

1. Record Nr.	UNISALENTO991001411509707536
Autore	Hightower, Paul
Titolo	Galileo : astronomer and phisicist / Paul Hightower
Pubbl/distr/stampa	Berkeley Heights : Enslow Publishers, 1997
ISBN	0894907875
Descrizione fisica	128 p. ; 24 cm.
Collana	Great minds of science
Disciplina	520
Soggetti	Galileo
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia

2. Record Nr.	UNINA9910148940303321
Autore	O'Connor Joseph
Titolo	Introduction to NLP, An : Psychological Skills for Understanding and Influencing People
Pubbl/distr/stampa	HarperCollins UK
ISBN	0-00-746147-X
Lingua di pubblicazione	Inglese
Formato	Musica
Livello bibliografico	Monografia
Sommario/riassunto	An Introduction to NLP reveals the techniques you need to achieve excellence in everything you do. Specially designed for audio with listener participation exercises, this CD focuses on communication

strategies, using and understanding body languages, successful meetings and more! Some people appear more gifted than others. NLP (Neuro-Linguistic Programming), one of the fastest growing developments in applied psychology, describes in simple terms what these people do differently and enables you to learn these patterns of excellence. An Introduction to NLP teaches you practical skills to achieve excellent communication and great results in all areas of your life. Includes: how to create rapport with others influencing skills understanding and using body language how to think about and achieve the results you want the art of asking key questions effective meetings, negotiations and selling accelerated learning strategies. Specifically designed for audio, this CD also includes exercises that encourage listener participation.
