

THE REFERENCE LIBRARY

Master Index

Thirty series · eighty-one papers · a map of the management canon

MASTER INDEX

A Furtherance reference compendium on the intellectual traditions behind organisational design, leadership, execution, and culture.

IN THIS PAPER

This index catalogues the complete Furtherance reference library: thirty series and eighty-one working papers mapping the principal intellectual traditions behind how organisations are designed, led, and run. Each paper profiles the defining theorists of one tradition – core thesis, framework, methodology, significance and critique – and closes with a synthesis for the operator. Papers are produced in colour and black-and-white variants.

People and Behaviour

SERIES 01 · MOTIVATION AND ENGAGEMENT

Paper	Title	Theorists
01/03	Content Theories of Motivation	Maslow · Herzberg · McClelland · Alderfer
02/03	Process Theories of Motivation	Vroom · Adams · Locke & Latham
03/03	Self-Determination and Modern Motivation	Deci & Ryan · Pink · Amabile · Grant

SERIES 02 · INFLUENCE AND PERSUASION

Paper	Title	Theorists
01/03	Foundations of Social Influence	Cialdini · Kelman · Milgram · Asch
02/03	Power and Dependence	French & Raven · Pfeffer · Kotter · Emerson
03/03	Applied Persuasion and Dialogue	Grenny et al. · Heath brothers · Berger

SERIES 03 · TRUST AND PSYCHOLOGICAL SAFETY

Paper	Title	Theorists
01/02	Interpersonal and Organisational Trust	Mayer, Davis & Schoorman · Rousseau · Kramer · Covey
02/02	Team Safety and Voice	Edmondson · Lencioni · Detert · Nembhard

SERIES 04 · TEAM EFFECTIVENESS

Paper	Title	Theorists
01/03	Structural and Compositional Foundations	Hackman · Katzenbach & Smith · Belbin
02/03	Process and Dynamics	Tuckman · Gersick · Marks, Mathieu & Zaccaro
03/03	Modern Empirical Evidence	Project Aristotle · Duhigg · Woolley · Pentland

SERIES 05 · LEADERSHIP STYLES AND THEORY

Paper	Title	Theorists
01/04	Trait and Behavioural Theories	Stogdill · Ohio State & Michigan · Blake & Mouton
02/04	Contingency and Situational Theories	Fiedler · Hersey & Blanchard · House · Vroom-Yetton
03/04	Transformational and Emotional Leadership	Burns · Bass · Conger & Kanungo · Goleman
04/04	Servant, Authentic and Post-Heroic Leadership	Greenleaf · George · Collins · Sinek

SERIES 06 · CONFLICT AND NEGOTIATION

Paper	Title	Theorists
01/02	Conflict Theory and Styles	Thomas-Kilmann · Follett · Deutsch · Rahim
02/02	Negotiation	Fisher & Ury · Raiffa · Malhotra · Voss

Culture and Identity

SERIES 07 · ORGANISATIONAL CULTURE

Paper	Title	Theorists
01/03	Culture as Shared Meaning	Schein · Deal & Kennedy · Trice & Beyer
02/03	Typologies and Measurement	Cameron & Quinn · Denison · Hofstede · Trompenaars
03/03	Culture Change	Kotter & Heskett · Schneider · Groysberg · Pfeffer

SERIES 08 · VALUES AND PURPOSE

Paper	Title	Theorists
01/02	Enduring Companies	Collins & Porras · Collins · Bower
02/02	Purpose in the Modern Firm	Sinek · Mackey · Henderson · Ellsworth

SERIES 09 · CHANGE MANAGEMENT

Paper	Title	Theorists
01/03	Foundational Models of Change	Lewin · Kotter · Bridges · Beckhard
02/03	Adaptive and Complexity Approaches	Heifetz · Snowden · Stacey
03/03	Individual Change and Implementation	Prosci ADKAR · Kegan & Lahey · Rogers

SERIES 10 · LEARNING ORGANISATIONS

Paper	Title	Theorists
01/02	Organisational Learning Theory	Argyris & Schön · Senge · Garvin · March
02/02	Knowledge and Communities	Nonaka & Takeuchi · Wenger · Polanyi · Brown & Duguid

