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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

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we can all emulate and learn. It's something we can all emulate and learn.

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

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 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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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'

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worth of their research and experience of working with Nobel Prize winners, CEOs, media personalities, politicians, and NASA commanders.

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Compelling People (Paperback) The Hidden Qualities That Make Us Influential. By John Neffinger, Matthew Kohut. Plume, 9780142181027, 304pp. Publication Date: May 27, 2014 Other Editions of This Title:

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

The latter hidden qualities are those that lead to sustained greatness. In that case, I think of Jim Burke, the former chairman of Johnson & Johnson who managed his company through the Tylenol crisis.

The Hidden Qualities Of Great Leaders

Book Summary Of Compelling People The Hidden Qualities book summary of compelling people the hidden qualities that make us influential by john neffinger and matthew kohut posted on march 4 2019 by sloowdown summarised by paul arnold strategic planner facilitator trainer paul arnoldmecom the book in a nutshell Compelling People The Hidden Qualities That Make Us

Draws on cutting-edge research and the authors' work with Fortune 500 executives, politicians and Nobel Prize winners to demystify the human process of social evaluation while explaining how to build personal strength and kindness to win the admiration, respect and affection of others.

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Required reading at Harvard Business School and Columbia Business School. Everyone wants to be more appealing and effective, but few believe we can manage the personal magnetism of a Bill Clinton or an Oprah Winfrey. John Neffinger and Matthew Kohut trace the path to influence through a balance of strength (the root of respect) and warmth (the root of affection). Each seems simple, but only a few of us figure out the tricky task of projecting both at once. Drawing on cutting-edge social science research as well as their own work with Fortune 500 executives, members of Congress, TED speakers, and Nobel Prize winners, Neffinger and Kohut reveal how we size each other up—and how we can learn to win the admiration, respect, and affection we desire.

'This is not just another pop-psych book: it's the first book to capture and share the insights from all the recent groundbreaking research on how we judge and persuade each other. And it translates that into simple, practical terms anyone can use to build more effective relationships at the office or home' Amy Cuddy HOW PEOPLE JUDGE YOU - AND HOW TO COME OUT LOOKING GOOD 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 with someone like Bill Clinton or Oprah Winfrey unless it comes naturally. In *Compelling People* - now required reading and Harvard Business School - John Neffinger and Matthew Kohut show that this isn't something we have to be born with, it's something we can learn.

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They trace the path to influence through a balance of strength and warmth. Each seems simple, but only a few of us figure out the tricky task of projecting both at once. Drawing on cutting-edge social science research as well as their own work with Fortune 500 executives, members of Congress, TED speakers and Nobel Prize winners, *Compelling People* explains how we size each other up - and how we can learn to win the admiration, respect, and affection we desire.

Sun Tzu's "The Art of War" has provided strategists with essential advice on battlefield tactics and management strategies for more than two thousand years. In recent years, "The Art of War" has become a cult book for business leaders and is regarded as essential reading for global entrepreneurs seeking to master strategy. The book has also, unsurprisingly, had a huge influence on military planning both in the East and West. Assuming you don't necessarily have any countries to invade or plan to lay siege to any kingdoms in the foreseeable future author Karen McCreadie interprets Sun Tzu's strategies for the debatably less dangerous pursuit of business. This brilliant interpretation of Sun Tzu's work is not a substitute for the original. Its purpose is simply to illustrate the timeless nature of Master Sun's extraordinary insights by bringing them to life through modern business case-studies. The fantastic format of Karen's work helps to transform the undeniable wisdom contained in the original "The Art of War" into an entertaining accompaniment to one of the greatest books ever written.

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Draws on interviews with successful, wealthy individuals who never attended or finished college, identifying their winning principles to offer advice on networking with high-powered mentors and designing a lucrative career path.

"This book sets to identify the qualities and abilities of a certain kind of leader, which I refer to as the "Natural Born Leader (NBL)." The NBL possesses innate traits, refined and perfected over time with education, training, and experience. I will attempt to illustrate these traits by drawing from my 50 years of personal experiences and hope readers will look at this as an opportunity to introspect."--Back cover.

