



Persuasion and Influence For Dummies

By Kuhnke, Elizabeth; Crosby, Richard

John Wiley and Sons Ltd. Condition: New. 2011. 1st Edition. Paperback. Many people want to gain trust or support in business and throughout life, but the true skill is doing so in a charming fashion! Whether you're convincing the boss about your much-deserved promotion or a busy restaurateur to offer a better table, the power of persuasion can help improve and increase your successes. Num Pages: 400 pages, black & white illustrations. BIC Classification: JMH; VSP. Category: (G) General (US: Trade); (P) Professional & Vocational. Dimension: 232 x 187 x 22. Weight in Grams: 718. Books ship from the US and Ireland.



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