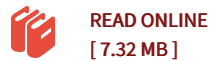


Introducing Neuro-linguistic Programming: Psychological Skills for Understanding and Influencing People

By Joseph O'Connor, John Seymour

HarperCollins Publishers. Paperback. Condition: new. BRAND NEW, Introducing Neuro-linguistic Programming: Psychological Skills for Understanding and Influencing People, Joseph O'Connor, John Seymour, Some people appear more gifted than others. NLP, one of the fastest growing developments in applied psychology, describes in simple terms what they do differently, and enables you to learn these patterns of excellence. This approach gives the practical skills used by outstanding communicators. Excellent communication is the basis of creating excellent results. NLP skills are proving invaluable for personal development and professional excellence in counselling, education and business. Introducing NLP includes: * How to create rapport with others * Influencing skills * Understanding and using body language * How to think about and achieve the results you want * The art of asking key questions * Effective meetings, negotiations and selling * Accelerated learning strategies.



Reviews

This publication is amazing. It is definitely basic but shocks in the fifty percent of your publication. You wont feel monotony at anytime of your own time (that's what catalogues are for concerning if you question me).

-- Prof. Kirk Cruickshank DDS

This kind of book is every little thing and taught me to looking ahead of time and a lot more. I am quite late in start reading this one, but better then never. I found out this book from my dad and i encouraged this pdf to find out.

-- Justus Hettinger