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Titolo	25 essential skills & strategies for the professional behavior analyst : expert tips for maximizing consulting effectiveness // by Jon S. Bailey & Mary Burch
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Descrizione fisica	1 online resource (226 p.)
Altri autori (Persone)	BurchMary R
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Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Introduction. Part I: Basic Consulting Skills. Business Etiquette. Assertiveness. Leadership. Networking. Public Relations and Marketing. Total Competence-applied Behavior Analysis Plus. Ethics in Daily Life. Part II: People Skills. Personal Communications. Persuasion/Influence. Negotiation and Lobbying. Public Speaking. Part III: Applying Behavioral Skills. Handling Difficult People. "Think Function". Using Shaping Effectively. "Can You Show Me That?" Performance Management. Part IV: Work Habits. Time Management/Prioritizing Tasks. Become a Trusted Professional. Learn to Deal with Stress. Know When to Seek Help. Part V: Advanced Consulting Skills. Critical Thinking. Problem Solving. Understanding and Using "Power". Training/Coaching/Mentoring. Aggressive Curiosity. References. Appendix A: 25 Skills and Strategies Scenarios. Appendix B: 25 Skills Individual Checklist. Appendix C: 25 Skills Organizational Checklist.
Sommario/riassunto	A guidebook for behaviour analysts, the authors present five basic skills or strategy areas, divided into 25 specific skills that analysts who hope to be successful at consulting should consider mastering.

