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Titolo	The power of charm [[electronic resource]] : how to win anyone over in any situation // Brian Tracy and Ron Arden
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Descrizione fisica	1 online resource (145 p.)
Altri autori (Persone)	ArdenRon
Disciplina	646.76
Soggetti	Interpersonal relations Interpersonal communication Charm
Lingua di pubblicazione	Inglese
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Note generali	Includes index.
Nota di contenuto	What Is Charm? -- Charm in Action -- What Charm Can Do -- How to Charm Anyone -- The Magic of Listening -- Charming a Woman -- Charming a Man -- Charming from the Inside-Out and Outside-In -- The Power of Attention -- The First Signal: Direct Eye Contact -- The Second Signal: The Flick -- The Third Signal: Head Tilts -- The Fourth Signal: Head Nods -- The Fifth Signal: Whole Body Language -- The Sixth Signal: Body Language to Avoid -- The Seventh Signal: Vocal Reassurances -- The Eighth Signal: Verbal Reassurances -- Practice Being Charming with Friends -- Be Careful with Advice -- The Power of Patient Listening -- Be Quick to Smile and Laugh -- Be Quick to Praise -- Use the "Act as If" Principle -- What You Say and How You Say It -- The Look-Aside -- The Art of Speaking Slowly -- The Eloquence of Silence -- Excessive Fillers Are Charm Killers -- Charming People with Your Voice -- Be a Charming Conversationalist -- Steer the Conversation -- Do Your Homework -- Keep the Ball in Their Court -- Don't "Kill the Ball" -- Get in Step with the Other Person -- Practice Makes Perfect -- Translate Skill into Art -- Now You Have to Do It! -- Roll Out the Charm.
Sommario/riassunto	Learn how to master an elusive but crucial skill from personal success

expert Brian Tracy.
