

The Best-Sellers of 2005

The top-selling business books as reported in *BusinessWeek*

HARDCOVER BUSINESS BOOKS		MONTHS ON LIST	PAPERBACK BUSINESS BOOKS		MONTHS ON LIST
1	BLINK Malcolm Gladwell (Little, Brown • \$25.95) <i>Why snap judgments deserve careful consideration, by the author of The Tipping Point.</i>	12	1	GETTING THINGS DONE David Allen (Penguin • \$14) <i>Organizing your office and learning how to manage your time.</i>	21
2	THE WORLD IS FLAT Thomas L. Friedman (Farrar, Straus & Giroux • \$27.50) <i>Globalization is great—sort of, says a columnist for The New York Times.</i>	8	2	WHAT COLOR IS YOUR PARACHUTE? Richard Nelson Bolles (Ten Speed • \$17.95) <i>The 2005 edition of the enduring job-search bible.</i>	12
3	FREAKONOMICS Steven D. Levitt, Stephen J. Dubner (Morrow • \$25.95) <i>A University of Chicago economist examines crack gangs, the Ku Klux Klan, and more.</i>	9	3	THE SMARTEST GUYS IN THE ROOM Bethany McLean, Peter Elkind (Portfolio • \$16) <i>An adept account of Enron's implosion, by two writers from Fortune.</i>	8
4	WINNING Jack Welch with Suzy Welch (HarperBusiness • \$27.95) <i>How to succeed within a company, against your competition, and over the course of a career.</i>	9	4	J.K. LASSER'S YOUR INCOME TAX 2005 The J.K. Lasser Institute (Wiley • \$16.95) <i>Home-office deductions, marriage penalties, etc.</i>	6
5	COLLAPSE Jared Diamond (Viking • \$29.95) <i>From Easter Island to Central America, why civilizations fall apart, by a UCLA professor.</i>	12	5	THE MILLIONAIRE REAL ESTATE INVESTOR Gary Keller with Dave Jenks and Jay Papasan (McGraw-Hill • \$21.95) <i>Get the right attitude, then build your own empire.</i>	9
6	JIM CRAMER'S REAL MONEY James J. Cramer (Simon & Schuster • \$26) <i>The CNBC commentator's Ten Commandments of Trading—and speculation.</i>	9	6	THE ART OF POSSIBILITY Rosamund Stone Zander, Benjamin Zander (Penguin • \$14) <i>Rethinking your life, by a therapist and the conductor of the Boston Philharmonic.</i>	8
7	THE MONEY BOOK FOR THE YOUNG, FABULOUS & BROKE Suze Orman (Riverhead • \$24.95) <i>Career plans, credit cards, student debt, and more.</i>	9	7	THINK AND GROW RICH Napoleon Hill (Ballantine • \$7.99) <i>Willpower, good teammates, and a realistic plan are the keys to achieving wealth.</i>	10
8	SECRETS OF THE MILLIONAIRE MIND T. Harv Eker (HarperBusiness • \$19.95) <i>How your "personal money blueprint" shaps your financial destiny.</i>	10	8	THE ABCs OF REAL ESTATE INVESTING Ken McElroy (Warner Business • \$16.95) <i>Stories from the frontlines of the real estate industry.</i>	12
9	THE LITTLE RED BOOK OF SELLING Jeffrey Gitomer (Bard Press • \$19.95) <i>A syndicated columnist on why people buy, complete with cartoons and maxims.</i>	16	9	THE MILLIONAIRE REAL ESTATE AGENT Gary Keller with Dave Jenks and Jay Papasan (McGraw-Hill • \$19.95) <i>Models that can make a real estate career soar.</i>	17
10	START LATE, FINISH RICH David Bach (Broadway • \$25) <i>You can build a nest egg even if you wait until late in life to get started.</i>	5	10	CRUCIAL CONVERSATIONS Kerry Patterson, Joseph Grenny, Ron McMillan Al Switzler (McGraw-Hill • \$16.95) <i>Strategies for those all-important talks.</i>	8
11	CONSPIRACY OF FOOLS Kurt Eichenwald (Broadway • \$26) <i>Inside Enron's crumbling house of cards by a New York Times investigative reporter.</i>	5	11	INVESTING FOR DUMMIES Eric Tyson, MBA (Wiley • \$21.99) <i>The basics on real estate, the stock market, small business, and more.</i>	10
12	HOW FULL IS YOUR BUCKET Tom Rath, Donald O. Clifton, PhD (Gallup Press • \$19.95) <i>Accentuate the positive at work, says this Gallup Organization duo.</i>	15	12	THE ERNST & YOUNG TAX GUIDE 2005 Ernst & Young LLP (CDS Books • \$16.95) <i>Get out the 1099s and the W2 forms—and the calculator.</i>	4
13	THE FRED FACTOR Mark Sanborn (Currency/Doubleday • \$14.95) <i>A fable tells of the mailman's philosophy of work and life.</i>	13	13	THE INTELLIGENT INVESTOR, REVISED EDITION Benjamin Graham, with Jason Zweig (HarperBusiness • \$19.95) <i>The classic explanation of "value investing."</i>	12
14	THE 8TH HABIT Stephen R. Covey (Free Press • \$26) <i>In the new workplace, leaders must demonstrate trust, respect, and openness..</i>	8	14	GUNS, GERMS, AND STEEL Jared Diamond (Norton • \$16.95) <i>Why Western Civilization triumphed over all others, by a UCLA professor of geography.</i>	8
15	THE TOTAL MONEY MAKEOVER Dave Ramsey (Thomas Nelson • \$24.95) <i>Getting rid of debt and building up your rainy-day reserves.</i>	13	15	LEADERSHIP AND SELF-DECEPTION The Arbinger Institute (Berrett-Koehler • \$14.95) <i>A leader's motivation is what matters, says this business fable.</i>	2

BusinessWeek's Best-Seller List is based on a survey of chain and independent booksellers that carry a broad selection of books on economics, management, sales and marketing, small business, investing, personal finance, and careers. Well over 1,000 retail outlets nationwide are represented. Current rankings are based on a weighted analysis of unit sales from January through December, 2005.