

Recommended Reading List

Line Management/Leadership

Title	Author
First Break All the Rules	Marcus Buckingham & Carl Coffman
Cracking the Sales Management Code	Jason Jordan
Turn the Ship Around (Book & Youtube video)	L. David Marquet
Start With Why (TED Talk)	Simon Sinek
The Coaching Habit (Book)	Michael Bungay Stannier
How to Tame Your Advice Monster (TED Talk)	Michael Bungay Stannier
Seven Habits of Highly Effective People	Dr Stephen Covey

Selling/Negotiation

Title	Author
To Sell is Human	Daniel Pink
SPIN Selling	Neil Rackham
Oversubscribed	Daniel Priestley
Influence: Science & Practice	Robert Cialdini
Selling with NLP	Kerry Johnson
Persuasion Engineering	Dr Richard Bandler
Getting to Yes	Roger Fisher
The Sales Acceleration Formula	Mark Roberge

Understanding Motivation/Listening

Title	Author
Drive: The Surprising Truth About What Motivates Us	Daniel Pink
Positive Intelligence	Shirzad Chamine
NLP at Work	Sue Knight
Practicing the Power of Now	Eckhart Tolle
A New Earth	Eckhart Tolle