



**WRIGHT GRADUATE UNIVERSITY**  
*For the Realization of Human Potential*

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## Required Readings List

### Last Updated 4/13/23

Use this guide for purchasing the required readings you need for each course. Consult the program chart to know which courses are required for your program, then look below for the list of books for each course. For each course, the list will be up to date two weeks before the course opens so you may make your book purchases.

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MBA 172		MBA 164
MBA 182		MBA 165
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## MBA 100 - Integrative Learning and Transformational Development for Business Leadership

Cox, Elaine. *Coaching Understood: A Pragmatic Inquiry into the Coaching Process*. London: Sage, 2013.

Wright, Robert J., and Judith Wright. *Foundations of Lifelong Learning and Personal Transformation*. Chicago: Evolving Press, 2012.

Wright, Robert J., and Judith Wright. *Transformed! The Science of Spectacular Living*. Nashville: Turner Pub. Co., 2012.

Wright, Judith, and Bob Wright. *The Heart of the Fight: A Couple's Guide to Fifteen Common Fights, What They Really Mean, and How They Can Bring You Closer*. New Harbinger Publications, 2016.

## MBA 101 - Principles of Accounting and Finance

Frampton, Peter and Robilliard, Mark. *The Joy of Accounting*. London, UK: Wealthvox Press, 2020. (ISBN 9781735312927)

## MBA 102 - Principles of Economics

Hazlitt, Henry. 1981. *Economics in One Lesson: The Shortest and Surest Way to Understand Basic Economics*. New York, NY: Three Rivers Press. (ISBN 9780517548233)

## MBA 103 - Survey of Business Law

Emerson, Robert W. 2015. *Business Law*. 6th ed. Hauppauge, NY: Barron's Educational Series. (ISBN 9781438005119)

## MBA 112 - Foundations of Human Development & Emotional Intelligence for Transformational Business

Goleman, Daniel. *Emotional Intelligence*. New York, NY: Bantam Books, 2005. (ISBN 13: 978-0553383713)

Siegel, Daniel J. *The Developing Mind,: How Relationships and the Brain Interact to Shape Who We Are*. 3<sup>rd</sup> ed. New York: Guilford Press, 2020. (ISBN 13: 978-1462542758)

Mooney, Carol G. *Theories of Childhood: An Introduction to Dewey, Montessori,*

Erikson, Piaget and Vygotsky. St. Paul, MN: Redleaf Press, 2000. (ISBN 13: 978-1884834851)

Dass, Ram. *Be Here Now, Be Here Now, Be Here Now, Here Be Now, Be Nowhere Now: Remember*. San Cristobal, N.M: Lama Foundation, 1971. (ISBN 13: 978-0517543054)

Wright, Judith, and Bob Wright. *Transformed! The Science of Spectacular Living*. Nashville: Turner Publishing, 2012. (ISBN 13: 978-1618580757)

Wright, Judith, and Bob Wright. *The Heart of the Fight: A Couple's Guide to Fifteen Common Fights, What They Really Mean, and How They Can Bring You Closer*. Oakland, CA: New Harbinger Publications, 2016. (ISBN 13: 978-1626252578)

## MBA 122 - Foundations of Human Relationships for Transformational Business

Gilbert, Roberta M. *The Eight Concepts of Bowen Theory: A New Way of Thinking About the Individual and the Group*. Falls Church, VA: Leading Systems Press, 2004.

Johnson, Susan M. *Hold Me Tight: Seven Conversations for a Lifetime of Love*. New York: Little, Brown & Co, 2008.

Satir, Virginia. *The New Peoplemaking*. Mountain View, Calif: Science and Behavior Books, 1988.

Wright, Judith, and Bob Wright. *The Heart of the Fight: A Couple's Guide to Fifteen Common Fights, What They Really Mean, and How They Can Bring You Closer*. Oakland: New Harbinger, 2016.

## MBA 132 - Approaches to Developing Personal Power and Influence

Cuddy, Amy. *Presence*. New York: Little, Brown & Company, 2015. (ISBN-13: 978-1478930167)

Goleman, Daniel. *Social Intelligence*. London: Hutchinson, 2006. (ISBN-13: 978-0553803525)

Moorman, Chick. *Talk Sense to Yourself: The Language of Personal Power*. Portage, Mich: Personal Power Press, 1985. (ISBN-13 : 978-0961604608)

Rogers, Carl R. *On Becoming a Person: A Therapist's View of Psychotherapy*. Boston: Houghton Mifflin Company, 1961. (ISBN-13: 9780395081341)

Schutz, Will. *The Truth Option: A Practical Technology for Human Affairs*. Berkeley, Calif: Ten Speed Press, 1984. (ISBN-13 : 978-0898151077)

