
 Review material is available

PATTERNS OF MASTERY: Business cases for the digital economy

Empowers you to diagnose your company's current state and craft strategies to build capabilities needed for the future.

Based on extensive research undertaken by the authors of a wide range of sectors and companies with them.

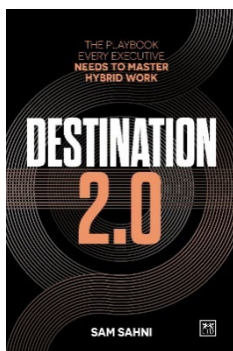
Mastery in the 21st-century digital economy demands a new approach. This book offers a groundbreaking guide for business leaders looking to navigate the complexities of this new era. Based on extensive research and proprietary tools like the Capability Profile and Leadership Scorecard, this book moves beyond outdated management techniques to provide a practical framework for success. It reveals how to identify your organization's dominant patterns – whether based on management style, growth stage, or industry – and then leverage that insight to overcome capability barriers that stifle growth and innovation.



The book is not just a theoretical exploration; it is a hands-on resource filled with actionable business cases. Through 21 detailed examples from diverse industries like Financial Services, Healthcare, Technology, and Education, you will gain a deep understanding of what truly drives performance. The book's unique application of the "digital twin" concept to management provides a visual, data-driven representation of your organization, helping you to "see around corners" and make informed, low-risk decisions. By adopting this dynamic approach, you can master complexity, anticipate change, and unlock sustainable competitive advantage.

About the authors: **Lukas Michel** is founder of Agility Insights, with over 30 years' senior executive experiences, supporting executives worldwide with agile management. **Johanna Anzengruber** is a professor of strategy & innovation at Vienna University of Economics & Business. Dr Herb Nold is a professor of business administration at Polk College, Florida.

UK publication: May 2026
Length: 320 pages
Review material is available



DESTINATION 2.0: The Playbook Every Executive Needs to Master Hybrid Work

Contains practical checklists, self-assessment tools, and actionable case studies from leading global companies.

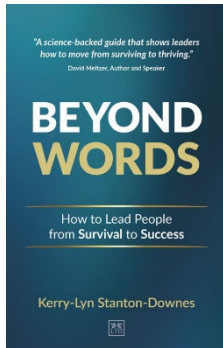
Important/essential reading for executives, workplace strategists, architects, HR professionals, and anyone committed to successful hybrid working.

The pandemic irrevocably transformed the world of work. Organizations face new complexities around hybrid work policies, real estate utilisation, sustainability mandates, and inclusivity goals. As organizations grapple with challenges stemming from changing work patterns, talent retention, and increased emphasis on sustainability and inclusivity, traditional strategies no longer suffice.

This original book addresses these challenges, offering solutions and a clear, proven path forward for leaders desperate to align their workplaces with the evolving demands of a modern, diverse workforce. Destination 2.0 offers a compelling blueprint to transform workplaces into productive, inspiring environments perfectly suited to today's hybrid work reality. Drawing from authoritative research, real-world insights and practical case studies, the book provides actionable solutions and clear implementation strategies to improve business performance and employee well-being.

About the author: **Sam Sahni** is a workplace strategy consultant and founder of Work Transformers. He served as Head of Strategy at Unispace. Prior to that, he was Head of Consulting with Morgan Lovell. He is based in the UK.

UK publication: March 2026
Length: 256 pages
Review material is available



BEYOND WORDS: How to lead people from survival to success

Drawing on ideas from psychotherapy, this book introduces a new paradigm for leadership that transcends mere language.

By embodying these principles, you will discover the key to solving virtually every pressing organizational problem.

The modern workplace is facing an epidemic of relational poverty, leading to burnout, disconnection, and organizations operating far below their true capacity. While mental health crises cost businesses billions, this book argues that these are merely symptoms. The true root cause is a pervasive, self-interested individualism that has isolated brains and eroded the fundamental human need for connection.

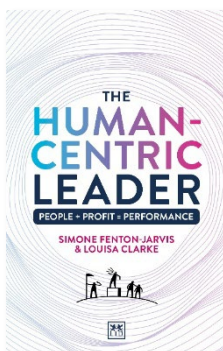
Drawing on the principles of relational psychotherapy, this book provides a radical new paradigm for successful leadership. Forget everything you thought you knew about communication; this isn't just about words. It delves into the process of relating – the felt experience of connection and disconnection – that truly defines successful teams. By showing that the brain is a relational organ, the book proves that our wellbeing, and therefore organizational performance, is embedded in shaping the vital space between people, and the meaningful interactions we have with our colleagues and teams.

About the author: Kerry-Lyn Stanton-Downes is an international speaker, author and business relationship expert. She is the founder of Be Relational and has spent 20 years guiding CEOs, entrepreneurs and executive teams. She is based in London.

UK publication: May 2026

Length: 296 pages

Review material is available



THE HUMAN-CENTRIC LEADER: A playbook for creating human-centric workplace cultures

Equips business leaders with the tools to navigate the complexities of modern leadership and to make a positive difference.

