

## **SalgsPiloterne & MenneskeKenderens 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: *Misbelief*, Heligo Books, ISBN 9781785120770

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>

Bach Richard; *Illusions - The Adventures of a Reluctant Messiah*, dell, ISBN 9780440204886

Bach Richard; *Messiah's Handbook*, Rainbow Ridge, ISBN 9781937907648

Bengtsson, Annette Klausen; *At lede opad - få succes med din chef*, Jurist- og Økonomiforbundets Forlag. ISBN 978-87-574-3407-1

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



Borch, Ole; *Ny i Bestyrelsen*, Frydenlund, ISBN 9788771185980

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 Du*, 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 Inc, ISBN 9780061241895

Cialdini, Robert B; *Influence, New and Expanded*, Harpercollins Publishers Inc, 9780063138797

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

Dostojevskij, Fjodor; **Kældermennesket**, Lindhardt og Ringhof, ISBN 9788711902349

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

Emerald, David; **The Power of TED**, ISBN-13: 9780996871808

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

Flyvbjerg, B., & Gardner, D.; **How Big Things Get Done**, Pan Macmillan, ISBN 1035018969, ISBN 9781035018963

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 & 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

Hougen, Hans Petter. Isager-Nielsen, Bent; *De 7 dødssynder*, Lindhardt og Ringhof, ISBN 9788711694664.

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

Hughes, William; *Investigative Interviewing*, Oxford 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

Kahneman, Daniel. Sunstein, Cass R. Sibony, Olivier; **Støj - Sådan træffer du bedre beslutninger**, Lindhardt og Ringhof, ISBN: 9788711902721

Karpman, Stephen B.: **A Game Free Life. The definitive book on the Drama Triangle and Compassion Triangle by the originator and author**, ISBN-10 0990586707

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***, Kolenda Entertainment, LLC, ISBN 9780615815657

Kottler, Jeffrey A.; ***The Assassin and the Therapist***, Taylor & Francis Ltd, ISBN 978-0-415-80064-8

Kottler, Jeffrey A.; ***The Secret of Exceptional Counselors***, Wiley, ISBN 978-1-55620-378-7

Kottler, Jeffrey A.; ***What you don't know about leadership - but probably should***, Oxford University Press USA, ISBN 9780190620820

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

Lovell, Simon; ***How to Cheat at Everything***, Thunder's Mouth Press, ISBN 9781560259732

Løgstrup, K.E.; ***Den etiske fordring***, Klim, ISBN 9788779557147

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



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

Maurer, David W.; ***The Big Con - the story of the Confidence Man***, ISBN 9780385495387

McClish, Mark; ***I know You Are Lying***, The Marpa Group, ISBN 978-0-9679998-2-1

McLean, Florence: ***Seriemorder***, Lindhardt og Ringhof, ISBN 9788711917114

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

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

Moss, Jason: ***The Last Victim***, Vision, ISBN 9780446608275

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

Nørmark, Dennis. Jensen, Anders Fogh; ***Pseudoarbejde - Hvordan vi fik travlt med at lave ingenting***, Gyldendal. ISBN 97887022455325

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

Ramsland, Katherine; ***Confession of a Serial Killer: The Untold Story of Dennis Rader, the BTK Killer***, ISBN-13 978-1512601527

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”

Reeves, Richard V.; ***Of Boys and Men***, Brookings Institution Press, ISBN: 9780815739876

Refshøj, Jens. Sondrup, Anja Krogh; ***Rule Breaking Strategy***, Børsens Forlag, ISBN: 9 788776 644338

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

Rogers, Carl R.; ***A Way of Being***, Houghton Mifflin Company, ISBN 978-0-395-75530

Rogers, Carl; ***Significant Aspects of Client-Centered Therapy***, [www.all-about-psychology.com](http://www.all-about-psychology.com), ISBN 9781482768602

Rosling, Hans; ***Factfulness***, Sceptre, ISBN 978-1-473-63746-7



Rowland, Ian; *The Full Facts book of Cold Reading*, Full Facts Books, ISBN 9780955847608

Rudder, Christian; *Dataclism: Who we are (when we think no one's looking)*, Harpercollins Publishers, ISBN 9780008101008

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

Schuré, Edouard; *De store indviende - et indblik i religionernes hemmelige historie*, Lemuel Books, ISBN 9788792500496

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

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

Skov, Christian Boserup; *Kritisk tænkning*, Gyldendal, 9788703397317

Skov, Christian Boserup; *Meningen med live? Otte svar og en hulens masse spørgsmål*, Mindspace, 9788792542731

Solsjenitsyn, Alexander; *I de første kreds, bind 1 og 2*, Harper & Row, ISBN 87 00 98541 4.

Solsjenitsyn, Alexander; *Kræftafdelingen, bind 1 og 2*, The Bodley Head Ltd., ISBN 87 00 98201 6.

Solsjenitsyn, Alexander; *Gulag Øhavet, bind 1 og 2*, ISBN 87 00 96891 9

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



Taleb, Nassim Nicholas: ***The Black Swan***, ISBN: 9780812973815

Thompson, George. Jenkins, Jerry B.: ***Verbal Judo. The Gentle Art of Persuasion***, William Morrow, ISBN 978-0-06-210770-1

Thomsen, Ane Søndergaard; ***Beslutningsprocesser***, Bachelor of Science thesis, Aalborg Universitet, link: [http://www.koap.aau.dk/KOAP\\_Dokumenter/Ane\\_Beslutningsprocesser.pdf](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

Varnell, Steven; ***Statement Analysis - An ISS Course Workbook***, SCV Publishing, ISBN 9780985382124

Vindeløv, Vibeke; ***Konfliktmægling***, DJØF Forlag, ISBN 9788757428322

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

Walsch, Neale Donald; ***Samvær med Gud***, Borgen, ISBN 1397 8872 1017 125

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

Weinhold K., Barry: ***How to Break Free of the Drama Triangle and Victim Consciousness***, ISBN-13: 9781499100297

West, Chris: ***The Karpman Drama Triangle Explained***, CWTK Publications, ISBN-10 0993023363

Westergård-Nielsen; ***Danske Bestyrelser og medlemmer***, Academic Books, ISBN 9788797213308

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

Wilson, R. Paul; ***How to think like a real hustler and avoid being scammed***, Rowman & Littlefield, ISBN 9781493000609