- Watts, Alan. *The Book: On the Taboo against Knowing Who You Are*. New York: Vintage Books, 1989. (ISBN-13: 978-0679723004)
- Wright, Robert J., and Judith Wright. *Foundations of Lifelong Learning and Personal Transformation*. Chicago: Evolving Press, 2012. (ISBN-13: 978-0984975907)
- Wright, Robert J., and Judith Wright. *The Heart of the Fight: A Couple's Guide to Fifteen Common Fights, What They Really Mean, and How They Can Bring You Closer*. Oakland, CA: New Harbinger Publication, 2016. (ISBN-13: 978-1626252578)
- Wright, Judith, and Bob Wright. *Transformed! The Science of Spectacular Living*. Nashville, Tenn: Turner Pub. Co, 2012. (ISBN-13: 978-1618580757)

## MBA 142 - Purpose, Mission, and Principles in Transformational Business

- Bakewell, Sarah. *At the Existentialist Café: Freedom, Being, and Apricot Cocktails with Jean-Paul Sartre, Simone de Beauvoir, Albert Camus, Martin Heidegger, Maurice Merleau-Ponty and Others*. New York: Other Press, 2016. (ISBN-13: 978-1590518892)
- Dispenza, Joe. *Evolve Your Brain: The Science of Changing Your Mind*. Deerfield, FL: Health Communications, 2007. (ISBN-13: 978-0757304804)
- Frankl, Viktor E. *Man's Search for Meaning: An Introduction to Logotherapy*. Boston: Beacon Press, 1992. (ISBN-13 : 978-0807029183)
- Newberg, Andrew, and Mark Waldman. *How God Changes Your Brain: Breakthrough Findings from a Leading Neuroscientist*. New York: Ballantine Books, 2010. (ISBN-13: 978-0345503428)
- Rogers, Carl R. *On Becoming a Person: A Therapist's View of Psychotherapy*. London: Constable, 2004. (ISBN-13: 978-1845290573)
- Siegel, Daniel J., *Mindsight: The New Science of Personal Transformation*. New York: Bantam, 2010. (ISBN-13: 978-0553386394)
- Or this video:** Siegel, Daniel J., "The Emerging Mind: How Relationships and the Embodied Brain Shape Who We Are." [www.thersa.org](http://www.thersa.org).  
<https://www.thersa.org/discover/videos/event-videos/2012/07/the-emerging-mind>
- Stretcher, Victor. *Life on Purpose: How Living for What Matters Most Changes Everything*. Harper One, 2016. (ISBN-13: 978-0062409607)
- Tillich, Paul. *The Courage to Be*. New Haven, CT: Yale University Press, 1952. (ISBN-13: 9780300002416)
- Wright, Judith, and Bob Wright. *The Heart of the Fight: A Couple's Guide to 15 Common Fights, What They Really Mean & How They Can Bring You*

- Closer*. Oakland, CA: New Harbinger, 2016. (ISBN-13: 978-1626252578)
- Wright, Judith, and Bob Wright. *Transformed!: The Science of Spectacular Living*. Nashville: Turner Pub. Co., 2012. (ISBN-13 : 978-1618580757)
- Wright, Judith. *The One Decision: Make the Single Choice That Will Lead to a Life of More*. New York: Jeremy P. Tarcher/Penguin, 2005. (ISBN-13: 978-1585424818)
- Wright, Robert J. *Business with Purpose: Beyond Time Management*. Boston: Butterworth-Heinemann, 1997. (ISBN-13 : 978-0750697996)

## MBA 172 - Group & Organization Dynamics for Transformational Business Leadership

- Bass, Bernard, and Ronald Riggio. *Transformational Leadership*, 2<sup>nd</sup> Ed. Mahwah, NJ: Lawrence Erlbaum Associates, 2006. (ISBN-10: 0805847618)
- Boyatzis, Richard, and Annie McKee. *Resonant Leadership: Renewing Yourself and Connecting with Others Through Mindfulness, Hope, and Compassion*. Boston, MA: Harvard University Press, 2005. (ISBN-13: 978-1591395638)
- Cartwright, Dorwin & Alvin Zander (Editors). *Group Dynamics: Research and Theory* (Third Edition). New York: Harper & Row, 1968. (Selections.)
- Glaser, Barney G. *Theoretical Sensitivity*. Mill Valley, CA: Sociology Press, 1978.
- OR**
- Glaser, Barney G. *Basics of Grounded Theory Analysis: Emergence vs. Forcing*. Mill Valley, CA: Sociology Press, 1992.
- Kottler, Jeffrey A. & Englar-Carolson, Matt. "Understanding Group Dynamics and Systems," in *Learning Group Leadership: An Experiential Approach*. London: Sage Publishing, 2015, pages 57-85.
- Northouse, Peter G. *Leadership Theory and Practice*. Los Angeles: Sage Publications, 2016. (ISBN-13 : 978-1483317533)
- Wright, Bob, and Judith Wright. *Foundations of Lifelong Learning and Personal Transformation*. Chicago: Evolving Press, 2012. (ISBN-13: 9780984975907)
- Wright, Judith. *Evolating! Living a Great Life. A Companion to Transformed! The Science of Spectacular Living*. Evolving Press, 2013.
- Wright, Judith, and Bob Wright. *Transformed! The Science of Spectacular Living*. Nashville, TN: Turner Publishing Company, 2013. (ISBN-13: 978-1618580757)
- Wright, Judith & Bob Wright. *The Heart of the Fight: A Couple's Guide to 15*