Written by two of today's leading advisors and practitioners in workplace design and culture.

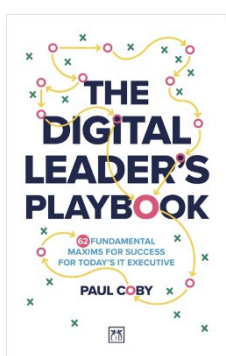
This is a comprehensive guide designed for business leaders seeking to build impactful and people-first organizations. The book delves into the core principles of leadership, exploring what it truly means to cultivate a thriving organizational culture. It bridges the gap between theory and practice, offering actionable advice grounded in solid leadership frameworks, ensuring readers understand both the "how" and the "why" behind effective cultural development. Through real-life stories and relatable experiences, the book makes complex concepts easily digestible, empowering leaders to navigate the challenges of modern workplaces and build more cohesive and productive teams.

This playbook addresses the urgent need for cultural transformation in today's work environment. It provides practical strategies to align intended and actual culture, closing the gaps that often hinder

organizational success. Crafting Cultures recognizes that employees are demanding change, challenging traditional notions of purpose, priorities and loyalty. It equips leaders with the essential skills and tools to meet these evolving expectations, fostering a human-centric approach that drives engagement, innovation and overall well-being.

About the authors: **Simone Fenton-Jarvis** is an award-winning workplace consultant and Group Director at VPOD. She is the author of *The Human-Centric Workplace (LID)*. **Louisa Clark** is an executive coach and founder of One Feather Coaching. They are based in the UK.

UK publication: May 2026
Length: 296 pages
Review material is available



THE DIGITAL LEADER'S PLAYBOOK: 62 fundamental maxims for success for today's IT executive

62 memorable and key rules to succeed as an IT executive.

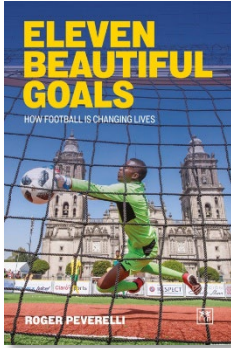
Written by a leading IT leader who offers battle-tested principles and solutions from over 25 years in the sector.

This practical guide, written by a seasoned technology leader with over 25 years of experience, is packed with real-world advice and battle-tested solutions. Whether you're a new or aspiring IT leader or a seasoned one, this book will equip you with the knowledge and tools you need to navigate the challenges of managing and transforming digitally your company or department.

The Digital Leader's Playbook is not your typical IT leadership book. It's a concise and easy-to-use reference guide filled with 62 key maxims – each one a shot of practical wisdom for becoming a successful tech leader. The author offers transferable insights and lessons from his successes working in technology leadership from sectors as varied as banking, retail, transport, chemicals and construction, and solving real-business challenges. As a result, readers will learn how to manage their team better, manage their time more effectively, introduce new technology and manage innovation, manage suppliers and business partners better, and engage with the technology that the company really values.

About the author: **Paul Coby** has over 25 years' experience in technology leadership. He is currently the CIO of Persimmon Homes, and was previously CIO of British Airways, John Lewis Partnership, and Johnson Matthey. He is a regular industry speaker and is based in the UK.

UK publication: January 2026
Length: 160 pages
Review material is available



ELEVEN BEAUTIFUL GOALS: How football is changing lives

Eleven stories from the world of football that's had a positive impact on society.

The stories include those from famous football clubs (Bayern Munich) and players (Johann Cruyff).

Football is the most popular sport in the world. It sometimes has its ugly side. But football also works its magic by inspiring positive change in communities all around the world. In the author's own football clubhouse, newcomers to the Netherlands follow Dutch language lessons. The boardroom has been turned into a place for after-school care for local kids. And recently, following their Thursday training, the author heard that two of his teammates were arranging for a young Syrian refugee to join their club soon – so he'll have something meaningful to do, and a place that makes him feel included.

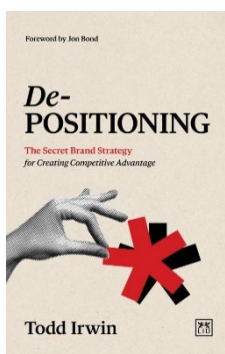
The author's club is by no means unique in this regard. Activities like these are happening at thousands of places around the world – probably tens of thousands. Countless initiatives are using the power of football to address issues such as fascism, racism, or homophobia; to promote gender equality, healthy living, or sustainability; to help homeless people or children with disabilities participate in society; or to keep vulnerable youngsters away from crime. This collection of 11 stories from the world of football is a small but powerful reflection of just how beautiful football really is.

About the author: Roger Peverelli is an author, adviser and speaker in financial services. He is also an amateur footballer and changemaker who seeks to help make a better society. He is based in Holland.

