

List of My Business Books

No.	Book Name	Author
1	HOW TO DEVELOP AND IMPLEMENT COMPETITIVE BUSINESS STRATEGY	PAUL ALLAN
2	Hospitality Business Development	Ahmed Hassanien
3	Essential Account Planning: 5 Keys for Helping Your Sales Team Drive Revenue	Mark Donnolo
4	SALES PROFESSIONAL: MARKETING AND SALES MANAGER: JOB INTERVIEW PREPARATION QUESTIONS & ANSWERSJOB INTERVIEW	Dylan Whit...
5	Negotiation for Procurement Professionals: A Proven Approach that Puts the Buyer in Control	Jonathan O'Brien
6	The Only Sales Guide You'll Ever Need	Anthony Iannarino
7	Selling to Anyone Over the Phone	Renee Walkup
8	The Business Book: Big Ideas Simply Explained	DK Publishing
9	Emotional Intelligence: Why It Can Matter More Than IQ	Daniel Goleman
10	The Science of Selling: Proven Strategies to Make Your Pitch, Influence Decisions, and Close the Deal	David Hoffeld
11	Ebook for Negotiation: Readings, Exercises, and Cases	Roy Lewicki
12	The 5 Levels of Leadership: Proven Steps to Maximize Your Potential	John C. Maxwell
13	Success Against the Odds: Five Lessons in How To Achieve the Impossible: The Story of Teach First	Brett Wigdortz
14	Building Successful Partner Channels: in the Software Industry	Hans Peter Bech
15	The Coaching Business Blueprint: Everything You Need To Start, Run, And Build A Professional Coaching Business	Kay Sanders

16	Coaching To Kickstart Personal Growth And Succes Now	I. Madison
17	The Coaching Habit: Say Less, Ask More & Change the Way You Lead Forever	Michael Bungay Stanier
18	Perfect Selling	Linda Richardson
19	Changing the Sales Conversation: Connect, Collaborate, and Close	Linda Richardson
20	Illuminate: Ignite Change Through Speeches, Stories, Ceremonies, and Symbols	Nancy Duarte
21	The Complete Guide to Sales Force Incentive Compensation: How to Design and Implement Plans That Work	Andris Zoltners
22	Aligning Strategy and Sales: The Choices, Systems, and Behaviors that Drive Effective Selling	Frank V. Cespedes
23	Service Design for Business: A Practical Guide to Optimizing the Customer Experience	Ben Reason
24	Competency-Based Training Basics (ASTD Training Basics Series)	William J. Rothwell
25	The Sales Acceleration Formula: Using Data, Technology, and Inbound Selling to go from \$0 to \$100 Million	Mark Roberge
26	Cracking the Sales Management Code: The Secrets to Measuring and Managing Sales Performance	Jason Jordan
27	Sales Forecasting: A Practical Guide	Mark Blessington
28	Mastering Technical Sales: The Sales Engineer's Handbook (Artech House Technology Management Library)	John Care
29	Fanatical Prospecting: The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling	Jeb Blount
30	Go From Zero to Hero on linkedin: Jump Start your Prospecting Success in as Little as 7 Days	David Cole

31	Sales Prospecting: The Ultimate Guide To Referral Prospecting, Networking, Social Contact Marketing, Telephone Prospecting, And Cold Calling	Claude Whitacre
32	Ethical Intelligence: Five Principles for Untangling Your Toughest Problems at Work and Beyond	Weinstein Phd
33	Better and Faster: The Proven Path to Unstoppable Ideas	Jeremy Gutsche
34	Exploiting Chaos: 150 Ways to Spark Innovation During Times of Change	Jeremy Gutsche
35	DK Essential Managers: How to Delegate	Robert Heller
36	The Busy Manager's Guide to Delegation (Worksmart Series)	Richard Luecke
37	Value Proposition Design: How to Create Products and Services Customers Want (Strategyzer)	Alexander Osterwalder
38	Establishing a System of Policies and Procedures: Basics of developing a policies and procedures program and using a writing format for policies and procedures	Stephen B. Page
39	The New Elevator Pitch: The Definitive Guide to Persuasive Communication in the Digital Age	Chris Westfall
40	Customer Service: A Practical Approach	Elaine K. Harris
41	Pricing Strategy: Tactics and Strategies for Pricing with Confidence	Warren D. Hamilton
42	The Psychology of Price: How to use price to increase demand, profit and customer satisfaction	Leigh Caldwell
43	Slide:ology	Nancy Duarte
44	Resonate: Present Visual Stories that Transform Audiences	Nancy Duarte
45	The Thin Book of Trust: An Essential Primer for Building Trust at Work	Charles Feltman
46	The SPEED of Trust: The One Thing that Changes Everything	Stephen M.R. Covey
47	Rebuilding Trust in the Workplace: Seven Steps to Renew Confidence, Commitment, and Energy	Dennis S. Reina

48	Trust and Betrayal in the Workplace: Building Effective Relationships in Your Organization	Dennis S. Reina
49	Store Design and Visual Merchandising: Creating Store Space That Encourages Buying	Marion Garaus
50	Store Design Blueprint: How to create a beautiful but profitable store	Romeo Richards
51	The Seven Keys to Managing Strategic Accounts	Sallie Sherman
52	Effective sops: Make Your Standard Operating Procedures Help Your Business Become More Productive (The Business Productivity Series Book 6)	Giles Johnston
53	Shift: Using Business Simulations and Serious Games: A Straightforward Guide for Corporate Training and Development	William Hall
54	Account Planning in Salesforce: Unlock Revenue from Big Customers to Turn Them into BIGGER Customers	Donal Daly
55	Selling Change	Brett Clay
56	Getting It Right: Business Requirement Analysis Tools and Techniques (Business Analysis Essential Library)	Kevin Brennan
57	The Marketing Gurus: Lessons from the Best Marketing Books of All Time	The Editors at Soundview Executive Book
58	All Marketers are Liars: The Underground Classic That Explains How Marketing Really Works--and Why Authenticity Is the Best Marketing of All	Seth Godin
59	Handbook For Writing Proposals, Second Edition	Robert J. Hamper
60	No Thanks, I'm Just Looking: Sales Techniques for Turning Shoppers into Buyers	Harry J. Friedman
61	RFPS's Suck! How to Master the RFP System Once and for All to Win Big Business	Tom Searcy
62	Business and Competitive Analysis: Effective Application of New and Classic Methods	Craig S. Fleisher
63	Reverse Innovation: Create Far From Home, Win Everywhere	Vijay Govindarajan

64	Seeing What's Next: Using the Theories of Innovation to Predict Industry Change	Clayton M. Christensen
65	The Tipping Point: How Little Things Can Make a Big Difference	Malcolm Gladwell
66	Blink: The Power of Thinking Without Thinking	Malcolm Gladwell
67	Understanding Michael Porter: The Essential Guide to Competition and Strategy	Joan Magretta
68	Designing for Growth: A Design Thinking Tool Kit for Managers (Columbia Business School Publishing)	Jeanne Liedtka
69	The Skilled Facilitator: A Comprehensive Resource for Consultants, Facilitators, Managers, Trainers, and Coaches	Roger Schwarz
70	Facilitator's Guide to Participatory Decision-Making	Sam Kaner
71	Gamestorming: A Playbook for Innovators, Rulebreakers, and Changemakers	Dave Gray