*Common Fights, What They Really Mean & How They Can Bring You Closer.*  
Oakland, CA: New Harbinger Publications, Inc., 2016.

## MBA 182 - Professional & Leadership Coaching for Transformational Business

- Cox, Elaine. *Coaching Understood: A pragmatic inquiry into the coaching process.* London: Sage, 2013. (ISBN-13: 978-0857028266)
- Fosha, Diana. "Emotion and Recognition at Work: Energy, Vitality, Pleasure, Truth, Desire, and the Emergent Phenomenology of Transformational Experience." In *The Healing Power Of Emotion: Affective Neuroscience, Development, And Clinical Practice*, ed. Diana Fosha, Daniel J. Siegel, and Marion F. Solomon, 172-204. New York: W.W. Norton & Co, 2009. (ISBN-13: 978-0393705485)
- Palmer, Stephen, and Alison Whybrow. *Handbook of Coaching Psychology: a Guide for Practitioners.* London: Routledge, 2019. (ISBN-13: 9781138775329)
- Rao, Paulette. *Transformational Coaching: Shifting Mindsets for Sustainable Change.* New York: True North Resources, 2013. (ISBN-13: 978-0984041138)
- Rock, David, and Linda J. Page. *Coaching with the Brain in Mind: Foundations for Practice.* Hoboken, N.J.: Wiley, 2009. (ISBN-13 : 978-0470405680)
- Siegel, Daniel J. "Emotion as Integration: A Possible Answer to the Question, What Is Emotion?" In *The Healing Power Of Emotion: Affective Neuroscience, Development, And Clinical Practice*, ed. Diana Fosha, Daniel J. Siegel, and Marion F. Solomon, 145-171. New York: W.W. Norton & Co, 2009. (ISBN-13: 978-0393705485)
- Wright, Robert. *Grounded Leadership: An Action Research Study*, PhD diss., Fielding Wright Foundation. *Wright Transformational Emergence Coaching Manual.* In-house, Chicago, 2010.
- Wright, Judith, and Bob Wright. *Transformed! The Science of Spectacular Living.* Nashville: Turner Publishing, 2012. (ISBN-13: 978-1618580757)
- Wright, Robert J. and Judith Wright. *Foundations of Lifelong Learning and Personal Transformation.* Chicago: Evolving Press, 2012. (ISBN-13: 978-0984975907)

## PL01 - Year of More: Nourishment & Self Care: Foundations of Emotional

## Intelligence

Wright, Judith, and Bob Wright. *Transformed! The Science of Spectacular Living*. Nashville: Turner Publishing, 2012. (ISBN-13: 978-1618580757)

## PL02 - Year of More: Robust Relationships: Foundations of Social Intelligence

Wright, Judith, and Bob Wright. *The Heart of the Fight: A Couple's Guide to Fifteen Common Fights, What They Really Mean, and How They Can Bring You Closer*. Oakland: New Harbinger, 2016

## PL03 Year of More: Personal Power

Wright, Judith, and Bob Wright. *Transformed! The Science of Spectacular Living*. Nashville: Turner Publishing, 2012.

Wright, Robert J. and Judith Wright. *Foundations of Lifelong Learning and Personal Transformation*. Chicago: Evolving Press, 2012

Wright, Judith. *The One Decision: Make the Single Choice That Will Lead To A Life of More*. New York: Jeremy P. Tarcher / Penguin, 2005.

Wright, Judith. *The Soft Addiction Solution: Break Free of the Seemingly Harmless Habits That Keep You from the Life You Want*. New York: J.P. Tarcher/Penguin, 2006.

Wright, Judith. *Living a Great Life: The Theory of Evolving*. PhD diss., Fielding Graduate University, 2008.