UK publication: December 2025

Length: 192 pages

Review material is available



De-Positioning: The Secret Brand Strategy for Creating Competitive Advantage

What is the secret brand strategy that the likes of Apple and Starbucks have adopted, but are reluctant to let the world know about? What is it that drives customers to choose your brand over the others? This book, by a leading branding practitioner and strategist, introduces the powerful strategy of De-Positioning that has been used by dominant brands.

De-Positioning is a branding strategy that addresses the most important things customers are looking for when they are on a buying journey: desires and pain points. In essence, De-Positioning is when you highlight a "positive feature" about a brand, and this positive feature shines a "negative light" on the competition. It highlights what your company can do for your customers that competitors cannot while appealing to their deepest needs, concern and desires. Your competitor's weaknesses create the customer need or pain — a gaping hole in the market. You fill that gap by providing a solution that relieves the customers' pain and satisfies their expectations.

By “de-positioning” your competitor, you gain advantage in your marketplace.

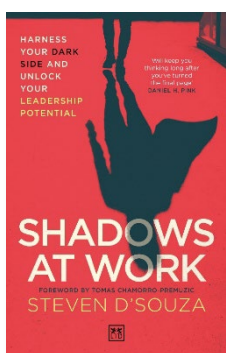
About the author: **Todd Irwin** is the founder and Chief Strategy Officer of Fazer, a leading New York-based brand strategy and creative agency, with focus in delivering competitive brand strategies.

UK publication: September 2025

Length: 172 pages

Rights Sold: German, Korean, Portuguese-Brazil, India (English)

Review material is available



SHADOWS AT WORK: Harness Your Dark Side and Unlock Your Leadership Potential

*****How to unlock hidden talents, creativity and untapped potential by embracing the full spectrum of your personality.*****

Are you ready to unleash your full potential as a leader? In *Shadows at Work*, the author invites you on a thrilling expedition into the depths of the human psyche, challenging conventional wisdom about leadership and personal growth. This isn't your typical leadership book. It involves a multifaceted exploration of the Shadow through psychological, biological, cultural and spiritual lenses. It invites you to confront uncomfortable truths about projection, defences and derailers while learning to bring your whole self to work and embrace the lessons of the Shadow life.

By acknowledging and integrating hidden traits and raising awareness of unconscious behaviour, more authentic, empathetic and effective leadership is possible. *Shadows at Work* reveals how embracing Shadows leads to profound personal and organizational transformation. This book isn't about wallowing in darkness. It's about accepting and integrating all aspects of yourself, becoming a more rounded and compassionate leader. Are you brave enough to step into the Shadows and emerge stronger on the other side?

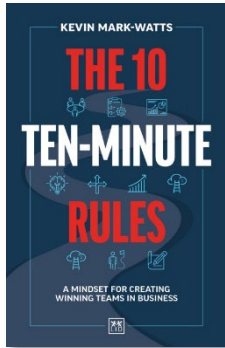
About the author: Steven D'Souza is an educator, coach and speaker. He has authored (or co-authored) six books, including the prize-winning *Not Knowing (LID)*. He was on Thinkers50's RADAR list and included in HR Magazine's "Most Influential" list.

UK publication: April 2025

Length: 224 pages

Rights Sold: Portuguese-Brazil

Review material is available



THE 10 TEN-MINUTE RULES: A mindset for creating winning teams in business

Based on a proven method of habitually dedicating 10 minutes each day for self-development.

This is a fast-track, cut-to-the-chase handbook for both experienced and new business leaders, that provides a unique and practical approach to creating and leading any team successfully. The book's powerful premise empowers individuals and teams to realize their potential and take charge of their own personal growth. Through emotional intelligence skills, the author shows how, but dedicating 10 minutes per day, you can master each of the 10 essential rules of team leadership.

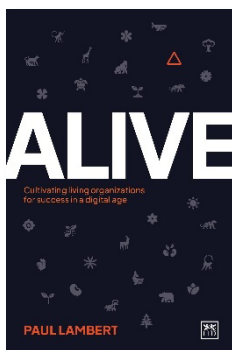
The 10 rules cover fundamental operational tools on team organization, communication channels and performance management. This is combined with a fusion of managing emotional regulation, developing social cultural influence and building motivational drivers. Each chapter provides clear directives for applying the 10 rules, with practical examples for building new habit plans. Combining business processes and behavioural science, this unique book will empower leaders and managers to become “best in class”.

About the author: Kevin Watts is a management consultant and mentor. He was previously Commercial and HR Director of the Premier League football club, Crystal Palace. He is based in Colchester, UK.

UK publication: December 2025

Length: 256 pages

Review material is available



ALIVE: Cultivating living organisations for success in a digital age

An important and original management book about how companies can succeed by being more human-centred.

Detailed case studies of companies that went through this transformation to become “living organisations” – and the key management lessons and tools.