"Mindshift reveals how we can overcome stereotypes and preconceived ideas about what is possible for us to learn and become. At a time when we are constantly being asked to retrain and reinvent ourselves to adapt to new technologies and changing industries, this book shows us how we can uncover and develop talents we didn't realize we had--no matter what our age or background. Drawing on the latest neuroscientific insights, Dr. Oakley shepherds us past simplistic ideas of "aptitude" and "ability," which provide only a snapshot of who we are now. Even seemingly "bad" traits, such as a poor memory, come with hidden advantages--like increased creativity. Dr. Oakley teaches us strategies for learning that are backed by neuroscience so that we can realize the joy and benefits of a learning lifestyle."--

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“Drop the flashcards—grit, character, and curiosity matter even more than cognitive skills. A persuasive wake-up call.”—People Why do some children succeed while others fail? The story we usually tell about childhood and success is the one about intelligence: success comes to those who score highest on tests, from preschool admissions to SATs. But in *How Children Succeed*, Paul Tough argues that the qualities that matter more have to do with character: skills like perseverance, curiosity, optimism, and self-control. *How Children Succeed* introduces us to a new generation of researchers and educators, who, for the first time, are using the tools of science to peel back the mysteries of character. Through their stories—and the stories of the children they are trying to help—Tough reveals how this new knowledge can transform young people’s lives. He uncovers the surprising ways in which parents do—and do not—prepare their children for adulthood. And he provides us with new insights into how to improve the lives of children growing up in poverty. This provocative and profoundly hopeful book will not only inspire and engage readers, it will also change our understanding of childhood itself. “Illuminates the extremes of American childhood: for rich kids, a safety net drawn so tight it’s a harness; for poor kids, almost nothing to break their fall.”—New York Times “I learned so much reading this book and I came away full of hope about how we can make life better for all kinds of kids.”—Slate

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“Pfeffer [blends] academic rigor and practical genius into wonderfully readable text. The leading thinker on the topic of power, Pfeffer here distills his wisdom into an indispensable guide.” —Jim Collins, author of New York Times bestselling author Good to Great and How the Mighty Fall Some people have it, and others don’t—Jeffrey Pfeffer explores why in Power. One of the greatest minds in management theory and author or co-author of thirteen books, including the seminal business school text Managing With Power, Pfeffer shows readers how to succeed and wield power in the real world.

A bold new theory of leadership drawn from elite captains throughout sports—named one of the best business books of the year by CNBC, The New York Times, Forbes, strategy+business, The Globe and Mail, and Sports Illustrated “The book taught me that there’s no cookie-cutter way to lead. Leading is not just what Hollywood tells you. It’s not the big pregame speech. It’s how you carry yourself every day, how you treat the people around you, who you are as a person.”—Mitchell Trubisky, quarterback, Chicago Bears Now featuring analysis of the five-time Super Bowl champion New England Patriots and their captain, Tom Brady The seventeen most dominant teams in sports history had one thing in common: Each employed the same type of captain—a singular leader with an unconventional set of skills and tendencies. Drawing on original interviews with athletes, general managers, coaches, and team-building experts, Sam Walker identifies the seven core qualities of the Captain Class—from extreme doggedness

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and emotional control to tactical aggression and the courage to stand apart. Told through riveting accounts of pressure-soaked moments in sports history, *The Captain Class* will challenge your assumptions of what inspired leadership looks like. Praise for *The Captain Class* “Wildly entertaining and thought-provoking . . . makes you reexamine long-held beliefs about leadership and the glue that binds winning teams together.”—Theo Epstein, president of baseball operations, Chicago Cubs “If you care about leadership, talent development, or the art of competition, you need to read this immediately.”—Daniel Coyle, author of *The Culture Code* “The insights in this book are tremendous.”—Bob Myers, general manager, Golden State Warriors “An awesome book . . . I find myself relating a lot to its portrayal of the out-of-the-norm leader.”—Carli Lloyd, co-captain, U.S. Soccer Women’s National Team “A great read . . . Sam Walker used data and a systems approach to reach some original and unconventional conclusions about the kinds of leaders that foster enduring success. Most business and leadership books lapse into clichés. This one is fresh.”—Jeff Immelt, chairman and former CEO, General Electric “I can’t tell you how much I loved *The Captain Class*. It identifies something many people who’ve been around successful teams have felt but were never able to articulate. It has deeply affected my thoughts around how we build our culture.”—Derek Falvey, chief baseball officer, Minnesota Twins