## PL04 Year of More: Purposeful Living & Leadership

None

## PL05 Group Process Training

None

## PL07 Personal Emergence Process

Wright, Judith and Bob Wright. *Transformed! The Science of Spectacular Living*. Nashville, Tenn: Turner Pub. Co, 2012. (ISBN-13: 978-1618580757)

Rogers, Carl R. *On Becoming a Person: A Therapist's View of Psychotherapy*. Boston, Ma: Houghton Mifflin Co, 1961. (ISBN-13: 978-0395081341)

## PL08 Coaching Lab

None

## MBA 151 - The Fundamentals of Business

Armstrong, Rich, and Steve Baker. *Get in the Game*. Charleston, SC: Advantage, 2019.

*The Get in the Game Workshop*. Great Game of Business, 2018.

Stack, Jack, and Bo Burlingham. *The Great Game of Business: the Only Sensible Way to Run a Company*. London: Profile Books, 2014.

Stack, Jack, and Bo Burlingham. *A Stake in the Outcome Building a Culture of Ownership for the Long-Term Success of Your Business*. New York: Doubleday, 2003.

## MBA 152 - Applied Leadership in Operations

Armstrong, Rich, and Steve Baker. *Get in the Game*. Charleston, SC: Advantage, 2019.

*The Get in the Game Workshop*. Great Game of Business, 2018.

Stack, Jack, and Bo Burlingham. *The Great Game of Business: the Only Sensible Way to Run a Company*. London: Profile Books, 2014.

Stack, Jack, and Bo Burlingham. *A Stake in the Outcome Building a Culture of Ownership for the Long-Term Success of Your Business*. New York: Doubleday, 2003.

## MBA 153 - Financial Analysis and Decision Making

Stack, Jack, and Bo Burlingham. *The Great Game of Business: the Only Sensible Way to Run a Company*. London: Profile Books, 2014.

Stack, Jack, and Bo Burlingham. *A Stake in the Outcome Building a Culture of*



*Ownership for the Long-Term Success of Your Business*. New York: Doubleday, 2003.

Armstrong, Rich, and Steve Baker. *Get in the Game*. Charleston, SC: Advantage, 2019.

*The Get in the Game Workshop*. Great Game of Business, 2018.

## **MBA 154 - Managing to Results**

Stack, Jack, and Bo Burlingham. *The Great Game of Business: the Only Sensible Way to Run a Company*. London: Profile Books, 2014.

Stack, Jack, and Bo Burlingham. *A Stake in the Outcome Building a Culture of Ownership for the Long-Term Success of Your Business*. New York: Doubleday, 2003.

Armstrong, Rich, and Steve Baker. *Get in the Game*. Charleston, SC: Advantage, 2019.

*The Get in the Game Workshop*. Great Game of Business, 2018.

## **MBA 155 - Markets and Uncertainty**

Stack, Jack, and Bo Burlingham. *The Great Game of Business: the Only Sensible Way to Run a Company*. London: Profile Books, 2014.

Stack, Jack, and Bo Burlingham. *A Stake in the Outcome Building a Culture of Ownership for the Long-Term Success of Your Business*. New York: Doubleday, 2003.

Armstrong, Rich, and Steve Baker. *Get in the Game*. Charleston, SC: Advantage, 2019.

*The Get in the Game Workshop*. Great Game of Business, 2018.

## **MBA 161 - Applied Sales and Marketing for Transformational Business Leadership 1**

Lyons, Richard, and Wright Robert. *Life as Sales, in process*.

## **MBA 162 - Applied Sales and Marketing for Transformational Business Leadership 2**

Pink, Daniel H. *To Sell is Human: the Surprising Truth about Persuading, Convincing,*

*and Influencing Others*. Canongate Books LTD, 2018.

### **MBA 163 - Applied Sales and Marketing for Transformational Business Leadership 3**

Weinzweig, Ari, Bob Wright, Ian Nagy, and Ryan Stiner. *Zingerman's Guide to Good Leading*. Ann Arbor, MI: Zingerman's Press, 2013.

### **MBA 164 - Applied Sales and Marketing for Transformational Business Leadership 4**

Palmer, Melina. *What Your Customer Wants and Can't Tell You: Unlocking Consumer Decisions with the Science of Behavioral Economics*. Miami, FL: Mango Media, 2021

### **MBA 165 - Applied Sales and Marketing for Transformational Business Leadership 5**

Lyons, Richard, and Wright Robert. *Life is Sales, in process*.

### **MBA 166 - Applied Sales and Marketing for Transformational Business Leadership 6**

Caponi, Todd. *The Transparent Sales Leader. How The Power of Sincerity, Science & Structure Can Transform Your Sales Team's Results*. Ideapress, 2022.

### **MBA 195 - MBA Capstone Project**

None