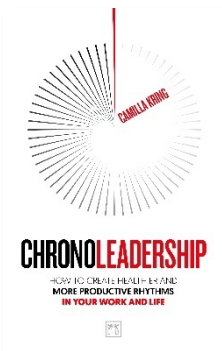
Our world is a rich and dynamic environment in which life moves through seasons and evolves over time. Our political, societal and economic life is permeated with major trends and movements affecting our lives and societies. However, in companies, this level of external disruption has been addressed with relatively conventional and static responses.

This original book offers an alternative to this stalemate through a fundamental shift in mindset. Organisations, like people, need to be seen as living, evolving organisms, resulting in different ways of structuring and leading companies. It is based on a human-centred model of organisation that encompasses Purpose, Mind, Body and Soul – reflecting the nature of the people who make up the company. The book begins with organisational purpose and values – asking the reader, “Why are you in business?” From there, the book goes on to show how this is brought to

life through an aligned strategy and capability (Mind), living structures and dynamic ways of working (Body) and a new mindset/culture (Soul).

About the author: Paul Lambert is a management consultant and founder of Living Work Consultant. He is also a Programme Director at Henley Business School. Prior to that, he was a Senior Partner at Korn Ferry and Prophet.

UK publication: April 2025
Length: 224 pages
Review material is available



CHRONOLEADERSHIP: How to create healthier and more productive rhythms in your work and life

An original book that explores the concept of chronobiology and how our sleep-wake rhythm affects our work and life.

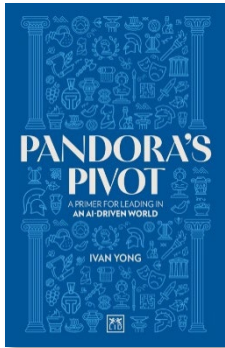
Provides concrete and practical advice about work and life design for morning persons and evening persons.

Humans are born with a circadian rhythm – a sleep-wake rhythm. Variations in human genes cause us to sleep and wake at different times of the day. Your circadian rhythm is, therefore, not something you choose. You are genetically predisposed to be either a morning person or an evening person. If we need an alarm clock to wake up in the morning, we are not only disrupting our sleep – we are living out of sync with our internal biological clocks. Living out of sync with our biological clocks makes us more vulnerable to infections, cancer, obesity, type 2 diabetes and cardiovascular disease. And at work, it makes us less productive and effective.

This book shows you how to use the knowledge of chronobiology to create healthier, more sustainable and more productive rhythms in the workplace. Knowledge-based societies require an inclusion of different circadian rhythms, and there is much to be gained for individuals, for companies, and for society if we let go of prejudices and create social acceptance and respect for our diversity in circadian rhythms. *Chronoleadership* is a new framework for creating attractive (and productive) workplaces for both morning persons and evening persons.

About the author: Camilla Kring is the founder of Super Navigators and helps people navigate their lives and build flexible and inclusive work cultures. She is based in Denmark.

UK publication: March 2025
Length: 160 pages
Rights Sold: German
Review material is available



PANDORA'S PIVOT: A primer for leading in an AI-driven world

*** A guide to navigating and thriving in the new landscape of artificial intelligence. ***

This book explores the huge shift facing business leaders as artificial intelligence transforms industries. More than just automating processes, AI now possesses the cognitive capacity to make critical decisions, processing vast amounts of data and generating insights that drive superior judgment.

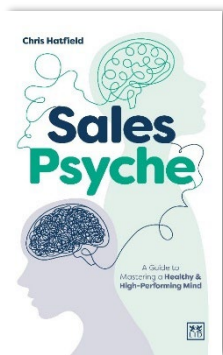
The book serves as a guide for navigating and thriving in this new landscape where AI influences every facet of business. It focuses on helping leaders renew their leadership qualities to gain a competitive edge, particularly in sales and revenue generation, within this AI-driven world. Uniquely, The Pandora Pivot draws parallels between the power of AI and ancient Greek mythology, offering practical insights through timeless stories. It reframes these myths to illuminate the challenges and opportunities AI presents to modern leadership. "Pandora", the first woman created by the gods under the instruction of Zeus, means "all gifted" or "gift to many". And just like Pandora, AI is all gifted and a gift to the world. The crucial choice facing business leaders is whether to master AI and leverage its potential, or to become subservient to its influence!

About the author: Ivan Yong is a sales coach, organizational psychologist and startup angel investor based in Hong Kong. He is the author of *The Pharaoh's Pitch* (LID).

UK publication: November 2025

Length: 224 pages

Review material is available



SALES PSYCHE: A Guide to Mastering a Healthy & High-Performing Mind

*** A unique book about sales and selling that focuses on mindset and other essential internal factors. ***

*** Includes contributions from over 20 leading practitioners and experts who share their experiences, challenges and stories. ***

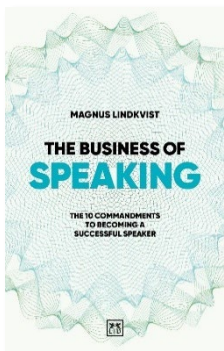
In the relentless world of sales, where targets loom large and rejection can be a constant companion, the toll on your mind is often underestimated. This book is a transformative resource in the challenging world of sales. Unlike traditional manuals fixated on skillsets, this book delves into the overlooked realm of mental and emotional tools, fostering a healthy and high-performing mindset essential for getting results and developing a career in sales.