Structure and Execution**SERIES 11 · ORGANISATIONAL DESIGN**

Paper	Title	Theorists
01/04	Classical Structural Theory	Weber · Mintzberg · Chandler · Woodward
02/04	Contingency and Design	Lawrence & Lorsch · Galbraith · Nadler & Tushman · Burton & Obel
03/04	Networks, Matrix, New Forms	Bartlett & Ghoshal · Ashkenas · Malone
04/04	Sociotechnical Systems and Self-Management	Trist · Emery · Cherns · Laloux · Semler

SERIES 12 · STRATEGY SCHOOLS

Paper	Title	Theorists
01/04	Positioning and Industry	Porter · Ghemawat · Grant
02/04	Resource-Based and Dynamic Capabilities	Barney · Wernerfelt · Teece · Prahalad & Hamel
03/04	Emergence, Cognition and Learning	Mintzberg · Weick · Rumelt
04/04	Modern Integrative Frameworks	Kim & Mauborgne · Martin · Lafley · Reeves

SERIES 13 · EXECUTION AND OPERATING RHYTHMS

Paper	Title	Theorists
01/02	Execution as a Discipline	Bossidy & Charan · Sull · Bungay · Wickman
02/02	Rhythms, Cadences and Objectives	Grove · Doerr · Beer

SERIES 14 · PROJECT AND PROGRAM MANAGEMENT

Paper	Title	Theorists
01/03	Traditional and Structured Methods	PMI · PRINCE2 · Turner · the waterfall origins
02/03	Lean, Agile and Iterative	Beck · Sutherland & Schwaber · Anderson · Reinertsen
03/03	Program, Portfolio and Megaproject	Flyvbjerg · Morris · Pellegrinelli · Turner

SERIES 15 · SYSTEMS THINKING AND DYNAMICS

Paper	Title	Theorists
01/03	Foundations of Systems Thinking	Bertalanffy · Ackoff · Churchman · Checkland
02/03	System Dynamics	Forrester · Sterman · Meadows
03/03	Cybernetics and Viable Systems	Beer · Ashby · Wiener · Maturana & Varela

SERIES 16 · LEAN AND OPERATIONAL EXCELLENCE

Paper	Title	Theorists
01/03	The Toyota Production System and Lean	Ohno · Womack & Jones · Liker
02/03	Quality Management	Deming · Juran · Ishikawa · Shingo
03/03	Constraints, Six Sigma and Process	Goldratt · Six Sigma · Hammer · Spear

SERIES 17 · DECISION-MAKING UNDER UNCERTAINTY

Paper	Title	Theorists
01/03	Behavioural Economics	Kahneman & Tversky · Thaler · Ariely · Sunstein
02/03	Naturalistic and Expert Judgement	Klein · Simon · Gigerenzer
03/03	Probability and Forecasting	Tetlock · Silver · Duke · Taleb

Growth and Markets

SERIES 18 · INNOVATION AND DISRUPTION

Paper	Title	Theorists
01/03	Innovation Dynamics and Diffusion	Schumpeter · Rogers · Moore · Utterback
02/03	Disruption and Incumbent Failure	Christensen · Anthony · Adner
03/03	Lean, Open and Search-Based	Ries · Blank · Chesbrough · von Hippel

SERIES 19 · PRODUCT AND CUSTOMER

Paper	Title	Theorists
01/02	Product Management Foundations	Cagan · Cooper · Perri · Torres
02/02	Jobs-to-be-Done	Ulwick · Christensen · Klement · Moesta

SERIES 20 · MARKETING AND BRAND

Paper	Title	Theorists
01/03	Classical Marketing Management	Kotler · Keller · Levitt · Aaker
02/03	Evidence-Based Marketing	Byron Sharp · Field & Binet · Ritson
03/03	Modern Positioning and Permission	Trout & Ries · Godin · Miller

SERIES 21 · SALES SYSTEMS

Paper	Title	Theorists
01/02	Consultative and Structured Selling	Rackham · Miller Heiman · Weinberg
02/02	Modern Buyer Research and the Challenger	Adamson & Dixon · Blount · Ross

