Contents

Chapter 1: The Book of Albert	Compromise: A Kiss from the Devil	1
	$Thou\ shall\ never\ compromise\ thy\ management\ position.$	
Chapter 2: The Book of Bob	Dishonor: A Sure Way to the Back is to Not Be Upfront With People Thou shall always defend thy company and accept responsibility for thy actions.	15
Chapter 3: The Book of Charlie	Insecurity: A Pasture Not to Be Ventured Into Thou shall never doubt thy self worth nor feel the pang of insecurity.	29
Chapter 4: The Book of Don	Deceit: Never Steal the Idea of Another and Claim It as Your Own Thou shall always give credit where thy credit is due.	43
Chapter 5: The Book of Evan	Hostility: Learn to Temper thy Temper Thou shall never allow the wrath of thy temper to impair thy thinking nor thy actions.	55
Chapter 6: The Book of Jason	Arrogance: Salesperson or Sales Manager? That Is the Question Thou shall throw out thy sales hat and replace it with thy management hat.	69
Chapter 7: The Book of Katy	Theft: Fight the Urge to Steal and Conceal Thou shall always remain true to thyself and thy fellow man.	83
Chapter 8: The Book of Phil	Ignorance: Garbage Thrown Against the Wall-Some Will Stick, but Most Will Fall Thou shall always remember that sales without profits are the dreams of a fool.	99
Chapter 9: The Book of Sonny	Intimidation: You'll Catch More Bees With Honey Than With Vinegar Thou shall never manage by use of intimidation nor use emotional blackmail.	113
Chapter 10: The Book of Theresa	Indecision: To Deal From Your Heart Is Not Always Smart	127