The author addresses unspoken challenges in sales, offering essential insights, stories and tools to unlock full potential in mind management and nurture success. From overcoming limiting beliefs and reframing stress to building resilience, leveraging imposter syndrome and combating burnout—the silent sales killer – the book stands as a go-to resource for any salesperson. In fact, Sales Psyche is more than a guide – it's a

comprehensive resource for any salesperson wanting to build a successful and sustainable career.

About the author: Chris Hatfield is a sales coach who founded Sales Psyche, which works with some of the most high-performing multinational companies and individuals in the world, including Meta, Salesforce and Google. He is based in London, UK.

UK publication: November 2024
Length: 256 pages
Rights Sold: India (English)
Review material is available



THE BUSINESS OF SPEAKING: The 10 commandments to becoming a smart speaker

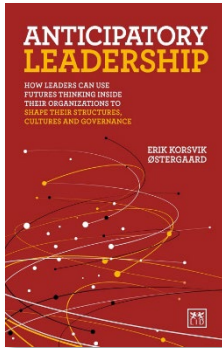
*** This guide is written by one of the world’s most in-demand business speakers who knows the speaking world inside-out. ***

A wide range of people – from consultants, coaches, executives to academics, authors, journalists and scientists – are also speakers today. Indeed, anyone with expertise, knowledge or the motivation can and should become a public speaker. But to become a successful speaker requires a certain savviness and understanding of what really oils the engine of the speaking world. Written by one of the world’s most in-demand business speakers, this book presents 10 essential rules to guide anyone who wants to launch themselves as a speaker.

“Thou shalt wander the earth and do a hundred bad speeches”, “Thou shalt prioritize exposure over fees”, “Thou shalt build a product, not a persona”, “Thou shalt seek the holy grail...of customer feedback” – this guide is the result of the author having done thousands of speaking gigs around the world and knowing the industry inside-out. Whether you intend to become a speaker in your own niche sector or want to travel the world speaking and spending only two weeks at home, this book contains proven strategies, smart advice and practical tips for turning your speaking ambition into a successful venture.

About the author: Magnus Lindkvist is a renowned trendspotter, futurist and award-winning speaker. He has been speaking globally for over 20 years and is the author of 8 books. He is based in Sweden.

UK publication: November 2024
Length: 192 pages
Review material is available



ANTICIPATORY LEADERSHIP: How leaders can use futures thinking inside their organizations to shape their structures, cultures and governance

*** This book provides essential tools and skillsets to help leaders design and create a company for future success. ***

Leadership and future-of-work expert Erik Korsvik Ostergaard's new book explores Futures Thinking and Strategic Foresight. It shows how these important processes can be used inside of organizations to support leaders in shaping and transforming their company structures, cultures and governance.

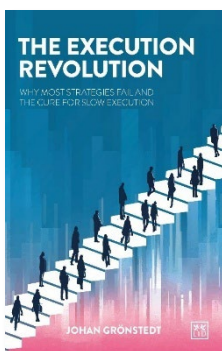
This important book helps business executives, managers and entrepreneurs to answer the following critical questions: How do I use my understanding of trends and signals in society and technology to design my organization, culture and governance? How do I look for signals inside my organisation? How do I challenge and revisit our assumptions and anticipations on which we build our view of the future? And what kind of leadership skills and style is required to be futures literate within my organisation? This book is essential for any leader participating in the tactical world of organizational change management. It builds on important academic approaches like Anticipation-for-Emergence, on business approaches like strategic foresight, and on real-life cases of tactical foresight in large companies and scale-ups.

About the author: Erik Korsvik Ostergaard is a renowned Futures Thinker who explores and evaluates current and upcoming trends within the future of work. He co-founded Good Morning April, which helps leaders design and build the workplace of the future. He is also the founder of Bloch&Ostergaard, a leadership advisory company. He is the author of *The Responsible Leader* and *Teal Dots in an Orange World (LID)*. He is based in Denmark.

UK publication: November 2024

Length: 224 pages

Review material is available



THE EXECUTION REVOLUTION: Why most strategies fail and the cure for slow execution

*** How to execute and deliver company strategies and plans on time and successfully. This book explores the key management aspects of strategy execution and how to navigate its complexities. ***

Company strategies and initiatives are crucial for success, yet an astonishing 80% of such initiatives fail in execution. Implementing and executing a strategy or initiative is one of the most challenging tasks for any manager or executive. This is a highly practical book that serves as a compass for managers and executives to guide them through the complexities of executing strategies for their business. The book empowers them with actionable insights, equipping them to lead their teams more effectively and drive tangible and timely results.

