

Reading List

'What Everybody is Saying' - Joe Navarro & Marvin Karlins
'Flipnosis' - Kevin Dutton
'Watching the English' - Kate Fox
'Death by Meeting' - Patrick Lencioni
'5 Dysfunctions of a Team' - Patrick Lencioni
'Getting Naked' - Patrick Lencioni
'You Don't Say - Negotiating non-verbal communication between the sexes' - Audrey Nelson
'Body Language' - Teach Yourself Series
'Yes! - 50 Secrets from the science of persuasion' - Noah Goldstein, Steve J Martin & Robert Cialdini
'Confidence' - Rob Young
'Code Switching - how to talk so men will listen' - Claire Damken & Audrey Nelson
'Nudge' - Thaler & Sunstein
'Why Men Don't Listen & Women Can't Read Maps' - Barbara & Allan Pease
'The Definitive Book of Body Language' - Barbara & Allan Pease
'3D Negotiation' - David Lax & James Sebenius
'Winning Negotiations that Preserve Relationships' - 'The Results Driven Manager' series by Harvard Business School Press
'Perfect Pitch' - Jon Steel
'People Watching' - The Desmond Morris Guide to Body Language' - Desmond Morris
'Peacemakers' - Margaret Macmillan
'Persuasion' - James Borg
'Brilliant Selling' - Cassell & Bird
'Selling Skills for Complete Amateurs' - Bob Etherington
'Winning New Business' - Richard Denny
'Selling for Dummies' - The 'Dummies' series
'How to Win Friends & Influence People' - Dale Carnegie

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