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BRENT ADAMSON is a managing director in the Sales and Marketing Practice of CEB. He is a coauthor of The Challenger Sale and a frequent contributor to the Harvard Business Review. MATTHEW DIXON is executive director of the Financial Services and Customer Contact Practices of CEB. He is a coauthor of both The Challenger Sale and The Effortless Experience and is a frequent contributor to the

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The Challenger Sale Taking Control of the Customer

Matthew Dixon is a managing director and Brent Adamson is a senior director with Corporate Executive Board's Sales Executive Council in Washington, D.C. About Corporate Executive Board By identifying and building on the proven best practices of the world's best companies, Corporate Executive Board (CEB) helps senior executives and their teams drive corporate performance.

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