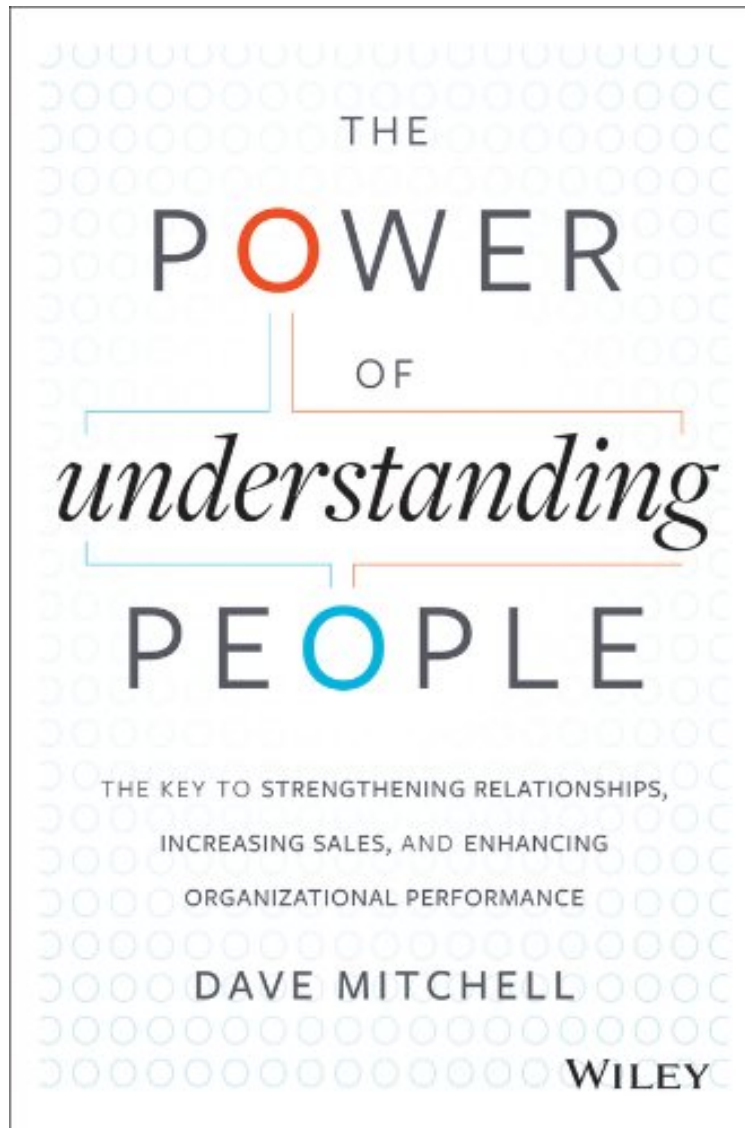


[Download pdf] The Power of Understanding People: The Key to Strengthening Relationships, Increasing Sales, and Enhancing Organizational Performance

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

Dave Mitchell

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Dave Mitchell : The Power of Understanding People: The Key to Strengthening Relationships, Increasing Sales, and Enhancing Organizational Performance before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Power of Understanding People: The Key to Strengthening Relationships, Increasing Sales, and Enhancing Organizational Performance:

2 of 2 people found the following review helpful. Insightful and funny!By AlyshaI originally purchased this book with my professional development in mind. Once I started reading it, I was amazed at how valuable the tools became to my personal relationships as well. The key to developing effective relationships is understanding people, but the main takeaway for me is that you first need to identify and understand your own motivators. This book addresses both topics and leaves you with actionable skills that apply in almost any situation.Dave Mitchell is both hysterical and thought-provoking. He uses great examples and anecdotes to further explain what motivates people and drives their behavior, which makes reading this book feel like an enjoyable conversation. I have utilized his approach in countless interactions and am always impressed with how easy it is to overcome obstacles simply by understanding the behavior cues of others.I have bookmarked, highlighted and re-referenced this book many times from many different perspectives. I would highly recommend this book to anyone who is looking to be a more effective leader, co-worker, professional, friend or partner. Whether you are in a situation that requires new techniques on conflict resolution, or if you are simply wanting to sharpen your communication skills, this book is a must-read.1 of 1 people found the following review helpful. Insightful for personal AND professional lives!By Harlei PI am in the MBA program at EIU in Charleston, IL and I purchased this book for one of my classes last semester. We were given the opportunity to pick any business related book that we wanted to, and I'm definitely glad I went with the reviews on this book. Everyone in my class loved the presentation that I prepared based off of the text. They found it very interesting and I thoroughly enjoyed reading the book myself. There are so many helpful tips on communicating with different personalities in a personal AND professional context. I recommend this book to anyone! I also loved that the author is from the surrounding area by Charleston, it's a small world!1 of 1 people found the following review helpful. MetacognitionBy Kindle LaghariGreat book to understand that different people have different styles of interacting, and often one style has hard time understanding the other unless you are aware that they have a different style. The author has good sense of humor and gives many examples to help you understand the concept. I will probably read this book one more time.

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 better understand someone's interactive preferences Explains how to enhance your sales efforts by better targeting your brand message to the client's style so that your products/services resonate with them more Examines strategies for creating a high performing work environment and achieve greater customer service excellence Contains conflict resolution strategies, including how to effectively work out differences within a team, between work units, with customers, and even in your personal life Armed with the ability to interpret the behavior of the people around you, you will achieve greater levels of success at work and at home while also learning how to better handle the difficult situations involving people in your life.