



Seven Secrets of Influence - Portable Power for the 21st Century (Paperback)

By Elaina Zuker

Elaina Zuker Associates, 2014. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Influence. Everyone Wants It. How To Get It? Topics include: Influence - Getting What You Want - Formulating Your Personal Influence Goals - Influencing in an Age of Change - Discovering Your Personal Influence Style - Influence Flexibility Lab: Expanding Your Repertoire - The Seven Secrets - Formula for Success - The Art of Listening - Fine-Tuning Your Radar - Putting It Into Practice - The Magic of Rapport Success in today's business world is not dependent just on knowledge which can quickly become outdated or contacts who vanish overnight but an inner resource-the ability to influence. In this highly practical guide, communications expert Elaina Zuker outlines how this essential portable power can be learned, practiced, and mastered to serve whenever and wherever we are. Influencing is one of the critical business skills required for success today. Strong interpersonal and influencing skills are essential as we work in teams, often across disciplines, and sell our ideas and projects to upper management. Learning Influence - In The 7 Secrets of Influence: Portable Power for the 21st Century you'll learn how to identify...



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