



HPS Behaviour Change Pty Ltd
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HPS - Book List

Business Performance

- Andreas, Steve., Charles, Faulkner. (1988). *NLP The New Technology of Achievement*. WS Bookwell.
- Bandler, Richard., LaValle, John. (1996) *Persuasion Engineering Sales and Business Language and Behaviour*. Meta Publications.
- Berne, Eric, MD. (2004) *Games People Play*. Ballantine Books.
- Broad, Mary, L., Newstrom, John, W. (1992) *Transfer of Training*. Addison Wesley.
- Canfield, Jack., Switzer, Janet. (2005) *The Success Principles*. Harper Element.
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- Cohen, Herb. (1980) *You Can Negotiate Anything*. Bantam Books.
- Collins, Jack. (1996) *The Great Sales Book*. Harper Business.
- Collins, Jim. (2001) *Good to Great - Why some companies make the leap and others don't*. Random House.
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- Dilts, Robert. (2003) *From Coach to Awakener*. Meta Publications
- Dilts, Robert. (1999) *Sleight of Mouth*. Meta Publications.
- Eades, M. Keith. (2004). *The New Solution Selling*. McGraw Hill, USA.
- Eaton, John., Johnson, Roy. (2001) *Coaching Successfully*. Dorling Kindersley.
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- Gerber, Michael, E. (2001) *The E Myth Revisited*. Harper Business
- Gurney, John. (1991) *Telemarketing Hands On – The Operator Guide to Phone Selling*. Harper Collins.
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- Hanna, Paul. (1999). *You Can Do It*. Penguin Group, Australia.
- Hanna, Paul. (1999). *Believe & Achieve*. Penguin Group, Australia.
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- Stedman, Graham. (1997) *You Can Make it Happen*. Fireside Books.
- Sugars, Bradley., (2000). *Instant Cashflow*. Action International Publishing Ltd.
- Sugars, Bradley., (2000). *Cash Customers and Ads that Sell*. Action International Publishing Ltd.
- Wrice, Mark. (2003). *First Steps in Retail Management*. Macmillan Education, Australia.
- Woodward, Frank. (1993) *The Sales Life*. Harper Collins.





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Replicating Expertise

- Bandler, Richard., Grinder, John., Dilts, Robert., DeLozier, Judith. (1980) *Neuro-Linguistic programming - The study of the structure of subjective experience*. Meta Publications
- Cameron Bandler, Leslie., Gordon, David., Lebeau, Michael. (1985) *The Emprint Method*. Real People Press.
- Dean, Hunter. (2007) *Replicating Expertise to Win*. HPS .
- DeLozier, Judith., Grinder, John. (1987). *Turtles all the way down; Prerequisites to personal genius*. Bonny Doon CA: Grinder, DeLozier and Associates.
- Dilts, Robert. (1998) *Modelling*. Capitola, CA: Meta Publications.
- Dilts, Robert. (1994) *Strategies of Genius Volume 1 Aristotle, Walt Disney, Mozart*. Metamorphous Press.
- Dilts, Robert. (1994) *Strategies of Genius Volume 2 Einstein*. Metamorphous Press.
- Dilts, Robert. (1994) *Strategies of Genius Volume 3 Sigmund Freud, Leonardo De Vinci, Nicolas Tesla*. Metamorphous Press.
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- Cummings, Stephen. (2004) *ReCreating Strategy*. Sage Publications
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- Dawkins, Richard. (1987) *The Blind Watchmaker*. Norton Press.





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- Hill, Napoleon. (1999). *Think and Grow Rich*. Wilshire Book Company, California.
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- Shackleton, Emma. (2005) *Exceptional Entrepreneurship – Real Life Lessons From Top Business Leaders*. BBC Books.
- Sims, Graem. (2003) *Why Die? – The extraordinary Percy Cerutti Maker of Champions*. Lothian Books.
- Slater, Robert. *29 Leadership Secrets From Jack Welch – From Get Better of Get Beaten*
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Farrelly, Frank., Brandsma, Jeff. (1974) *Provocative Therapy*. Meta Publications.
Gilbert, Daniel. (2006) *Stumbling on Happiness*. Knopf Publishing.
Gilligan, Stephen., Price, Reece. (1993) *Therapeutic Conversations*. Norton.
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Biographies

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