By addressing both the macro and micro aspects of management, the book aims to provide a holistic view that can transform not just individual managers, but entire management teams and, by extension, the

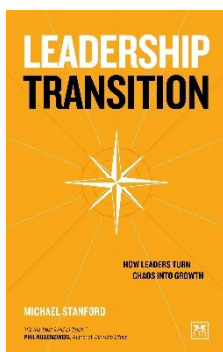
organizations they lead. It shows how managers can harness the power of prioritization, and to lead with purpose, passion, and precision. By embracing the principles of this book, managers can execute their plan with unwavering focus, even when the winds of change threaten to knock them off course.

About the author: Johan Gronstedt is a business consultant and the VP and Chief Product Officer of Howwe Technologies, a leading international technology company that helps companies with strategy execution. He is based in Stockholm, Sweden.

UK publication: September 2024

Length: 224 pages

Review material is available



LEADERSHIP TRANSITION: How leaders turn chaos into growth

*** The business world is moving increasingly fast – this book is a guide for leaders on how to make sense of the ever-changing and chaotic environment. ***

*** Based on author's research into the psychology of leading and growing through disruptive change, and his years as an educator and consultant. ***

Organizations are becoming more fluid and chaotic than ever before. Many leaders face deeply destabilizing experiences at a younger age than in the past. Popular writing on leadership transitions assumes that leaders are simply instruments of the business, and that the task of transitioning into a new role is primarily a task of becoming an even more useful instrument.

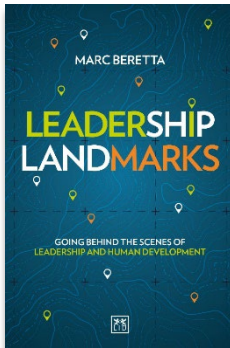
Leadership Transition is the first attempt to bring lessons from post-traumatic growth research into the realm of leadership development. The book is for leaders who are undergoing significant transitions in their work, either because they've been promoted to new positions or because their organizations are changing in important ways. It is a guide to help these leaders use uncomfortable and sometimes involuntary disruptions in their work to re-examine their leadership, to explore their values, to think creatively about the difference they want to make, and, ultimately, to grow.

About the author: Michael Stanford is a leadership development consultant and founder of Summit Leadership that assists organizations through times of significant change. He led the Transformational Leadership Practice at Korn Ferry. Prior to that, he was head of custom education at IMD where he spent nearly 20 years. Michael resides in Switzerland.

UK publication: July 2024

Length: 256 pages

Review material is available



LEADERSHIP LANDMARKS: Going behind the scenes of leadership and human development

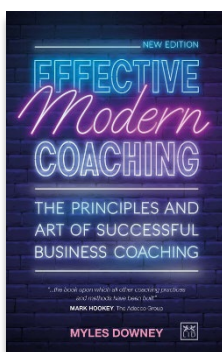
***The secrets behind great leaders and how they overcome their fears and obstacles. ***

Just like most people, CEOs and top executives have doubts, fears, questions, not to mention shortcomings. But most of the time, they want to hide them, even to those closest to them, probably to convince others – and above all themselves – that the situation is under control and that they are invincible. Yet no one is fooled: successive crises remind us that we must all deal with vulnerabilities, complexity, ambiguity and uncertainty.

Based on 20 years of coaching top executives, this book takes you behind the scenes of effective leadership and personal development. Far from being just a confessional list of vulnerabilities, the book will give you access to the secrets of great leaders in overcoming obstacles, staying healthy, promoting agility and autonomy, being eco-friendly, being demanding and fair, and developing kindness and empathy. In such uncertain times, this inspiring and enlightening book is a guide to helping leaders and managers to develop resources, awareness, self-confidence and skills – the key landmarks – for a new style of leadership, one that is kinder, more respectful and relevant to today's environment.

About the author: Marc Beretta is Academic Director for Executive Programs and an Affiliate Professor at HEC Paris, where he was Director of HEC Executive Coaching School. He has been coaching and developing executives for over 20 years and is CEO and Founder of Inis alga, a leadership development consultancy. He lives in Paris.

UK publication: June 2024
Length: 240 pages
Review material is available



EFFECTIVE MODERN COACHING: The principles and art of successful business coaching (NEW EDITION)

*** A business bestseller – over 30,000 copies sold worldwide. ***

*** New and updated edition of the bestselling guide to becoming a great business coach. ***

Written by one of the world's leading business coaches, the new and updated edition of this book provides authoritative and proven guidance and techniques for any manager, executive or indeed coach who wants to bring out the full potential of their employees and clients through coaching. Individual performance is a cornerstone of corporate performance and the need to achieve more – be that productivity or innovation – from less is becoming increasingly vital. Coaching is a demonstrably successful approach to helping individuals to perform to higher levels.

This classic and inspiring book aims to develop managers and executives into great coaches, who can transform the performance of individuals and teams in their organizations. The author looks at the art of coaching from

different perspectives and provides practical tips and models (such as the "Spectrum of Coaching Skills" and "GROW").

