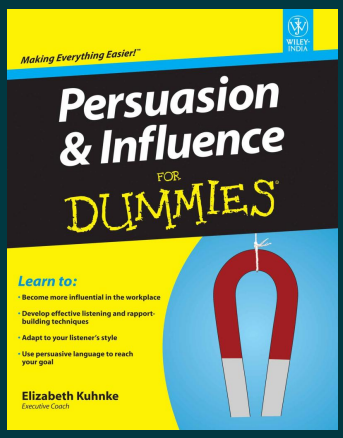
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Persuasion & Influence for Dummies

By Elizabeth Kuhnke

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Description

Many people want to gain trust or support in business and throughout life, but the true skill is doing so in a charming fashion! Whether you're convincing the boss about your much deserved promotion or a busy restaurateur to offer a better table, the power of persuasion can help improve and increase your successes. The author guides the reader through easy to implement techniques that can turn a timid person into someone bursting with self-confidence and the ability to influence.

- The key elements in becoming more persuasive body language, listening skills, using persuasive words and actions
- Finding a common ground and establishing a connection with your audience
- Capturing their attention and keeping them interested
- Putting yourself across convincingly
- Getting things done through others
- Identifying the type of person you're dealing with - and responding in an appropriate manner

About the Author

Elizabeth Kuhnke

Elizabeth Kuhnke is an Executive Coach founder of Kuhnke Communication

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