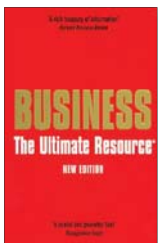


agendas most effectively use the help they receive?" It identifies the types

of advice and counsel most appropriate for specific challenges leaders face, as well as the kinds of advisers to whom they should turn. The most successful leaders benefit from varied counsel, and Ciampa offers guidelines for cultivating a balanced advice network matched to each leader's style and situation. The book also identifies the attitudes and behaviours that characterise great advice takers.

Business: The Ultimate Resource™ (New Edition)

List price \$110
AIM Member price
(Special 20% discount) \$88



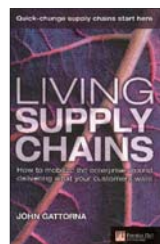
An international bestseller, this book is a one-stop reference and interactive tool covering

all aspects of today's world of work. Unique, authoritative, and wide-ranging, it offers practical and strategic advice for anyone doing business

today. Written with a team of world-class writers and editors, it is essential reading for everyone at work. Fully revised and updated and featuring 30 per cent new content, this book includes over 170 essays, over 40 new articles, checklists and action lists with more than 300 practical solutions to everyday business challenges.

Living Supply Chains: How To Mobilize the Enterprise Around Delivering What Your Customers Want

John Gattorna
List price \$79.95
AIM Member price \$71.95



The publisher FT Pearson has nominated *Living Supply Chains* for the FT Goldman

Sachs Global Business Book Award, and the MCA/Management Today Best Management Book Award.

The missing "ingredient" in today's whole-of-enterprise performance equation is the pivotal role played by human beings, both on the outside (in the form of customers/end users/consumers), and on the inside of an organisation

(in the form of boards, management and employees).

However, simply knowing more about human behaviour in a vacuum is not enough; rather, it is the linkages and interactions between the "hard" tangible assets and resources of an enterprise, and the "softer" human side that must be more fully comprehended and operationalised.

Snakes In Suits: When Psychopaths Go To Work

Paul Babiak, Ph.D. and Robert D. Hare, Ph.D.
List price \$39.95
AIM Member price \$35.95



This book is a compelling, frightening, and scientifically sound look at exactly how psychopaths

work in the corporate environment; what kind of companies attract them, how they negotiate the hiring process, and how they function day by day.

You'll learn how they apply their "instinctive" techniques to manipulate others – assessing potential targets, controlling influential victims, and abandoning those no longer useful – to business processes such as

hiring, political command and control, and executive succession, all while hiding within the corporate culture. A book you can't afford to miss if all of this sounds familiar.

In Great Company: Unlocking The Secrets Of Cultural Transformation

Quentin Jones, Dexter Dunphy, Rosalie Fishman, Margherita Larné, Corinne Canter
List price \$35
AIM Member price \$31.50



Research has shown that 67 per cent of change initiatives falter, and that while many

organisations know how to effect culture change, precious few actually do.

In this book, the authors examine five leading Australian companies that have successfully transformed their businesses, and delivered great results. They unlock the secrets of cultural transformation by exploring what skills, knowledge and processes are necessary to ensure culture change is successful, and challenge accepted paradigms about culture change.

>> AIM national top 10 business books

1. *Fish! A Remarkable Way To Boost Morale*, **S. Lundin**
2. *Guide To The Project Management Body Of Knowledge*, **PMI**
3. *Managers Guide To Workplace Coaching*, **D. Feldman**
4. *Memory Jogger II*, **Goal**
5. *Tao Of Coaching*, **M. Landsberg**
6. *Seven Day Weekend*, **R. Semler**
7. *Leadership Pipeline*, **R. Charan**
8. *Who Moved My Cheese*, **S. Johnson**
9. *Management Bible*, **J. Finger and N. Flanagan**
10. *One Minute Manager*, **K. Blanchard**

>> buy at AIM bookshops

CALL 13 16 48 OR CONTACT YOUR LOCAL AIM BOOKSHOP

ACT (LIMITED RETAIL BOOKSHOP)
1st Floor Deakin House
50 Geils Court
Deakin ACT 2600
www.aimbooks.com.au

Qld
Cnr Boundary and Rosa Streets
Spring Hill Qld 4000
www.managementbooks.com.au

SA (LIMITED RETAIL BOOKSHOP)
224 Hindley Street
Adelaide SA 5000
www.aimbooks.com.au

NSW
AIMBooks
215 Pacific Highway
North Sydney NSW 2060
www.aimbooks.com.au

Vic
181 Fitzroy Street
St Kilda Vic 3182
www.aimvic.com.au

WA
76 Birkdale Street
Floreat WA 6014
www.aimwa.com