About the author: Myles Downey is recognized as one of the world's leading business coaches, and was part of the team that established The Alexander Corporation (acknowledged by The Economist as "the leading provider of executive coaching in Europe"). He is the author of Enabling Genius and The Enabling Manager (LID).

UK publication: April 2024
Length: 192 pages
Rights sold: Arabic
Review material is available



THE TRANSITION OF ORGANIZATIONS: Managing for growth at each stage of the organization's life cycle

*** All companies go through different stages in their life/growth cycle – this book provides crucial advice to business leaders for managing that. ***

Evidence suggests that only about 10% of start-ups and 30% of entrepreneurs make it beyond 5 years. Methods for control and leadership in the start-up or early growth stages are wildly different from those needed to successfully manage a complex organization consisting of multiple departments, divisions, product lines, or geographic spread. To succeed, business leaders should be aware of which stage their organization is in, the characteristics of the current stage, and the characteristics of the next stage.

This book explores various common patterns of management styles and then offers transition strategies to help managers to succeed in the digital economy. The authors guide leaders to prepare for these transitions by laying the foundations or infrastructure needed to prevent a crisis that inhibits further growth. They also provide leaders with a greater understanding of the growth framework, which will help leaders to manage better the development of their companies.

About the authors: Lukas Michel is founder of Agility Insights, with over 30 years' senior executive experiences, supporting executives worldwide with agile management. He is the author of six management books. Dr Herb Nold is a professor of business administration at Polk College, Florida. He holds a doctorate in management (organizational leadership).

UK publication: November 2023
Length: 256 pages
Review material is available



THE ART IN MARKETING BOOK: Why we need less science and more art in marketing

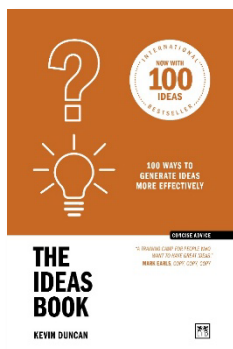
*** A powerful rallying cry to anyone working in marketing to rely less on data and science.. ***

This timely book challenges the prevailing notion that marketing is, or should be, a purely scientific discipline. Drawing inspiration from Germaine Greer's assertion that "Marketing is the art-form of the 20th century," Tasgal argues that marketing's relentless pursuit of scientific rigor – particularly its emulation of physics with its emphasis on universal laws, reductionism, and "arithmocracy" – has stifled its inherent artistic and cultural essence.

Tasgal issues a powerful rallying cry to marketers and communicators, urging them to reclaim creativity from the margins to which it has been relegated and re-integrate it into the core of their practice. He provocatively asks why creativity was cordoned off and assigned to a select group of "creatives," rather than being seen as fundamental to all marketing endeavours. The Art in Marketing Book offers a compelling path to heal the artificial divide between science and art in marketing, demonstrating how a deliberate shift back towards an art-centric approach can unlock greater saliency, differentiation, creativity, and profound insight for brands in today's complex marketplace.

About the author: Anthony Tasgal spent 20 years as an ad agency planner before setting up POV, a strategic brand consultancy. He is a Training Director for the CIM and a Visiting Lecturer at Buckingham, Nottingham Trent and Beijing Normal Universities.

UK publication: April 2026
Length: 160 pages
Review material is available



THE IDEAS BOOK: 100 ways to generate ideas more effectively (new edition)

100 of the most useful and proven methods for generating ideas which are already used by the smartest businesspeople and thinkers.

A bestselling self-development and business title over the past 10 years, by one of the world's bestselling business authors..

Ideas are the fuel of business, work and your career – it only takes one good one to make a difference. In this single, handy-sized volume – a bestseller that is now in its 10th anniversary – are 100 of the most useful diagrams and visual techniques, many of which are used by consultants, academics, MBA students and the smartest managers and entrepreneurs globally to help them think of and create great ideas.

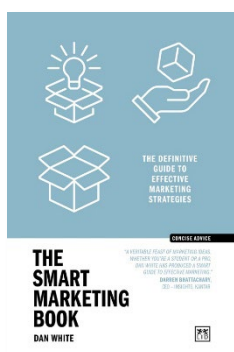
Structured into eight key parts (preparing to create ideas; generating ideas; understanding ideas; judging ideas; enacting ideas, explaining and selling ideas; having responsible ideas; top 10 ideas), the 100 methods are each visually presented and then explained in an accessible manner, including tips and advice on how you can apply them to your own situations.

About the author: Kevin Duncan is a business advisor, marketing expert and author of several bestselling business books, including the bestselling The Diagrams Book (LID) and The Smart Thinking Book (LID).

UK publication: March 2026

Length: 160 pages

Review material is available



THE SMART MARKETING BOOK: The definitive guide to effective marketing strategies

*** “A veritable feast of marketing ideas. Whether you’re a student or a pro, Dan White has produced a smart guide to effective marketing” – Darren Bhattachary, CEO – Insights, Kantar***

This book is a concise guide to all aspects of modern marketing. It is designed for new marketers wanting to build their understanding quickly and for seasoned professionals looking to fill gaps in their knowledge.

