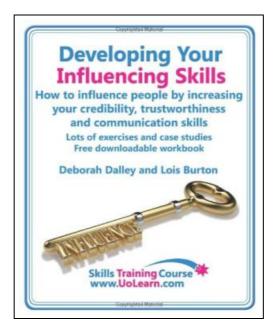
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Universe of Learning Ltd, United Kingdom, 2011. Paperback. Condition: New. Language: English. Brand New Book ***** Print on Demand ******. Developing Your Influencing Skills How to influence people by increasing your credibility, trustworthiness and communication skills What are the characteristics that make some people more influential than others? This book will give you the keys to successfully increase your influence at work and at home. It explains how becoming more influential is not about using manipulative techniques to get your own way but is about developing a set of beliefs and behaviors that make you a more influential force. We have identified 7 traits that influential people share and, the good news is, they can be developed. In this book you will discover how to: Decide what your influencing goals are and state them in a compelling way. Find ways to increase your credibility rating with other people. Avoid manipulative practice and become more authentic. Develop stronger and more trusting relationships. Inspire others to follow your lead. Become a more influential communicator. This book is packed with case studies, exercises and practical tips to help you to develop the traits required to become a more influential person. All the exercises that are in the book are also in a free downloadable workbook available from // What do people say about influencing skills? Interesting, readable and practical everything I want from this type of book. A brand new take on influencing. Thought provoking and extremely helpful. This book was a revelation. Completely changed the way I see influencing - I now believe that I can grow and develop my ability to influence by concentrating on these seven traits. Very readable book which has changed my perspective on influencing. I always thought of it as a set of tools and techniques...

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