

Pre Suasione Creare Le Condizioni Per Il Successo Dei Persuasori 1

Since its publication in 2007, Yes! has shown how small changes can make a big difference to everyone's powers of persuasion - both at work and at home. Every day, we face the challenge of persuading others to do what we want. But what makes people say 'yes' to our requests? Based on decades of research into the psychology of persuasion, this book reveals many remarkable insights that will help you be more persuasive both at work and at home. Co-written by the world's most quoted expert on influence, Professor Robert Cialdini, Yes! contains dozens of tips that you wouldn't want to miss out on - all of them scientifically proven to boost your powers of persuasion. This special tenth Anniversary edition features ten new chapters of updated research and fresh secrets of persuasion. You will find out how to stop your listeners getting bored, what you can do on your commute to increase your influence, and why being second place is worse than being third. Whether you want someone to promote you, take their medicine, reduce their carbon footprint or even give you their vote, Yes! shows how small changes in your approach can have a dramatic effect on your success.

Happiness is Not Around the Corner; it ' s Right Here, Right now Do you find yourself waiting for the best part of your life to begin? Or those things will get better soon? Dr. Richard Carlson, author who helped millions of readers stop sweating the small stuff, reminds us all You Can Be Happy No Matter What.

Interactive Edition: In this interactive edition, people can experience the book in a wholly new way with Carlson ' s narration, illuminating passages about living joyfully in the present moment. This handbook for happiness is based on proven psychology, the Principles of Thought, covering thought, mood, separate realities and feelings. Every moment of every day, our minds are working to make sense out of what we see and experience; yet this is one of the least understood principles in our psychological makeup. Carlson ' s breakthrough work here in understanding the nature of thought can be the foundation to a fully functional life. Dr. Richard Carlson ' s wise words in his own voice bring new dimension and understanding of awakening to your own happiness. This superlative interactive book aids anyone in understanding the ups and downs of life and how to build resilience. Most importantly, Carlson reminds us to not let the downside get in the way of living joyfully, despite the daily challenges we all face. In his own words, " Happiness is a state of mind, not a set of circumstances. "

Il linguaggio è una delle pi ù importanti peculiarità dell'essere umano e ci ò che gli ha permesso di evolversi in maniera del tutto differente dalle altre specie del pianeta. Tutti lo utilizziamo sin da piccoli con naturalezza per comunicare, ma farlo in maniera professionale, nel mercato di oggi che non lascia margini di errore, non è per niente facile. Con Il codice segreto del linguaggio, Paolo Borzacchiello ci mette a disposizione il frutto di vent'anni di studio sulla comunicazione e l'intelligenza linguistica: un metodo che fonde neuroscienze, linguistica, storytelling ed esperienza sul campo, per consentire a chiunque di costruire messaggi superefficaci. Prestando attenzione ai dieci parametri fondamentali del metodo e seguendo i suggerimenti dell'autore, potrete anche voi costruire il post che converte, la mail che tutti leggono, il discorso che infiamma gli animi o il copy che conquista il cliente. In altre parole, la comunicazione perfetta. Questa nuova edizione aggiornata e ampliata è arricchita con una nuova Introduzione e tre capitoli dedicati al linguaggio da usare dopo il Covid, ai pattern per superare le obiezioni e al pitch, la presentazione sintetica con cui conquistare l'interesse dell'interlocutore.

The Life of Joseph F. Smith Sixth President of the Church of Jesus Christ of Latter-Day Saints

Proceedings of the Second Italian Conference on Computational Linguistics CLiC-it 2015

giornale della sera. 1861,7/12

On the Limits of Brain Science

Il potere delle aspettative di creare la realtà

Learn to Manage Your Money & Protect Your Financial Future

Il primo e unico "bignami" del copy persuasivo™ in lingua italiana. Questo libretto, pubblicato per la prima volta nel 2017, è pensato per professionisti, imprenditori e tutti coloro che hanno bisogno di comunicare per convincere e ottenere una risposta, in un mondo in cui è sempre più difficile attirare l'attenzione (e stimolare interesse). Nella nuova edizione, arricchita e potenziata, il testo è diviso in 10 capitoli, più nuove appendici (con approfondimenti e materiali operativi ulteriori) e una serie di procedure e dritte per scrivere messaggi chiari e convincenti e superare la sindrome del foglio bianco.

