

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""      ""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""      ""THE FORMULA FOR SUCCESS""""      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""

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