

Persuasion Skills Black Book Practical Nlp Language Patterns For Getting The Response You Want

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Despite what HR Departments want you to believe, the best person does not always get the job. The people that succeed are those who know how to press the company hot buttons and present a hypnotically desirable front in the interview. This book will show how to accomplish that.

Persuasion Skills Black Book of Sales Techniques: Practical NLP Persuasion Secrets for Massively Increasing Your Selling Success.
If you read nothing else on persuasion or influence, read this definitive book and it may change your life. How many times do we ask ourselves: what is behind all these advertising and political messages? What are the threads that move the masses to buy something too expensive or to fight wars that seem illogical and cruel? The principles presented in this book are a very valuable sum of the practical and scientific knowledge that the human being uses to dominate others, through persuasion, in all aspects of life: the producer of the favorite program, the car salesman, the presidential candidate, the crying little girl, the elementary teacher, and even our mother use some of these principles without knowing it. Only a few privileged people knew them formally to dominate the will of others; now you also have the power in your hands.

The most successful salespeople are the ones that continually learn and improve their performance. This positive and realistic guide encourages both newcomers and seasoned pros to learn or rediscover the basics of superlative salesmanship. Written by a professional sales trainer, the book is filled with proven techniques for mastering each stage of the process, from properly planning and actively listening to asking for the sale.
Make other people say "Yes!! Yes to your requests. Yes to your ideas. Yes to your products. Yes to your proposals. A Practical Guide to Persuasion uses psychology, expert advice and practical techniques to teach you how to influence the people around you in an ethical way. Learn how to increase your presence, by knowing when to talk and when to listen; develop a strategy of success, by preparing, planning and crafting opportunities and make change happen by understanding what drives your audience.

This book is a treasure trove of ideas you can use to turn a 'no' into a 'yes' almost instantly-in any sales situation."-Brian Tracy, speaker and author of Create Your Own Future and Change Your Thinking. Change Your Life Hogan is the master of persuasion. I urge you to persuade yourself to buy this book and everything he's ever written and recorded. It will help you understand yourself, understand others, and succeed. This information is bankable."-Jeffrey Gitomer, author of The Sales Bible, Little Red Book of Selling, and Little Red Book of Sales Answers There's more wisdom in this book than in 500 pages on the same subject. Whether you need to persuade your lover, your spouse, your boss, your clients, your friends, or yourself, this powerhouse collection of mind tricks and secrets will give you the upper hand. In today's competitive world, this is the persuasion wizard's manual you need to control circumstances and get what you want."-Dr. Joe Vitale, author of Life's Missing Instruction Manual and The Attractor FactorWhen you read Hogan's writing, it feels like you're getting sage advice from a master. Would you like other people to decide on their own (or so they think) to go along with your every whim? Then this is the book you've been looking for."-David Garfinkel, author of Advertising Headlines That Make You Rich There is more practical information on the dynamics of selling and communication in these pages than you could ever acquire in a lifetime on your own through trial and error. Take advantage of the authors' wisdom and read this book!"-Todd D. Bramson, Certified Financial Planner and author of Real Life Financial Planning

This accessible introductory textbook in persuasive communication speaks directly to the student by focusing on real-life experiences in personal, social, and professional contexts. Through its use of rhetoric, criticism, and social scientific research, this book helps readers understand, analyze, and use persuasion in their lives and careers. It explores techniques of verbal and visual persuasion for use in business and professional communication, health communication, and everyday life, as well as expanded coverage of persuasion in social movements and social advocacy. It also pays attention throughout to ethical considerations and to the significance of new media. This textbook is a student-friendly introduction suitable for use in undergraduate courses in persuasion, health communication, and business communication. The companion website includes an instructor's manual with test questions, sample assignments, web links, and other resources, as well as PowerPoint slides. Visit www.rouledge.com/wahl

THE EASIEST WAY TO MASTER THE ART OF PERSUASION Billion dollar influence gives you the keys to get what you want... and even more than you expected... * Acing a job interview or getting a well-deserved pay raise and promotion. * Convincing anybody, anywhere of almost anything. * Defending your cause and spreading your ideas to the world. With Vinh Ly's visual approach to persuasion, you can now master one of the most complex fields of social psychology as easily as reading comics... * This short visual workbook will quickly give you a persuasive and confident mindset. * Visual learners will find this method quick, effective and long-lasting; * After several readings, you'll realize that becoming persuasive was actually effortless and fun. Billion Dollar Influence is packed with cartoons from the highly acclaimed www.vinh.ly website, where Vinh Ly provides clear advice from his years of persuasive experience as: * A private jet sales and marketing expert, focused on ultra-high net worth individuals. * An experienced entrepreneur who has co-created and sold several companies. * A persuasion expert who has built a personal tribe of raving fans for his unique cartoons.

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