Neuroeconomics, neuromarketing, neuroaesthetics, and neurotheology are just a few of the novel disciplines that have been inspired by a combination of ancient knowledge along with recent discoveries about how the human brain works. This fascinating and thought provoking new book critically questions our love affair with brain imaging.

100 e più definizioni utili a chi vuole conoscere il mondo della PNL (Programmazione Neuro Linguistica). Un ebook da tenere a portata di mano come enciclopedia degli strumenti utili: cos'è un'àncora e quali tipi di àncore esistono? Cos'è il Meta modello? E la Disney Strategy? E il Six Step Reframe? Nella prima parte si parla di coaching, di PNL, del percorso formativo, di leggi, di associazioni e di altre figure professionali. Nella seconda parte trovi 122 definizioni di PNL, di coaching, di crescita personale e di psicologia utili al coach o al semplice curioso di PNL.

Enciclopedia della PNL

Regimen Sanitatis Salernitanum

Sbatti la polvere dalle ali

A Revolutionary Way to Influence and Persuade

Neuromania

La profezia che si autorealizza

You're either a Purple Cow or you're not. You're either remarkable or invisible. Make your choice. What do Apple, Starbucks, Dyson and Pret a Manger have in common? How do they achieve spectacular growth, leaving behind former tried-and-true brands to gasp their last? The old checklist of P's used by marketers - Pricing, Promotion, Publicity - aren't working anymore. The golden age of advertising is over. It's time to add a new P - the Purple Cow. Purple Cow describes something phenomenal, something counterintuitive and exciting and flat-out unbelievable. In his new bestseller, Seth Godin urges you to put a Purple Cow into everything you build, and everything you do, to create something truly noticeable. It's a manifesto for anyone who wants to help create products and services that are worth marketing in the first place.

Changing hearts is an important part of changing minds. Research shows that appealing to human emotion can help you make your case and build your authority as a leader. This book highlights that research and shows you how to act on it, presenting both comprehensive frameworks for developing influence and small, simple tactics you can use to convince others every day. This volume includes the work of: Nick Morgan Robert Cialdini Linda A. Hill Nancy Duarte This collection of articles includes "Understand the Four Components of Influence," by Nick Morgan; "Harnessing the Science of Persuasion," by Robert Cialdini;

"Three Things Managers Should Be Doing Every Day," by Linda A. Hill and Kent Lineback; "Learning Charisma," by John Antonakis, Marika Fenley, and Sue Liechti; "To Win People Over, Speak to Their Wants and Needs," by Nancy Duarte; "Storytelling That Moves People," an interview with Robert McKee by Bronwyn Fryer; "The Surprising Persuasiveness of a Sticky Note," by Kevin Hogan; and "When to Sell with Facts and Figures, and When to Appeal to Emotions," by Michael D. Harris. How to be human at work. The HBR Emotional Intelligence Series features smart, essential reading on the human side of professional life from the pages of Harvard Business Review. Each book in the series offers proven research showing how our emotions impact our work lives, practical advice for managing difficult people and situations, and inspiring essays on what it means to tend to our emotional well-being at work. Uplifting and practical, these books describe the social skills that are critical for ambitious professionals to master.

