

SalgsPiloternes kilde- og referenceliste:

Adler, Ken; ***The Lie Detectors - The History of an American Obsession***, Free Press, ISBN-10: 0803224591

Argyle, Michael: ***Bodily Communication***, Routhledge, ISBN 0-415-05114-2(pbk)

Ariely, Dan: ***Dollars and Sense***, Harper, ISBN 978 006 2651204

Ariely, Dan: ***Irrationally Yours***, Harper Perennial, ISBN 978 006 237 9993

Ariely, Dan: ***Predictably Irrational***, Harpercollins Publishers, ISBN-13: 9780007256532

Ariely, Dan: ***The (Honest) Truth About Dishonesty***, Harpercollins Publishers, ISBN-13: 9780007477319

Azoulay, Pierre. Zivin, Joshua S. Graf. Manso, Gustavo; ***Incentives and Creativity: Evidence from the Academic Life Sciences*** link: <http://pazoulay.scripts.mit.edu/docs/hhmi.pdf>

Bettger, Frank; ***How I raised my self from failure to success in selling***, Fireside, ISBN 978-0-671-79437-8.

Bonnichsen, Hans Jørgen; ***Tvivl På Alt Og Tro På Meget***, Rosinante & Co, ISBN 9-788763-825412

Boyatzis, Richard. McKee, Annie. Goleman, Daniel; ***Resonant lederskab***, Børsens Forlag, ISBN-10-87-7664-168-6

Brown, Derren; ***Tricks of the Mind***, Channel 4 Books, ISBN 9781905026357

Brown, Paul. Kingsley, Joan. Paterson, Sue; ***The fear-free organization***, KoganPage, ISBN 9780749472955

Buber, Martin: ***Jeg og Duß***, Hans Reitzels Forlag, ISBN 8741228197

By, Oddbjørn; ***Best of MEMO***, Olden forlag, ISBN 9788799369126

By, Oddbjørn; ***MEMO***, Bazar, ISBN 978-87-7604-126-7

Cabane, Olivia Fox; ***The Charisma Myth***, Penguin Business, ISBN 9780670922871

Cialdini, Robert B; ***Influence, the psychology of Persuasion***, Harpercollins Publishers, ISBN 9780061241895

Cialdini, Robert; ***Pre-Suasion – a revolutionary way to influence and persuade***, rh Books, ISBN: 9781847941411

Clausen, Tony Evald: ***Salgets Virkelighed***, ConCorazon, ISBN 9788799490301

Collett, Peter; ***The Book of Tells***, Bantam Books, ISBN 9780553814590

Covey, Stephen R.; ***7 Gode Vaner***, Gyldendal Business, ISBN 9788702-072990

Culleberg, Johan; ***Krise og udvikling***, Hans Reitzels Forlang, ISBN 87 412 32 445

Damasio, Antonio R.; ***Descartes' Error***, Quill, ISBN 0-380-72647-5

De Becker, Gavin: ***The Gift of Fear***, Delta, ISBN 9780440508830

Dixon, Matthew. Adamson, Brent; ***The Challenger Sale***, Penguin Business, ISBN 9780670922857

Eades, Keith M.; ***The New Solution Selling***, McGraw Hill, ISBN 0071435395.

Ekman, Paul; ***Emotions Revealed***, Orion Books, ISBN: 978075381765

Ekman, Paul; ***Telling Lies***, W.W. Norton, ISBN: 9780393337457

Frankl, Viktor E.; ***The Will to Meaning - Foundations and Applications of Logotherapy***, Plume, ISBN-13: 9780142181263

Frederiksen, Jens Kristian; ***Bevidsthedens Virkelighed***, Ca'Luna, ISBN: 9788790312701

Fisher, Roger. Ury, William; **Få "ja" når du forhandler**, Borgen, ISBN-13: 9788741854311

Fexeus, Henrik; **Lær at læse tanker**, People's Press, ISBN 978-87-7055-374-2

Frankl, Viktor E.; **Psykologi og eksistens**, Gyldendal, ISBN 87-00-14188-7

Gladwell, Malcom; **Blink, the power of thinking without thinking**, Penguin Books, ISBN 978-0-14-101459-3

Goldstein, Noah J. Martin, Steve J. Cialdini, Robert B; **YES! 50 Proven Ways to Be Persuasive**, Simon and Schuster, ISBN 9781416576143

Goleman, Daniel; **Følelsesmæssig intelligens i lederskab**, Lindhardt &og Ringhof, ISBN: 9788775539932

