



The Power of Understanding People: The Key to Strengthening Relationships, Increasing Sales, and Enhancing Organizational Performance

By Dave Mitchell

John Wiley & Sons Inc. Hardback. Book Condition: new. BRAND NEW, The Power of Understanding People: The Key to Strengthening Relationships, Increasing Sales, and Enhancing Organizational Performance, Dave Mitchell, How to build lasting connections through meaningful communication. Developing successful relationships is critical to our success in both our personal and professional lives. The Power of Understanding People shows you how to establish and develop extremely effective relationships by providing you with techniques to better identify and understand the intrinsic needs of others. As a result, you will achieve better team dynamics, increased sales and client satisfaction, higher levels of employee engagement and performance, and even more satisfying marriages and friendships. This book provides the tools to understand others' unique communication style as well as your own. Get detailed advice on how to adjust to diverse communication styles, develop a unifying language for the organization, and better match motivational techniques to team members. Through storytelling and experiential exercises, author Dave Mitchell helps you gain insight into your own unique interaction style and teaches you how to communicate, motivate, sell, and service more successfully no matter the personality types involved. * Offers insight into the behavior cues and questions to ask to...

Reviews

This book is really gripping and intriguing. It is written in easy words and never confusing. You can expect to like the way the blogger created this pdf.

-- **Summer Jacobson**

The very best publication I have ever read through. I actually have gone through it and I am confident that I am going to plan to read through it once more down the road. I found out this ebook from my mom and dad advised this publication to learn.

-- **Emie Wuckert**