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Sommario/riassunto	Master the power of influence and persuasion. What if you could instantly boost your capability to influence, motivate and connect with people? How could it increase your productivity, team culture and bottom line? Better yet, what if you could influence yourself to achieve greater success? Imagine the impact that would have on your life and fortunes. How to Influence People takes these ideas out of the realm of what-if and turns them into reality. Whether you're a new manager looking for direction, an experienced leader looking to hone your skills or a sales professional looking for better ways to connect, How to Influence People is for you! Originally published in 2013 as The Ultimate Book of Influence , this book has been reviewed and redesigned to become part of the Wiley Be Your Best series - aimed at helping readers achieve professional and personal success.