I ragazzi ricchi non socializzano con la domestica. Non s'innamorano della domestica. Non rischiano il tutto per tutto per la domestica. Ora sappiamo che cosa ci troviamo di fronte. Chi ci troviamo di fronte. Ma se è lui ad avere tutte le carte in mano, la verità non conta molto. I padroni della Linwood vogliono che io scappi via. Mi vogliono lontana da qui, in un posto sicuro. Ma non lo farò. Mi rifiuto di abbandonare mia mamma, e i quattro ragazzi, ciascuno dei quali ha rivendicato un pezzo del mio cuore, non mi lasceranno da sola ad affrontare questa minaccia. Hanno giurato di fare qualunque cosa per porre fine a questa situazione. Per tenermi al sicuro. Dato che non faremo marcia indietro, la lotta è la nostra unica opzione. Ma ho giocato a poker abbastanza a lungo da sapere che, a volte, quando si rischia tutto... Si perde tutto.

Neuromarketing applicato

Mbraining

Marina e commercio e giornale delle colonie periodico settimanale

Rivista critica di clinica medica

Il Piccolo Libro della Scrittura Persuasiva

Using Your Multiple Brains to Do Cool Stuff

A groundbreaking translation of the epic work of one of the great minds of the nineteenth century Giacomo Leopardi was the greatest Italian poet of the nineteenth century and was recognized by readers from Nietzsche to Beckett as one of the towering literary figures in Italian history. To many, he is the finest Italian poet after Dante. (Jonathan Galassi's translation of Leopardi's *Canti* was published by FSG in 2010.) He was also a prodigious scholar of classical literature and philosophy, and a voracious reader in numerous ancient and modern languages. For most of his writing career, he kept an immense notebook, known as the *Zibaldone*, or "hodge-podge," as Harold Bloom has called it, in which Leopardi put down his original, wide-ranging, radically modern responses to his reading. His comments about religion, philosophy, language, history, anthropology, astronomy, literature, poetry, and love are unprecedented in their brilliance and suggestiveness, and the *Zibaldone*, which was only published at the turn of the twentieth century, has been recognized as one of the foundational books of modern culture. Its 4,500-plus pages have never been fully translated into English until now, when a team under the auspices of Michael Caesar and Franco D'Intino of the Leopardi Centre in Birmingham, England, have spent years producing a lively, accurate version. This essential book will change our understanding of nineteenth-century culture. This is an extraordinary, epochal publication.

Neurocopywriting è il primo manuale italiano a spiegare l'applicazione del neuromarketing e delle neuroscienze allo storytelling. Attraverso uno stile discorsivo ma rigorosamente documentato a livello scientifico, in queste pagine scoprirete come creare contenuti efficaci, grazie alle conoscenze sul cervello e le sue modalità di reazione, apprendimento e attenzione: una delle nuove frontiere aperte dalle neuroscienze. Il libro si addentra in un percorso stimolante, ricco di esempi pratici, interviste, esperimenti e casi aziendali, risultando particolarmente utile per tutti coloro che, pur non essendo addetti ai lavori, devono ogni giorno confrontarsi con le sfide della comunicazione.

Pre-suasione. Creare le condizioni per il successo dei persuasoriLa profezia che si autorealizzaIl potere delle aspettative di creare la realtàDario Flaccovio Editore

The Investment Answer

Neurocopywriting

Un approccio scientifico al marketing del futuro

Il codice segreto del linguaggio

Zibaldone

The latest scientific research shows you have three brains! You have complex and fully functional brains in your heart, your gut and your head. In this groundbreaking book, you'll discover the latest neuroscience findings about your multiple brains (head, heart and gut brains) and what they have to offer for increasing intuitive abilities and for immediately generating wiser decision-making in your daily life. Providing you with numerous practical and easy to learn methods, this book shows how to communicate with and tap into the innate intelligence of your multiple brains. mBraining coaches you in aligning your three brains to achieve greater wisdom, success and happiness in a world of massive change. Utilizing the powerful and practical methodologies of NLP, Cognitive Linguistics and Behavioral Modeling, the authors have synthesized a remarkably wide range of research findings into an integrated approach that is practical, potent, and immediate in its results. Now scientific knowledge is finally catching up with deep insights from

