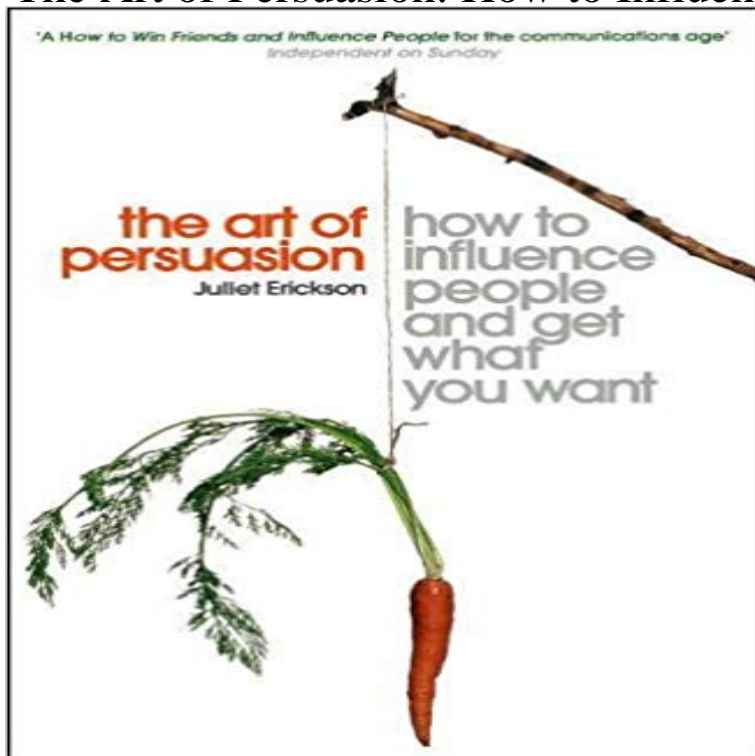


The Art of Persuasion: How to Influence People and Get What You Want



You may think you know what you want in life, but having the idea, the goal, the means, the business plan or the enthusiasm will only get you halfway there. Whatever it is that you want to make happen whether a new business, community project or innovative idea the one crucial factor by which it will stand or fall is how well you can communicate it to others. This invaluable book explains just why good communication is so critical and reveals the secrets of honing your skills to ensure your goal is realised. From planning your initiative to making an effective pitch when the stakes are high, international communication coach Juliet Erickson presents the best insights and techniques of persuasive communication that are essential to really make your great ideas happen.

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