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Power Cues: The Subtle Science of Leading Groups, Persuading Others, and Maximizing Your Personal Impact

By Nick Morgan

Audible Studios on Brilliance, United States, 2016. CD-Audio. Book Condition: New. Unabridged. 171 x 133 mm. Language: English . Brand New. Take control of your communications before someone else does. What if someone told you that your behavior was controlled by a powerful, invisible force? Most of us would be skeptical of such a claim but it's largely true. Our brains are constantly transmitting and receiving signals of which we are unaware. Studies show that these constant inputs drive the great majority of our decisions about what to do next and we become conscious of the decisions only after we start acting on them. Many may find that disturbing. But the implications for leadership are profound. In this provocative yet practical audiobook, renowned speaking coach and communication expert Nick Morgan highlights recent research that shows how humans are programmed to respond to the nonverbal cues of others subtle gestures, sounds, and signals that elicit emotion. He then provides a clear, useful framework of seven power cues that will be essential for any leader in business, the public sector, or almost any context. You'll learn crucial skills, from measuring nonverbal signs of confidence to the art and practice of...

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Reviews

This is actually the very best book I actually have read till now. This is for all those who state that there was not a worth studying. Its been written in an remarkably straightforward way which is merely following I finished reading this publication by which in fact altered me, modify the way I believe.

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