esoteric and spiritual traditions informing us for thousands of years about these three powerful intelligences. This is not a popular science book, nor is it a typical self-help book. This is a book that both breaks new ground as well as complementing many other spiritual and self-development practises. In this book, you'll learn the process of 'mBraining' - the process of aligning and harnessing the power of your multiple brains. The suite of practical methods it provides is part of an amazing new field called 'mBIT' - multiple Brain Integration Techniques. This is a book that changes lives by giving you a real 'how'. Written in an easy to read and entertaining style, this is a highly accessible guide to understanding the scientific basis behind your gut intuitions, your heart-felt emotions, and your head-based creative powers. The lessons in this book can transform your relationship to yourself, to others, and to the world in which you live. If you are serious about your self-evolution, this book is a must read! Learn to use your multiple brains to do cool and amazing things in your life!

At some point today you will have to influence or persuade someone - your boss, a co-worker, a customer, client, spouse, your kids, or even your friends. What is the smallest change you can make to your request, proposal or situation that will lead to the biggest difference in the outcome? In *The small BIG*, three heavyweights from the world of persuasion science and practice -- Steve Martin, Noah Goldstein and Robert Cialdini -- describe how, in today's information overloaded and stimulation saturated world, increasingly it is the small changes that you make that lead to the biggest differences. In the last few years more and more research - from fields such as neuroscience, cognitive psychology, social psychology, and behavioral economics - has helped to uncover an even greater understanding of how influence, persuasion and behavior change happens. Increasingly we are learning that it is not information per se that leads people to make decisions, but the context in which that information is presented. Drawing from extensive research in the new science of persuasion, the authors present lots of small changes (over 50 in fact) that can bring about momentous shifts in results. It turns out that anyone can significantly increase his or her ability to influence and persuade others, not by informing or educating people into change but instead by simply making small shifts in approach that link to deeply felt human motivations.

CLiC-it 2015 is held in Trento on December 3-4 2015, hosted and locally organized by Fondazione Bruno Kessler (FBK), one the most important Italian research centers for what concerns CL. The organization of the conference is the result of a fruitful conjoint effort of different research groups (Università di Torino, Università di Roma Tor Vergata and FBK) showing the nationwide spreading of CL in Italy. As in the first edition, the main aim of the event is at establishing a reference forum on CL, covering all the aspects needed to describe the multi-faceted and cross-disciplinary reality of the involved research topics and of the Italian community working in this area. Indeed the spirit of CLiC-it is inclusive, in order to build a scenario as much as possible comprehensive of the complexity of language phenomena and approaches to address them, bringing together researchers and scholars with different competences and skills and working on different aspects according to different perspectives. The large number of researchers that have decided to present their work at CLiC-it and the number of directions here investigated are proof of the maturity of our community and a promising indication of its vitality. We received a total of 64 paper submissions, out of which 52 have been accepted to appear in the Conference Proceedings, which are available online and on the OpenEdition platform. Overall, we collected 129 authors from 15 countries.

60 secrets from the science of persuasion

Il pungolo

How to Win Friends, Boost Your Confidence and Persuade Others

Purple Cow

The Ego and His Own

small changes that spark big influence

From the authors of the international bestseller *Yes!* This travel-sized handbook will become your go-to key for ensuring that the world says 'yes' to you, your ideas and your requests. We all want to hear 'yes'. 'Yes' connects us to the world, and carries us into the future. So why do we find it so hard to get others to agree? And how can we improve our chances? *The Little Book of Yes* contains 21 short essays that outline a range of effective persuasion strategies, each proven to increase the chances that someone will agree to your request. That someone could be a friend, a colleague, a partner, a lover, a manager, a sibling, a parent, even a stranger. The timeless principles and practical lessons in this collection can be used to tackle a variety of everyday challenges, from repairing a soured relationship to negotiating a higher fee for your work, from convincing a dithering friend to take action, to building your social network and personal brand. Full of wisdom from the leaders in influence, with carefully curated advice, this little book is essential reading for any freelancer, manager, entrepreneur, parent or person who wants more from their world.

