

Recommended Reference Books for Trainers

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Carlaw, P, Deming, VK. *The Big Book of Sales Games*, McGraw-Hill, Toronto ON, 1999

Carliner, S. *Designing E-learning – Learn to Adapt your ISD Skills and Blend Solutions to Ensure Learning Sticks*, ASTD Press, Alexandria, VA, 2002

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Hodell, C. *ISD From the Ground Up – A No-Nonsense Approach to Instructional Design*, ASTD Press, Alexandria, VA, 2006

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Marquardt, MJ. *Action Learning in Action*, Davies – Black Publishing, Palo Alto, CA 1999

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Pike B, Solem, L. *50 Creative Training Openers and Energizers*, Jossey-Bass/Pfeiffer, San Francisco, CA, 2000

Pike Pluth, B. *Movie Clips that Teach & Train*, Pluth Consulting Inc., 2007

Piskurich, GM. *Trainer Basics: A Complete, How-to Guide to Help You: Understand What a Trainer Does and Why, Develop Key Must-Have Skills for Success, Apply Your Knowledge Today.*, ASTD Press, Alexandria, VA, 2003

Rees, Fran. *25 Activities for Teams*, Pfeiffer & Company, San Diego, CA, 1993.

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