



Influencing with Integrity: Management Skills for Communication and Negotiation

By Genie Z. Laborde

Crown House Publishing. Paperback. Book Condition: new. BRAND NEW, Influencing with Integrity: Management Skills for Communication and Negotiation, Genie Z. Laborde, This text is concerned with the psychology of communication. It uses techniques derived primarily from NLP to create state-of-the-art skills which the reader can use to improve any interaction. Chapters cover outcomes, rapport, sensory acuity, meetings and negotiation.



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