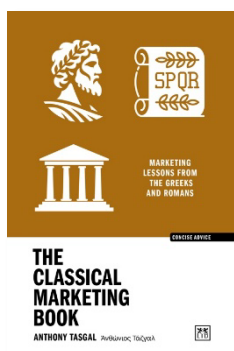
With crystal clear explanations of marketing concepts, ingenious frameworks and charming illustrations throughout, The Smart Marketing Book has become the indispensable handbook for anyone seeking to understand the secrets of great marketing and how to apply the latest thinking to drive business success.

About the author: Dan White is a trainer and consultant who has worked in the marketing and branding sector for over 30 years. He was previously Head of Expertise and MD of Corporate Development at Kantar. He is the author of The Smart Advertising Book, The Smart Branding Book and The Soft Skills Book (Concise Advice Series, LID). He lives in the UK.

UK publication: March 2025

Length: 160 pages

Review material is available



THE CLASSICAL MARKETING BOOK: Marketing lessons from the Greeks and Romans

Insights and lessons from the world of Ancient Rome and Greece to inform today’s marketing practice.

What marketing lessons can we learn from the Greeks and Romans, their mythology, philosophy and vocabulary? In this book, a marketing expert and lapsed classicist casts new light on marketing through an exploration of ancient Rome and Greece.

Expect to be enlightened and enthralled by why “author” comes from the same Latin word as “authority”, and what that tells us about storytelling. Why a segmentation based on Apollo and Dionysus might bring new insight to your comms. And why Socrates found out about cognitive dissonance the hard way. This book brings 2,000-year-old thinking, many of which formed the foundations of our society today, to provide creative and surprising insights into marketing and business today.

About the author: Anthony Tasgal spent 20 years as an ad agency planner before setting up POV, a strategic brand consultancy. He is a Training

Director for the CIM and a Visiting Lecturer at Buckingham, Nottingham Trent and Beijing Normal Universities.

UK publication: March 2025
Length: 160 pages
Review material is available



THE SMART PR BOOK: A practical guide to the art and craft of public relations

*** A practical and savvy guide to understanding and using PR in business effectively. ***

This is a concise and practical manual for understanding and implementing public relations campaigns and communications in today's business world.

Modern-day PR is both science and an art, strategy and execution, fact and finely tuned intuition. This book, written by a leading PR practitioner and educator, enables you to create the right mindset and build the necessary skills to meet the communications challenges that face most businesses. This includes mastery of the fundamentals of PR, cultivating unbridled curiosity and creativity, the art of listening, and never losing sight of the business objectives at hand.

About the author: Sandra Stahl is a recognized thought leader in PR strategy and audience connectivity. She is an experienced PR practitioner and teaches at the Brand & Integrated Communications graduate program at the City College of New York. She is based in New York, USA.

UK publication: February 2025
Length: 160 pages
Review material is available



THE CONSUMER BEHAVIOUR BOOK: Exploring the reasons why emotions are so important in decision-making

*** A practical guide that explains why consumers are not always rational and are inconsistent. ***

Neoclassical economics assumes that most people have well-defined preferences and make well-informed, self-interested decisions based on those preferences. But in the real world, this is often not the case. This book combines elements of economics and psychology to help you understand how and why consumers behave the way they really do.

Using behavioural economics as the foundation, the author explains the anomalies in consumer choices and what really influences human behaviour, preferences and decision-making. Often the case, emotional as well as economic factors play a vital role in behaviour. Therefore, behavioural economics can be an important aid to business and marketing strategies by understanding how consumer decisions can be influenced.

About the author: Anthony Tasgal is a marketing consultant and educator, who specializes in behavioural economics, insight and storytelling. Prior to

that, he was a planner for leading advertising agencies. He is the author of *The Storytelling Book* and *The Insight Book* (LID).

UK publication: June 2024
Length: 160 pages
Review material is available



THE SMART ADVERTISING BOOK: How to deliver advertising that grows your brand

*** A short and powerful guide to understanding advertising and running successful campaigns. ***

Brands today have a bewildering array of ways to communicate with their target audience. To succeed, brand owners need to know how to identify the best combination of media and how to create effective content. A lot of advertising is ill-chosen and poorly executed; understanding how to harness its potential provides strong competitive advantage.

This book offers guidance to company leaders, marketers and entrepreneurs in delivering effective advertising. It presents a summary of all the latest evidence and thinking about successful advertising in a clear, accessible way with inspiring examples and the author's trademark frameworks, analogies and hand-drawn illustrations.

About the author: Dan White is a trainer and consultant who has worked in the marketing and branding sector for over 30 years. He was previously Head of Expertise and MD of Corporate Development at Kantar. He is the author of *The Smart Marketing Book*, *The Soft Skills Book* and *The Smart Branding Book* (Concise Advice Series, LID). He lives in the UK.

UK publication: May 2024
Length: 160 pages
Review material is available