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Success 101: Achieving Outstanding Results in Today's Marketplace

By Lloyd E Corder

Createspace, United States, 2013. Paperback. Book Condition: New. 254 x 203 mm. Language: English . Brand New Book ***** Print on Demand *****.Success 101 explains how to use proven techniques and strategies to boost your power, success and results in today's ever-changing business world. Learn how to: Assess your current situation and identify what's really holding you back. Leverage the persuasive power of perceptions and win the upper hand. Sharpen your listening skills to uncover the real issues that you might have otherwise glossed over. Ask the right questions to better persuade and motivate others to your point of view and to take action. Use the hidden power of body language to more naturally and subtly communicate your message. Set goals and create action plans that lead directly to the results you desire. Market yourself by using innovative tools that separate you from your competitors. Track and measure your success in using convincing industry metrics. Success 101 is built on a simple philosophy: Work harder on yourself than you do on your job. If you work hard on your job, you will make a living. If you work hard on yourself, you will make a fortune.



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