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| 1. Record Nr.           | UNINA9910463337703321   |
| Autore                  | Long Weldon <1964->   |
| Titolo                  | The power of consistency [[electronic resource] ] : prosperity mindset training for sales and business professionals / / Weldon Long  |
| Pubbl/distr/stampa      | Hoboken, N.J., : Wiley, c2013   |
| ISBN                    | 1-299-19008-1<br>1-118-52658-9<br>1-118-52653-8   |
| Edizione                | [1st edition]   |
| Descrizione fisica      | 1 online resource (210 p.)  |
| Disciplina              | 658.3/1245  |
| Soggetti                | Success in business<br>Selling - Psychological aspects<br>Motivation (Psychology)<br>Electronic books.  |
| Lingua di pubblicazione | Inglese   |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
| Note generali           | Includes index.   |
| Nota di contenuto       | ""The Power of Consistency: Prosperity Mindset Training for Sales and Business Professionals""; ""Copyright""; ""Contents""; ""Foreword""; ""Acknowledgments""; ""Introduction""; ""The Problem""; ""The Solution""; ""A Few Words about Implementing This Process""; ""Why This Book?""; ""Chapter One: Think Inside Your Box and Get Your Mind Right""; ""Chapter Two: Congratulations! You're Right! . . . Even When You Are Wrong""; ""Your Reticular Activating System""; ""Chapter Three: Understanding the Power of Focus and Your Subconscious Mind""; ""Chapter Four: Step 1: Focus""<br>""What You Want in Life and Business""""What You Want to Become in Life and Business""; ""What You Want to Contribute in Life and Business""; ""What You Need to Do to Accomplish These Things in Life and Business""; ""Chapter Five: Step 2: Emotional Commitment""; ""Write It""; ""Review It and Feel It""; ""Chapter Six: Step 3: Action""; ""Chapter Seven: Step 4: Responsibility""; ""Where Your Thoughts Go, Your Actions Go; Where Your Actions Go, Your Results Go""; ""Prepare Yourself for Success""; ""Values, Character, and Integrity""; ""Values""; ""Character""; ""Integrity"" |

Sommario/riassunto

How to achieve wealth, happiness, and peace of mind through personal responsibility The Power of Consistency is based on the fundamental premise that private declarations dictate future actions. In other words, we tend to take actions with the thoughts and beliefs we consistently have, and the cumulative results of those actions eventually create the quality and circumstances of our lives and businesses. Therefore, transformative change in life and business is possible when we reconstruct our minds and take responsibility for its content. Lays out a simple process-the Personal Prosperity PI

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| 2. Record Nr.           | UNISALENTO991003846799707536                   |
| Autore                  | Hutin, Serge                                   |
| Titolo                  | L'alchimie / par Serge Hutin                   |
| Pubbl/distr/stampa      | Paris : Presses universitaires de France, 1961 |
| Edizione                | [2. éd. revue et corrigée]                     |
| Descrizione fisica      | 128 p. ; 18 cm                                 |
| Collana                 | Que sais-je? ; 506                             |
| Disciplina              | 540.112  |
| Soggetti                | Alchimia                                       |
| Lingua di pubblicazione | Francese                                       |
| Formato                 | Materiale a stampa                             |
| Livello bibliografico   | Monografia                                     |