# THE CHALLENGER SELL



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BRENT ADAMSON, coauthor of The Challenger Sale, is a principal executive advisor in the sales and marketing practice at CEB. MATTHEW DIXON, coauthor of The Challenger Sale and The Effortless Experience, is the group leader of the financial services and customer contact practices at CEB. PAT SPENNER is the strategic initiatives leader in the sales and marketing practice at CEB.

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