

| <b>Bibliography –Recommended Reading</b>    |                          |
|---|--------------------------|
| <b>Title</b>                                | <b>Author</b>            |
| <b>Sales</b>                                |                          |
| Awaken the Giant Within                     | Anthony Robbins          |
| Be Your Own Life Coach                      | Fiona Harrold            |
| Close Close Close                           | John Fenton              |
| Cold Calling Techniques (That Really Work!) | Stephan Schiffman        |
| Influencing People                          | Roy Johnson & John Eaton |
| SPIN Selling                                | Neil Rackham             |
| Sun Tzu: The Art of War for Executives      | Donald G Krause          |
| The 6 Most Powerful Sales Questions         | Lawrence Leyton          |
| The 250 Sales Questions To Close The Deal   | Stephan Schiffman        |
| The Greatest Salesman in the World          | Og Mandino               |
| Unlimited Power                             | Anthony Robbins          |
| Who Dares Sells                             | Patrick Ellis            |
| Words That Sell                             | Richard Bayan            |
| <b>Management</b>                           |                          |
| Circle of Innovation                        | Tom Peters               |
| Coaching for Performance                    | John Whitmore            |
| Develop Your NLP Skills                     | Andrew Bradbury          |
| How To Get Ideas                            | Jack Foster              |
| High Five!                                  | K Blanchard & S Bowles   |
| The One Minute Manager                      | K Blanchard & S Johnson  |
| Leadership and The One Minute Manager       | K Blanchard              |
| The Seven Habits of Highly Effective People | Stephen Covey            |
| Who Moved My Cheese?                        | K Blanchard & S Johnson  |
| <b>General Business / Inspirational</b>     |                          |
| A Clear Eye for Branding                    | Tom Asacker              |
| Every Second Counts                         | Lance Armstrong          |
| Gung Ho!                                    | K Blanchard & S Bowles   |
| Maverick                                    | Ricardo Semler           |
| Rich Dad, Poor Dad                          | Robert T. Kiyosaki       |
| The Book of YO!                             | Simon Woodroffe          |
| The Empty Raincoat                          | Charles Handy            |
| The Entrepreneur's Book of Checklists       | Robert Ashton            |
| The Seven Day Weekend                       | Ricardo Semler           |