



## The Ultimate Book of Influence: 10 Tools of Persuasion to Connect, Communicate, and Win in Business

By Chris Helder

John Wiley & Sons Inc. Paperback. Book Condition: new. BRAND NEW, The Ultimate Book of Influence: 10 Tools of Persuasion to Connect, Communicate, and Win in Business, Chris Helder, Master the power of influence and persuasion to achieve more in work and life For business leaders and managers, as well as those who work in sales, the power of influence can be a potent advantage. The ability to persuade others based on what you know about them is the first step to convincing someone to buy your product or buy into your business vision. In The Ultimate Book of Influence, author Chris Helder a master of communication and one of Australia s most sought after speakers on influence shares ten essential tools that will enable you to influence others so you win the sale or seal the deal. The tools in this book will show you how to read body language, uncover what s most important to a client, convince others to take action, understand the four essential types of people at your workplace, and much more. \* Written by one of Australia s most successful speakers on the art of influence \* Includes ten powerful tools that allow you...



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*Extremely helpful to all category of individuals. I have got go through and that i am confident that i will likely to read through once again again later on. Once you begin to read the book, it is extremely difficult to leave it before concluding.*

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*The most effective publication i at any time go through. This is certainly for all those who statte that there had not been a worthy of looking at. Its been printed in an extremely straightforward way which is merely soon after i finished reading this publication where basically changed me, change the way in my opinion.*

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