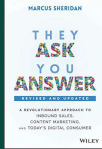


## List of Sales Books Explored for Preparation:-

### The Psychology of Selling

Brian Tracy

Increase your sales faster and easier than you ever thought possible



### They Ask You Answer

Marcus Sheridan

A Revolutionary Approach to Inbound Sales, Content Marketing, and Today's Digital Consumer



### SPIN Selling

Neil Rackham

The Best-Validated Sales Method Available Today



### Fanatical Prospecting

Jeb Blount

The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling



### Follow Up and Close the Sale

Jeff Shore

Make Easy (and Effective) Follow-Up Your Winning Habit



### The Challenger Sale

Matthew Dixon and Brent Adamson

Taking Control of the Customer Conversation



### To Sell Is Human

Daniel H. Pink

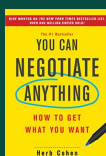
The Surprising Truth About Moving Others



### Objections

Jeb Blount

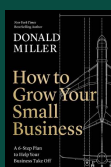
The Ultimate Guide for Mastering The Art and Science of Getting Past No



### You Can Negotiate Anything

Herb Cohen

Anything you want, you got it



### How to Grow Your Small Business

Donald Miller

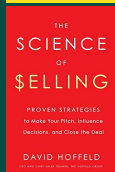
A 6-Part Strategy to Help Your Business Take Off



## The 1-Page Marketing Plan

Allan Dib

Get New Customers, Make More Money, And Stand Out From The Crowd



## The Science of Selling

David Hoffeld

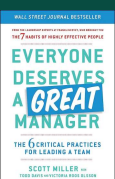
Proven Strategies to Make Your Pitch, Influence Decisions, and Close the Deal



## Leading Without Authority

Keith Ferrazzi with Noel Weyrich

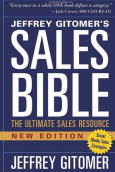
How the New Power of Co-Elevation Can Break Down Silos, Transform Teams, and Reinvent Collaboration



## Everyone Deserves a Great Manager

Scott Jeffrey Miller, with Todd Davis and Victoria Roos Olsson

The 6 Critical Practices for Leading a Team



## The Sales Bible

Jeffrey Gitomer

The Ultimate Sales Resource



## New Sales. Simplified.

Mike Weinberg

The Essential Handbook for Prospecting and New Business Development



## Sales EQ

Jeb Blount

How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal



## Every Job Is a Sales Job

Cindy McGovern

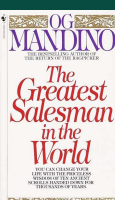
How to Use the Art of Selling to Win at Work



## Sales Management. Simplified.

Mike Weinberg

The Straight Truth About Getting Exceptional Results From Your Sales Team



## The Greatest Salesman in the World

Og Mandino

Unconventional secrets to becoming the best salesperson you can be