

365 Powerful Ways to Influence



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This is a practical and perceptive guide to the tools and techniques of negotiation and influence. A guide to getting your own way with the cooperation of others, "365 Powerful Ways to Influence" will become a life handbook for anyone - jobseeker or senior executive - who needs to influence the outcome of situations. "365 Powerful Ways to Influence" reveals the most effective tools, techniques, and strategies for overcoming a range of frequently encountered obstacles and challenges life throws at us - including turning opponents into allies, overcoming disadvantageous situations, and turning losses into gains. This volume also features helpful hints and tips for improving mental attitude, becoming more assertive while remaining cooperative, identifying aggressive behaviour and dishonesty, plus guidance on how to interpret body-language.

作者介绍:

目录:

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