



## People Smart in Business (Paperback)

By Tony Alessandra, Michael J. O'Connor

Alessandra Associates Inc, United States, 2006. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Imagine. . When you encounter difficult co-workers - you know how to adapt to them. . Where you meet challenging situations - you have the skills to overcome them. . How good it will feel when you become a dynamic leader that others want to follow. If you dream of all that and more. then People Smart is the book you need. People Smart is a unique blend of scientific research on human behavior and our 30+ years of teaching people smarts - through the Platinum Rule. Whether you want to be better at selling or socializing, managing or motivating, producing or persuading, this book has the answers. Once you've been exposed to these hands-on, proven and practical principles, you'll find that you will have access to uncommon wisdom allowing you to: . Become a more loved and effective boss . Gain effortless cooperation of even the most difficult people . Fascinate and positively influence your spouse and children . Build meaningful rapport that attracts long-term clients . Eliminate tension in every personal and professional relationship Learn to apply...



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