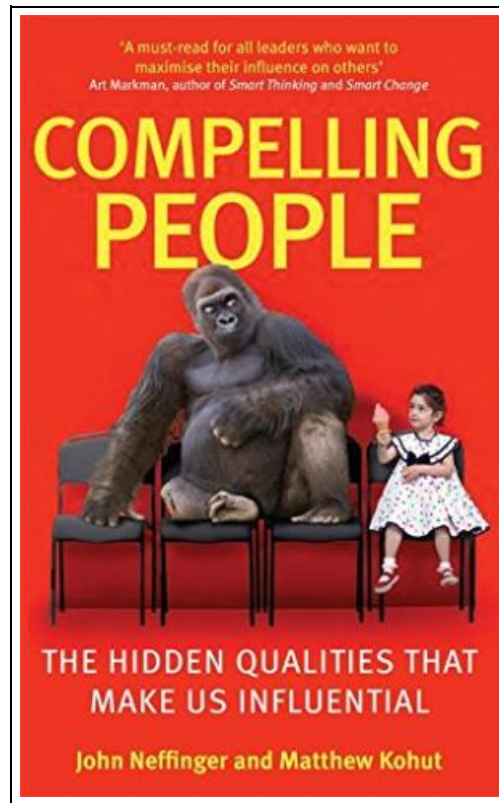


Compelling People: The Hidden Qualities That Make Us Influential



Filesize: 5.39 MB

Reviews

The book is straightforward in go through better to understand. it had been writtern quite flawlessly and valuable. You can expect to like the way the author publish this book.
(Reyes Murphy)

COMPELLING PEOPLE: THE HIDDEN QUALITIES THAT MAKE US INFLUENTIAL

[DOWNLOAD](#)

Little, Brown Book Group. Paperback. Book Condition: new. BRAND NEW, Compelling People: The Hidden Qualities That Make Us Influential, John Neffinger, Matthew Kohut, Everyone wants to know how to be more influential. But most of us don't really think we can have the kind of magnetism or charisma that we associate with someone like Bill Clinton or Oprah Winfrey unless it comes naturally. Now, in Compelling People, which is already being taught at Harvard and Columbia Business Schools, John Neffinger and Matthew Kohut show that this isn't something we have to be born with-it's something we can learn. Expanding on the themes in their co-authored Harvard Business Review cover story "Connect, Then Lead," they trace the path to influence through a balance of strength (the root of respect) and warmth (the root of affection). Each seems simple, but only a few of us figure out the tricky task of projecting both at once. The ability to master this dynamic is so rare that we celebrate and elevate those people who have managed to do it. Drawing on cutting-edge social science research as well as their own work with Fortune 500 executives, members of Congress, TED speakers, and Nobel Prize winners, Neffinger and Kohut reveal: - The common thread connecting Machiavelli and Martin Luther King - The secret technique behind the success of Bill Clinton, Ann Richards and Denzel Washington-one that you can use today - How looks affect our career prospects - The single best strategy for getting someone to agree with you Offering practical advice for a range of common and challenging situations, Compelling People explains how we size each other up-and how we can learn to win the admiration, respect, and affection we desire.

[Read Compelling People: The Hidden Qualities That Make Us Influential Online](#)[Download PDF Compelling People: The Hidden Qualities That Make Us Influential](#)

Related Kindle Books



You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most

Sourcebooks, Inc. Paperback / softback. Book Condition: new. BRAND NEW, You Shouldn't Have to Say Goodbye: It's Hard Losing the Person You Love the Most, Patricia Hermes, Thirteen-year-old Sarah Morrow doesn't think much of the...

[Read](#) [PDF](#)

»



It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em

HarperCollins Publishers. Paperback. Book Condition: new. BRAND NEW, It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em, Greg Behrendt, Amiira Ruotola-Behrendt, A fabulous new guide to dating...

[Read](#) [PDF](#)

»



Six Steps to Inclusive Preschool Curriculum: A UDL-Based Framework for Children's School Success

Brookes Publishing Co. Paperback. Book Condition: new. BRAND NEW, Six Steps to Inclusive Preschool Curriculum: A UDL-Based Framework for Children's School Success, Eva M. Horn, Susan B. Palmer, Gretchen D. Butera, Joan A. Lieber, How...

[Read](#) [PDF](#)

»



Dom's Dragon - Read it Yourself with Ladybird: Level 2

Penguin Books Ltd. Paperback. Book Condition: new. BRAND NEW, Dom's Dragon - Read it Yourself with Ladybird: Level 2, Mandy Ross, One day, Dom finds a little red egg and soon he is the owner...

[Read](#) [PDF](#)

»



Unplug Your Kids: A Parent's Guide to Raising Happy, Active and Well-Adjusted Children in the Digital Age

Adams Media Corporation. Paperback. Book Condition: new. BRAND NEW, Unplug Your Kids: A Parent's Guide to Raising Happy, Active and Well-Adjusted Children in the Digital Age, David Dutwin, TV. Web Surfing. IMing. Text Messaging. Video...

[Read](#) [PDF](#)

»

**History of the Town of Sutton Massachusetts from 1704 to 1876**

Createspace, United States, 2015. Paperback. Book Condition: New. annotated edition. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.This version of the History of the Town of Sutton Massachusetts

[Download PDF](#)

»

**Peppa Pig: Nature Trail - Read it Yourself with Ladybird: Level 2**

Penguin Books Ltd. Paperback. Book Condition: new. BRAND NEW, Peppa Pig: Nature Trail - Read it Yourself with Ladybird: Level 2, Peppa Pig and her family are enjoying a nature walk when they get lost.

[Download PDF](#)

»

**A Parent s Guide to STEM**

U.S. News World Report, United States, 2015. Paperback. Book Condition: New. 214 x 149 mm. Language: English . Brand New Book ***** Print on Demand *****.This lively, colorful guidebook provides everything you need to know

[Download PDF](#)

»

**The Trouble with Trucks: First Reading Book for 3 to 5 Year Olds**

Anness Publishing. Paperback. Book Condition: new. BRAND NEW, The Trouble with Trucks: First Reading Book for 3 to 5 Year Olds, Nicola Baxter, Geoff Ball, This is a super-size first reading book for 3-5 year

[Download PDF](#)

»

**Who am I in the Lives of Children? An Introduction to Early Childhood Education**

Pearson Education (US), United States, 2015. Paperback. Book Condition: New. 10th Revised edition. 254 x 201 mm. Language: English . Brand New Book. Note: This is the bound book only and does not include access

[Download PDF](#)

»