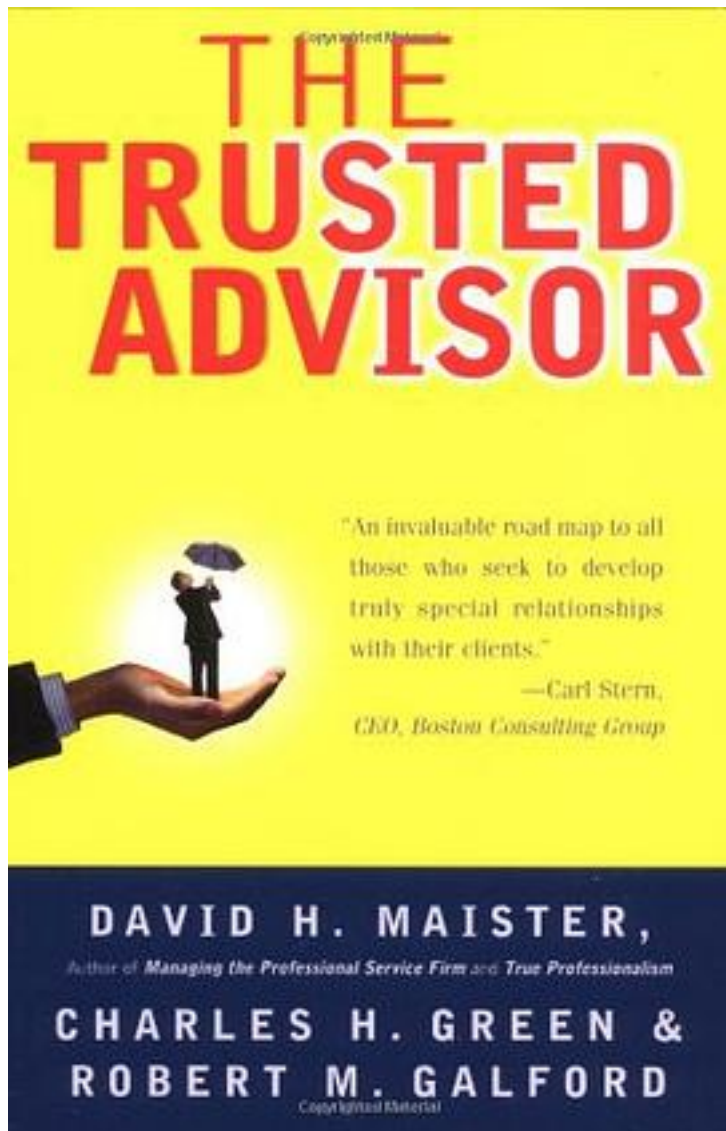


The Trusted Advisor



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著者:David H. Maister

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在线阅读本书

In today's fast-paced networked economy, professionals must work harder than ever to maintain and improve their business skills and knowledge. But technical mastery of one's discipline is not enough, assert world-renowned professional advisors David H. Maister, Charles H. Green, and Robert M. Galford. The key to professional success, they argue, is the ability to earn the trust and confidence of clients. To demonstrate the paramount importance of trust, the authors use anecdotes, experiences, and examples -- successes and mistakes, their own and others' -- to great effect. The result is an immensely readable book that will be welcomed by the inexperienced advisor and the most seasoned expert alike.

作者介绍:

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标签

咨询

管理

销售

社交关系

谈判

职场

公关

leadership

评论

字字玑珠

trust is earned.

太喜欢这本书了！！！震撼灵魂！希望明天network能用到

前20%里有不少好思想。

真实和真诚

还行

一方面实在有些偏理论，另外一方面，又太细节和琐碎。

好书，但似乎不完全适用于中国

道出了咨询的真谛，充满了各种实践技巧

语言朴实，内容真实。用一些非常真诚的方法去对待客户，开发维护一段互相共赢的关系。也非常实用于人生中去树立导师形象，怎么有方法的训练自己的行为举止。

关于建立和维系人际关系的一本书，非常受用，适合当作工具书反复翻阅。Basic skills of a trusted advisor: earning trust; giving advice effective; building relationships. Essential elements that engender trust: credibility; reliability; intimacy; a low-level of self-orientation.

我在专业上的导师

David Maister
的巨著，涵盖全面，所授经验非常精简，字字玑珠，简单易行，值得每位顾问作为手边书，反复研读。又，本书也有有声书MP3 出版，适合在旅途中听

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书评

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