

Compelling People The Hidden Qualities That Make Us Influential

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'Compelling People: The Hidden Qualities That Make US Influential' by John Neffinger and Matthew Kohut is the kind of business book that takes a good idea and stretches it out into book length. The authors assert that influential leadership can be attained between a balance of strength and warmth. One is respect, the other is affection.

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COMPELLING PEOPLE THE HIDDEN QUALITIES THAT MAKE US INFLUENTIAL John Neffinger and Matthew Kohut 3. COPYRIGHT Published by Piatkus ISBN: 978-0-349-40307-6 ... seemingly strong people seriously but often disregard those who seem weak and inconsequential. People who project both strength and

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Compelling People: The Hidden Qualities That Make Us ...

1. PDF Compelling People: The Hidden Qualities That Make Us Influential pDf books ; 2. Book details Author : John Neffinger Pages : 284 pages Publisher : Plume Books 2014-05-27 Language : English ISBN-10 : 0142181021 ISBN-13 : 9780142181027

PDF Compelling People: The Hidden Qualities That Make Us ...

Compelling People The Hidden Qualities That Make Us Influential John Neffinger and Matthew Kohut From COMPELLING PEOPLE by John Neffinger and Matthew Kohut. Summarized by arrangement with Hudson Street Press, an imprint of Penguin Publishing Group, a division of Penguin Random House LLC 304 pages [@] Rating 9Applicability 7Innovation 7Style 8 Finance Focus

The Hidden Qualities That Make Us Influential Compelling ...

Book summary of Compelling People - The hidden qualities that make us influential By John Neffinger and Matthew Kohut 1) Acknowledge - Kennedy first acknowledged their feelings. He said, "You can be filled with bitterness, and with hatred... 2) Empathise - It's not good enough to just acknowledge ...

Book summary of Compelling People - The hidden qualities ...

Compelling People: The Hidden Qualities That Make Us Influential argues that charisma isn't just a character trait some lucky people are born with. It's something we can all emulate and learn. [I] spent a week putting the authors' tips to the test and am now converted to their way of thinking -- Sharon Ní Chonchuir, Irish Examiner

Compelling People: The Hidden Qualities That Make Us ...

Compelling People: The Hidden Qualities That Make Us Influential John Neffinger, Matthew Kohut. How People Judge You And How To Come Out Looking Good Required Reading at Harvard Business School 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 ...

Compelling People: The Hidden Qualities That Make Us ...

Compelling People is a fascinating, beguiling read with the potential to change your life." —Lynne Olson, author of Those Angry Days and Citizens of London "Neffinger and Kohut brilliantly illuminate how successful people negotiate possibilities and pitfalls to find success and avoid failure."

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Brief Summary of Book: Compelling People: The Hidden Qualities That Make Us Influential by John Neffinger. Here is a quick description and cover image of book Compelling People: The Hidden Qualities That Make Us Influential written by John Neffinger which was published in 2013-8-15. You can read this before Compelling People: The Hidden ...

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Compelling People: The Hidden Qualities That Make Us ...

That’s precisely what communications strategists John Neffinger and Matthew Kohut, who met while working at Harvard, explore in Compelling People: The Hidden Qualities That Make Us Influential (public library) — a synthesis of six years’ worth of their research and experience of working with Nobel Prize winners, CEOs, media personalities, politicians, and NASA commanders.

What Makes People Compelling - Brain Pickings

Compelling people: The Hidden Qualities That Make Us Influential exists in the rarefied air of self-help books that might actually help you. Most books of these type contain a thesis statement that you understand within the first 40 pages. The next X number of pages are the author(s) filling out their quota for his or her publisher.

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Compelling People is a fascinating, beguiling read with the potential to change your life.” —Lynne Olson, author of Those Angry Days and Citizens of London “Neffinger and Kohut brilliantly illuminate how successful people negotiate possibilities and pitfalls to find success and avoid failure.” —Liz Coleman, Bennington College President

Compelling People by John Neffinger, Matthew Kohut ...

My guest explores that question in his book, Compelling People: The Hidden Qualities That Make People Influential, and primarily locates the answer in two such hidden qualities, strength and warmth.

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