Goleman, Daniel; **Følelsernes intelligens**, Gyldendal Business, ISBN: 9788721005139

Goleman, Daniel; **Hjernen og den følelsesmæssige intelligens**, Gyldendal Business, ISBN ISBN: 9788702136920

Goleman, Daniel; **Ledelse med følelsesmæssig intelligens**, Gyldendal Business, ISBN: 9788702136906

Goleman, Daniel; **Social intelligens**, Gyldendal Business, ISBN: 9788721021641

Gøtzsche, Peter; **Dødelig psykiatri og organiseret fornægtelse**, People's Press, ISBN: 9788771596083

Hald, Camilla.Vrist Kira; **Om at opdage**, Samfundslitteratur, ISBN 9788759317075

Hugdahl, Kenneth; **Psychophysiology**, Harvard University Press, ISBN 0-674-00561-9

Hughes, William; **Investigative Interviewing**, Oxofrd University Press, ISBN 978-0-19-921409-9

Hume, David; ***En undersøgelse af moralens principper***, Forlaget ANIS, ISBN 9788774575146

Höss, Rudolph. Levi, Primo. Pollinger, Andrew. Paskuly, Steven; ***Death Dealer - The Memoirs of the Ss Kommandant at Auschwitz***, Da Capo Pr, ISBN-13:9780306806988

Johnson, Spencer. Wilson, Larry: ***The One Minute Sales Person***, William Morrow. ISBN: 9780060514921

Kabat-zinn, Jon; ***Wherever You Go, There You Are***, Piatkus, ISBN 978-0-7499-2548-2

Kabat-zinn, Jon; ***Mindfulness For Beginners***, Sounds True, ISBN 978-1-60407-658-5

Kahneman, Daniel. Tversky, Amos; ***Choices, Values, and Frames***, Cambridge University, Press 2000 ISBN 0-521-62749-4

Kahneman, Daniel; ***Thinking Fast And Slow***, FSG Books, ISBN 978-0-374-27563-1

Kaufman, Geir. Kaufmann, Astrid; ***Psykologi I organisation og ledelse***, Akademisk Forlag, ISBN 9788750039310

Khallash, Sally; ***Beslutningsstrategi. Adfærdsøkonomi som katalysator for vækst***, Jurist- og Økonomiforbundets forlag, ISN 978-87-574-3551-1.

Knudsen, Christian; ***Økonomisk Psykologi***, Samfundslitteratur, ISBN 9788759315767.

Kolenda, Nick; ***Methods of Persuasion***, ISBN 9780615815657

Kreis, Mette. Hoff, Helge. Befrage, Henrik. Hart, Stephen; ***Psykopati***, Hans Reitzels Forlag, ISBN 9788741256658

Krogerus, Mikael. Tschäppeler, Roman; ***The Decision Book***, Profile Books, ISBN 9781846683954

Lansley, Cliff; ***Getting to the Truth***, Emotional Intelligence Academy Ltd., ISBN 9781527206342

Larayne, Harry. Lucas, Jerry: **The Memory Book**, Ballantine Books, ISBN 9780345410023

Latour, Anne. Filtenborg, Jørgen; **Kommunikation og personlig udvikling**, Klim, ISBN 8779551947

Malhotra, Deepak. Bazerman, Max H.; **Negotiation Genius**, Bantam Books, ISBN 9780553384116

Meyer, Pamela. **Liespotting**; St. Martin's Griffin, ISBN 9780312611736

Machiavelli, Niccoló; **Drøftelser**, Helicon, ISBN-13: 9788798635987

Machiavelli, Niccoló; **Fyrsten**, Borgen, ISBN-13: 9788741854892

Machiavelli, Niccoló; **Krigskunsten** (L'arte della guerra), Forsvarsakademiets forlag, ISBN: 978-87-7147-003-1

Mikkelsen, Thea; **Følelserne er fornuftige**, Illustreret Videnskab nr.1/2010 s. 40.

