



The Psychology of Winning: Ten Qualities of a Total Winner

By Denis Waitley

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"A heavyweight among motivational writers."—Charles Paul Conn, author of *An Uncommon Freedom*.

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Editorial Review

About the Author

Denis Waitley's theories on human potential have made him one of America's most sought-after speakers and best-selling audiocassette program authors. Denis honed his understanding of leadership, discipline and motivation at an early age as a Naval Academy graduate. This background and advanced studies have served him well in his long career as a motivational researcher, counselor, consultant and speaker.

Denis has worked with groups as diverse as medical researchers, top executives, returning POWs and Olympic athletes. The focus of his work has always been on helping people bring out the best in themselves and their organizations.

He is the author of many best selling books, including *The Psychology of Winning*, *Being the Best*, *Seeds of Greatness*, and *The New Dynamics of Winning*. He is also the author of the best-selling audiocassette programs: *The Psychology of Winning*, *The Inner Winner*, *The New Dynamics of Winning*, *Being the Best* and *The Psychology of Human Motivation*.

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