

Compelling People The Hidden Qualities That Make Us Influential

[Book] Compelling People The Hidden Qualities That Make Us Influential

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Compelling People The Hidden Qualities

Compelling People: The Hidden Qualities That Make Us ...

When people project strength, they command our respect Warmth is the sense that a person shares our feelings, interests, and view of the world When people project warmth, we like and support them So we warm to warm people but dislike cold ones We take seemingly strong people seriously but often disregard those who seem weak and inconsequential

The Hidden Qualities That Make Us Influential Compelling ...

Compelling People The Hidden Qualities That Make Us Influential John Neffinger and Matthew Kohut From COMPELLING PEOPLE by John Neffinger and Matthew Kohut Summarized by arrangement with Hudson Street Press, an imprint of Penguin Publishing Group, a division of Penguin Random House LLC 304 pages [@] Rating 9 Applicability 7 Innovation 7 Style 8

Compelling People Edit - Paul Arnold

Compelling People The hidden qualities that make us influential By John Neffinger and Matthew Kohut THE BOOK IN A NUTSHELL A Harvard Business School recommended reading book Displaying warmth with strength is key to making us more influential Most men ...

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Compelling People The Hidden Qualities That Make Us Influential Neffinger and Kohut reveal how we size each other up—and how we can learn to win the admiration, respect, and affection we desire “This is not just another pop-psych book: it's the first book to capture and share the in-

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of Compelling People: The Hidden Qualities That Make Us Influential (Hudson Street Press, August 2013) and principals at Knp Communications
 July–August 2013 Harvard Business Review 3 For article reprints Call 800-988-0886 or 617-783-7500, or visit hbr.org

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Compelling People The Hidden Qualities That Make Us Influential Drawing on cutting-edge social science research as well as their own work with
 Fortune 500 executives, members of Congress, TED speakers, and Nobel Prize winners, Neffinger and Kohut reveal how we size each other
 up—and how we can learn to win the

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Presenter Matthew Kohut is the co-author of Compelling People: The Hidden Qualities that Make Us Influential and the managing partner of KNP
 Communications He has prepared speakers for events ranging from live television appearances to TED talks In addition to

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