Morgen, Sharon Drew, **Dirty Little Secrets**, Morgan Publishing, ISBN 0-9643553-9-6

Morgen, Sharon Drew, **Buying Facilitation: The New Way to Sell That Influences and Expands Decisions**, ISBN 0-9643553-0-2

Morris, Desmond; **People Watching**, Vintage, ISBN 9780099429784

Münster, Morten; **Jytte fra Marketing er desværre gået for i dag**, Gyldendal Business, ISBN 9788702243581

Münster, Morten Sehested; **Personlig Indflydelse**, Frydenlund, ISBN 9788771181463

Navarro, Joe: **What Every Body Is Saying**, Morrow, ISBN 9780061438295

Nissen, Mark Aarøe; **Super Hukommelse**, Gyldendal, ISBN 978-87-02-14946

Nutt, Robert H.; ***How To Remember Names and Faces: How To Develop A Good Memory***, Kessinger Publishing, ISBN 1417991976

Nørmark, Dennis; ***Kulturforståelse for stenalderhjernener***, Det Andersenske Forlag, 9788792240187

O'Neil, John; ***Aikido leadership***, Harmony Books, ISBN 0517705753

Orloff, Judith; ***Positiv Energi***, 2004 Ashehoug Dansk Forlag ISBN 87-11-26042-4

Pinker, Steven; ***How The Mind Works***, Penguin, ISBN 978-0-1402-4491-5

Pease, Allan; ***Kroppens sprog og signaler***, Lindhardt og Ringhof ISBN 87-427-0335-2

Pease, Allan; ***Write language***, HarperCollins Publishers Pty. Ltd. ISBN 1-920816-00-3

Pease, Allan. Dunn, Paul; ***Questions are the answers***, Pease International Pty. Ltd.

Pease, Allan. Garner, Allan; ***Talk language***, Pease International Pty. Ltd. ISBN 1-920816-03-8

Pease, Allan & Barbara; ***Hvorfor mænd ingenting fatter og kvinder altid mangler sko***, Lindhardt og Ringhof ISBN 87-595-2579-7

Pease, Allan & Barbara; ***Hvorfor mænd ikke hører efter og kvinder ikke kan læse kort***, Lindhardt og Ringhof ISBN 978-87-7984-032-4

Pease, Allan & Barbara; ***Easy peasey - People skilles for life***, Pease International Pty Ltd. ISBN-13 978-1-920816-16-X

Pease, Allan & Barbara; ***Kropssprog***, Bogens Forlag, ISBN 978-87-21 02691-2

Pennebaker, James W; ***The Secret Life of Pronouns***, Bloomsburry Press, ISBN 9781608194964

Poundstone, William; ***How to predict the unpredictable***. Oneworld, ISBN 9781780747200

Rahula, Walpola; ***What the Buddha Taught***, Grove Pr, ISBN13:9780802130310

Ramsøy, Dr. Thomas Z.; ***Introduction to neuromarketing & consumer neuroscience***, Neurons Inc., ISBN 9788799760206

Rassing, Steen; ***Offertrekanten den dysfunktionelle dans***, Steen Rassing, ISBN: 978-87-996861-0-0”

Rock, David; ***Your Brain at Work***, Harper Business, ISBN 9780061771293

Rowland, Ian; ***The Full Facts book of Cold Reading***, Full Facts Books, ISBN9780955847608

Sandler, David H; ***You can't teach a kid to ride a bike at a seminar***, Bay Head, ISBN 0967179904

Shermer, Michael; ***The believing brain***, Constable And Robinson, ISBN-13: 9781780335292

Siegel, Daniel J: ***Mindsight***, Bantam Books, ISBN 9780553386394

Steiner, Claude. Perry, Paul; ***Lær at læse følelser***, ISBN 87604906

Strand, Frederik; ***Jagten på morderne stopper aldrig***, Lindhardt og Ringhof, ISBN 9788711699843

Svendsen, Gert Tinggaard: ***Tillid***, Aarhus Universitet, ISBN: 9788771240719

Thomsen, Ane Søndergaard; ***Beslutningsprocesser***, Bachelor of Science thesis, Aalborg Universitet, link: http://www.koap.aau.dk/KOAP_Dokumenter/Ane_Beslutningsprocesser.pdf

Ury, William; ***Gør nej til ja når du forhandler***, Borgens Forlag, ISBN 87-21-02830-3

v. Zernichow Borberg, Hjarn; ***Nydansk – er nydanskere og danskere virkelig så forskellige?***, Multivers, ISBN 978-87-7917-272-2

Vrij, Aldert; ***Dececting Lies And Deceit***, Wiley, ISBN 978-0-470-51625-6

Walsch, Neale Donald; ***Conversations With God***, Hodder and Stoughton
ISBN 87-7759-020-10340693258

Ware, Bronnie: ***The Top Five Regrets of the Dying***, Hay House, ISBN 978
184850 9993

Wilde, Stuart: ***Livet er ikke skabt til kamp***, Sphinx ISBN 87-7759-020-1

Wilde, Stuart; ***Kunsten Ved Penge Er At Ha´ Dem***, Sphinx ISBN
87-7759-068-6