

## Source

I got this list of best-selling HBR articles through our library. I am planning read (and in some cases re-read) the articles and post a summary. Hope it is useful to y'all.

- 1 [The Parable of the Sadhu](#) by Bowen McCoy, May/Jun 1997 (originally published 1983)
- 2 [What Is Strategy](#) by Michael Porter, Nov/Dec 1996
- 3 [Discipline of Building Character](#) by Joseph Badaracco, Mar/Apr 1998
- 4 [Hidden Challenge of Cross-Border Negotiations](#) by James Sebenius, Mar 2002
- 5 [Leading Change: Why Transformation Efforts Fail](#) by John Kotter, Jan 2007 (originally published Mar/Apr 1995)
- 6 [The Five Competitive Forces That Shape Strategy](#) by Michael Porter, Jan 2008
- 7 [What Makes a Leader](#) by Daniel Goleman, Jan 2004 (originally published Nov/Dec 1998)
- 8 [What Leaders Really Do](#) by John Kotter, Dec 2001 (originally published May/Jun 1990 )
- 9 [Harnessing the Science of Persuasion](#) by Robert Cialdini, Oct 2001
- 10 [Leadership That Gets Results](#) by Daniel Goleman, Mar/Apr 2000
- 11 [The CEO's Role in Business Model Reinvention](#) by Vijay Govindarajan and Chris Trimble, Jan/Feb 2011
- 12 [Creating Shared Value](#) by Michael Porter and Mark Kramer, Jan/Feb 2011
- 13 [Managing Oneself](#) by Peter Drucker, Jan 2005 (originally published Mar/Apr 1999)
- 14 [Discovering Your Authentic Leadership](#) by Bill George, Peter Sims, Andrew McLean, and Diana Mayer, Feb 2007
- 15 [Blue Ocean Strategy](#) by W. Chan Kim and Renee Mauborgne, Oct 2004
- 16 [Level 5 Leadership: The Triumph of Humility and Fierce Resolve](#) by Jim Collins, Jul 2005 (originally published Jan 2001 )
- 17 [Can You Say What Your Strategy Is?](#) by David Collis and Michael Rukstad, Apr 2008
- 18 [Discipline of Teams](#) by Jon Katzenbach and Douglas Smith, Jul/Aug 2005 (originally published Mar/Apr 1993)

19 [Managing Your Boss](#) by John Gabarro and John Kotter, Jan 2005 (originally published Jan/Feb 1980)

20 [Building Your Company's Vision](#) by James Collins and Jerry Porras, Sep/Oct 1996

21 [Hidden Traps in Decision Making](#) by John Hammond, Ralph Keeney, and Howard Raiffa, Jan 2006  
(originally published Sep/Oct 1998)

22 [Strategy & Society: The Link Between Competitive Advantage and Corporate Social Responsibility](#) by  
Michael Porter and Mark Kramer, Dec 2006

23 [Management Time: Who's Got the Monkey](#) by William Oncken and Donald Wass, Nov/Dec 1999  
(originally published Nov/Dec 1974)

24 [Why Should Anyone Be Led by You?](#) by Robert Goffee and Gareth Jones, Sep/Oct 2000

25 [Marketing Myopia](#) by Theodore Levitt, Jul/Aug 2004 (originally published Jul/Aug 1960)