

1. Record Nr.	UNISA996383799903316
Titolo	The Anabaptists faith and belief, open'd [[electronic resource]]
Pubbl/distr/stampa	London, : [s.n.], printed in the year, 1659
Descrizione fisica	1 sheet ([1] p.)
Soggetti	Satire, English - 17th century Anabaptists
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	A satire in two columns; the Apostles' Creed runs along the right hand side of each column. Verse - "Some that pretend most faith have least, who say". Annotation on Thomason copy: "sept: 12". Reproduction of the original in the British Library.
Sommario/riassunto	eebo-0018

2. Record Nr.	UNINA9910780451503321
Autore	Zuker Elaina
Titolo	Influence [[electronic resource]] : portable power for the '90s / / Elaina Zuker
Pubbl/distr/stampa	Menlo Park, CA, : Crisps Publications, c1994
ISBN	1-4175-2210-0
Descrizione fisica	1 online resource (86 p.)
Collana	50-Minute series
Disciplina	153.8/52
Soggetti	Influence (Psychology) Persuasion (Psychology) Success - Psychological aspects
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	<p>""TITLE""; ""COPYRIGHT""; ""ABOUT THE AUTHOR""; ""CONTENTS""; ""INTRODUCTION""; ""PART I Influencea€? Getting What You Want""; ""INFLUENCEa€? GETTING WHAT YOU WANT""; ""What Influences You?""; ""Influence Factors Checklist""; ""A NEW DEFINITION OF INFLUENCE""; ""What Influence Isna€?t""; ""WHAT INFLUENCE MEANS TO YOU""; ""DOVETAILINGa€? YOUR WIN-WIN STRATEGY""; ""INFLUENCE""; ""MANIPULATION""; ""Getting Tuned In""; ""There Are No Shortcuts""; ""CREATING A PERSONAL INFLUENCE ACTION PLAN""; ""A FIVE-STEP PLAN""; ""PART II Influencing in an Age of Change""; ""INFLUENCING IN AN AGE OF CHANGE""</p> <p>""Meeting the Challenge of an Age of Change""""COMPETITION:""; ""The Race Heats Up""; ""TECHNOLOGY:""; ""The Danger Of Depersonalization""; ""INFORMATION:""; ""Getting What You Need""; ""WORKER VALUES:""; ""New Management Norms Required""; ""INNOVATION:""; ""Wea€?re All Expected to be More Creative""; ""ORGANIZATIONAL STRUCTURE:""; ""Changing the Way Things Work""; ""OLD HIERARCHICAL STRUCTURES""; ""NEW INFLUENCE STRUCTURES""; ""CAUGHT IN THE MIDDLE""; ""PLAYING IT BY EAR""; ""GETTING AHEAD IN THE AGE OF CHANGE""; ""YOUR OWN ORGANIZATION""; ""PART III How to Influence Anybody""</p> <p>""THE FORMULA FOR SUCCESS""""</p> <p>INFLUENCE=ATTENTIVENESS+FLEXIBILITY""; ""Learning How Best to</p>

Apply Influence Skills"; "LIKE LIKES LIKE"; "PART IV The Art of
Listening: The Underrated a€œPower Toola€?"; "WHY LISTENING IS SO
DIFFICULT"; "Why?"; "Distractions"; "Lack of Training"; "Filtering";
"Self-Absorption"; "LISTENING TO INFLUENCE"; "1. Listening without
Judging"; "2. Developing a Genuine Interest in Others"; "3. Learning
to Ask Good Questions"; "4. Developing the Art of Helping with
Silence"; "5. Developing a Desire to Accommodate";
"Accommodation Quick-Check"
"6. Practice Makes Perfect""OPEN LISTENING"; "ACTIVE LISTENING";
"REFLECTING FEELINGS"; "OPEN-ENDED QUESTIONING"; "BLOCK-
BUSTING QUESTIONS"; "COMPARATORS: PRECISION QUESTIONS";
"Qualifying Comparators"; "UNIVERSALS"; "PART V Refined
Listening"; "FINE-TUNING YOUR RADAR"; "THE CONTEXT"; "The
External Environment"; "The Internal Environment"; "THE SIX Rs";
"1. Relationship"; "2. Range"; "3. Record"; "4. Reasons"; "5.
Rules"; "6. Resistance"; "THE CONTENT"; "THE MEDIUM"; "Refined
Listening"; "TUNING IN TO WHATa€S UNSPOKEN"
"1. Body Posture and Gestures""2. Skin Color Changes"; "3. Minute
Muscle Changes"; "4. Lower Lip Changes"; "5. Breathing Changes";
"6. Voice Patterns: Tone, Tempo and Volume"; "REPRESENTATIONAL
SYSTEMS"; "A VISUAL PERSON"; "AN AUDITORY PERSON"; "A
KINESTHETIC PERSON"; "A GUSTATORY PERSON"; "AN OLFACTORY
PERSON"; "PART VI The Magic of Rapport"; "SETTING THE STAGE FOR
GREATER INFLUENCE"; "RAPPORT"; "ENTRAINMENT"; "ENTRAINMENT
AND THE RHYTHM OF RAPPORT"; "ENTRAINMENT AS RAPPORTa€? THE
HEARTBEAT OF INFLUENCE"; "Breaking Rapport"; "Matching
Breathing"
"Matching Voice"