SERIES 22 · PRICING AND VALUE

Paper	Title	Theorists
01/02	Pricing Strategy and Psychology	Nagle & Holden · Simon · Poundstone
02/02	Value-Based Pricing	Anderson · Ramanujam & Tacke · Skok

Governance, Risk and Capital

SERIES 23 · CORPORATE GOVERNANCE

Paper	Title	Theorists
01/03	Agency and Shareholder Theory	Berle & Means · Jensen & Meckling · Fama · Manne
02/03	Board Effectiveness	Cadbury · Charan · Sonnenfeld · Lorsch
03/03	Stakeholder and Modern Governance	Freeman · Mayer · Henderson · Bebachuk

SERIES 24 · RISK AND RESILIENCE

Paper	Title	Theorists
01/03	Enterprise Risk Frameworks	COSO ERM · ISO 31000 · Kaplan & Mikes
02/03	High-Reliability and Accidents	Perrow · Weick · Reason
03/03	Fragility and Antifragility	Taleb · Sheffi · Hollnagel

SERIES 25 · FINANCIAL MANAGEMENT FOR OPERATORS

Paper	Title	Theorists
01/02	Literacy and Statement Analysis	Berman & Knight · Higgins · Fridson
02/02	Capital Allocation and Value	Brealey, Myers & Allen · Rappaport · Damodaran · Thorndike

SERIES 26 · COMPENSATION AND REWARD DESIGN

Paper	Title	Theorists
01/02	Reward Theory	Lawler · Milkovich & Newman · Gerhart & Rynes
02/02	Incentives and Critiques	Kohn · Pfeffer · Pink · Deci

Adjacent Disciplines

SERIES 27 · AI IN THE ENTERPRISE

Paper	Title	Theorists
01/04	Capability and Adoption	Brynjolfsson & McAfee · Agrawal, Gans & Goldfarb · Iansiti & Lakhani
02/04	Alignment and Safety	Russell · Christian · Bostrom · Yudkowsky
03/04	Governance Frameworks	NIST AI RMF · EU AI Act · ISO/IEC 42001 · OECD
04/04	Organisational Implications	Suleyman · Mollick · Davenport

SERIES 28 · ETHICS AND STAKEHOLDER CAPITALISM

Paper	Title	Theorists
01/02	Shareholder versus Stakeholder	Friedman · Freeman · Jensen · Porter & Kramer
02/02	Purpose, ESG and the Modern Firm	Mayer · Henderson · Mackey · Polman

SERIES 29 · FOUNDER AND CEO PSYCHOLOGY

Paper	Title	Theorists
01/02	Founder Journeys and Dilemmas	Hamilton · Wasserman · Horowitz · Sutton
02/02	Executive Psychology and the Dark Side	Kets de Vries · Hogan · Maccoby · Kahneman

SERIES 30 · TIME, ATTENTION AND PERSONAL EFFECTIVENESS

Paper	Title	Theorists
01/02	Effectiveness and Prioritisation	Drucker · Covey · Allen · Eisenhower
02/02	Deep Work, Flow and Attention	Newport · Csikszentmihalyi · Hari

Companion · The Working Paper Series

Alongside the reference library, Furtherance maintains a five-paper compendium on stage and structural-developmental theory – the intellectual terrain behind executive capability, role design, and leadership transformation. The five papers are interdependent and constitute a single reference work; they are catalogued here as a companion to the library proper.

Paper	Title	Theorists
01/05	Cognitive Complexity	Piaget · Commons · Fischer · Jaques
02/05	Ego and Self Development	Loevinger · Cook-Greuter · Kegan · Torbert
03/05	Values and Worldview	Graves · Beck & Cowan · Wilber
04/05	Spiritual and Transpersonal	Aurobindo · Gebser · Steiner · Fowler
05/05	Adjacent and Organisationally Relevant	Argyris · Senge · Rooke & Torbert · Petrie · Eigel & Kuhnert · Laloux

FOR THE OPERATOR

The library comprises 81 papers across thirty series, with the five-paper Stage and Structural-Developmental Theory compendium as companion – eighty-six papers in all. Together they form a single reference architecture: theory identified by tradition, weighed by evidence, and closed with what it means for the operator.