

## Persuasion Skills Black Book Practical Nlp Language Patterns For Getting The Response You Want

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Bestselling Author of "The Persuasion Skills Black Book" Marcus' advice is practical, always on point, and above all, lethally effective for improving your conversation skills and social life. Anthony Johnson

Improve How You Talk To People ... - Your Charisma Coach

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Despite what HR Departments want you to believe, the best person does not always get the job. The people that succeed are those who know how to press the company hot buttons and present a hypnotically desirable front in the interview. This book will show how to accomplish that.

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IT WOULD BE WONDERFUL IF YOU COULD ALWAYS ENSURE EVERYONE AGREED WITH YOUR WAY OF THINKING, WOULDN'T IT? You're already aware of how unlikely you are to progress at work, or "make a name for yourself" in life, if you struggle to get your ideas accepted by your prospects, your clients, your team, your boss, or your peers. Have you noticed how for some people it seems effortless, while the rest of us – maybe you, would benefit from a little help? Step by step, Brilliant Persuasion introduces you to a formidable selection of some of the most powerful persuasion techniques used by the most successful business men and women throughout the world. Using practical exercises that you will effortlessly adapt into your everyday speech, Brilliant Persuasion will ensure you: • Naturally lead people towards your way of thinking • Quantum leap your negotiating skills • Overcome objections • Figure out the emotions behind your prospects' decision-making process and covertly use this to your advantage • Understand and acquire the basic technics of the language of persuasion • Learn how to integrate persuasive techniques into everyday business and life scenarios • Foster long-term trust, credibility and resonant rapport • Understand why some words are more persuasive than others • Subliminally plant suggestions and ideas into the minds of others.

From renowned trial attorney and New York Times bestselling author Gerry Spence: a must own book for every lawyer and business professional seeking to make cutting-edge winning presentations--in court, at work, everywhere, any time. Gerry Spence is perhaps America's most renowned and successful trial lawyer, a man known for his deep convictions and his powerful courtroom presentations when he argues on behalf of ordinary people. Frequently pitted against teams of lawyers thrown against him by major corporate or government interests, he has never lost a criminal case and has not lost a civil jury trial since 1969. In Win Your Case, Spence shares a lifetime of experience teaching you how to win in any arena--the courtroom, the boardroom, the sales call, the salary review, the town council meeting--every venue where a case is to be made against adversaries who oppose the justice you seek. Relying on the successful courtroom methods he has developed over more than half a century, Spence shows both lawyers and laypersons how you can win your cases as he takes you step by step through the elements of a trial--from jury selection, the opening statement, the presentation of witnesses, their cross-examinations, and finally to the closing argument itself. Spence teaches you how to prepare yourselves for these wars. Then he leads you through the new, cutting-edge methods he uses in discovering the story in which you form the evidence into a compelling narrative, discover the point of view of the decision maker, anticipate and answer the counterarguments, and finally conclude the case with a winning final argument. To make a winning presentation, you are taught to prepare the power-person (the jury, the judge, the boss, the customer, the board) to hear your case. You are shown that your emotions, and theirs, are the source of your winning. You learn the power of your own fear, of honesty and caring and, yes, of love. You are instructed on how to role-play through the use of the psychodramatic technique, to both discover and tell the story of the case, and, at last, to pull it all together into the winning final argument. Whether you are presenting your case to a judge, a jury, a boss, a committee, or a customer, Win Your Case is an indispensable guide to success in every walk of life, in and out of the courtroom.

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