This work has been selected by scholars as being culturally important and is part of the knowledge base of civilization as we know it. This work is in the public domain in the United States of America, and possibly other nations. Within the United States, you may freely copy and distribute this work, as no entity (individual or corporate) has a copyright on the body of the work. Scholars believe, and we concur, that this work is important enough to be preserved, reproduced, and made generally available to the public. To ensure a quality reading experience, this work has been proofread and republished using a format that seamlessly blends the original graphical elements with text in an easy-to-read typeface. We appreciate your support of the preservation process, and thank you for being an important part of keeping this knowledge alive and relevant.

Conoscere i desideri delle persone e gli aspetti che influenzano le loro decisioni d'acquisto è la chiave di volta per il successo di ogni progetto di marketing. Ma come fare a entrare nelle menti e nei cuori dei consumatori? La risposta si chiama Neuromarketing applicato. Grazie a questo manuale apprenderete le principali nozioni della neurobiologia del desiderio, scoprirete il ruolo fondamentale della dopamina e l'importanza dell'irrazionalità nelle decisioni umane. Comprendete il concetto di ricompensa e la sua capacità di far aumentare il desiderio di acquisto: il processo decisionale e le emozioni non avranno più segreti per voi e saprete come utilizzare gli strumenti per misurare tutto questo. Sarete, infine, in grado di prevedere il successo di una strategia di marketing e comunicazione per il lancio di un nuovo prodotto, servizio o campagna marketing.

Guilt and Depression

Corriere sanitario giornale settimanale d'igiene pubblica, di medicina pratica ed interessi professionali

Politica ed economia

Discussioni ...

Come rendere la comunicazione e i contenuti più efficaci con il neuromarketing

Il Rischio

The acclaimed New York Times and Wall Street Journal bestseller from Robert Cialdini—"the foremost expert on effective persuasion" (Harvard Business Review)—explains how it's not necessarily the message itself that changes minds, but the key moment before you deliver that message. What separates effective communicators from truly successful persuaders? With the same rigorous scientific research and accessibility that made his Influence an iconic bestseller, Robert Cialdini explains how to prepare people to be receptive to a message before they experience it. Optimal persuasion is achieved only through optimal pre-suasion. In other words, to change "minds" a pre-suader must also change "states of mind." Named a "Best Business Books of 2016" by the Financial Times, and "compelling" by The Wall Street Journal, Cialdini's Pre-Suasion draws on his extensive experience as the most cited social psychologist of our time and explains the techniques a person should implement to become a master persuader. Altering a listener's attitudes, beliefs, or experiences isn't necessary, says Cialdini—all that's required is for a communicator to redirect the audience's focus of attention before a relevant action. From studies on advertising imagery to treating opiate addiction, from the annual letters of Berkshire Hathaway to the annals of history, Cialdini outlines the specific techniques you can use on online marketing campaigns and even effective wartime propaganda. He illustrates how the artful diversion of attention leads to successful pre-suasion and gets your targeted audience primed and ready to say, "Yes." His book is "an essential tool for anyone serious about science based business strategies...and is destined to be an instant classic. It belongs on the shelf of anyone in business, from the CEO to the newest salesperson" (Forbes).

Politica, cultura, economia.

Questo libro è il primo in Italia specifico sulla "Leadership Femminile Positiva" ed è un concentrato di informazioni, tecniche, schemi e strategie utili derivanti dallo studio, dall'esperienza e dalla pratica pluridecennale dell'autrice sul campo economico italiano. E' una guida per le donne motivate a costruirsi una carriera, un'indipendenza economica e allo stesso tempo avere una vita relazionale e familiare appagante. Può essere utilizzato per trasformare i problemi sentiti dalle donne, nel mondo del lavoro, in obiettivi di sviluppo. In questo libro: Troverai strumenti efficaci e tecniche pratiche per prendere decisioni in autonomia e libertà, senza sentirti in colpa; Scoprirai gli 8 elementi che supportano il "Vero Potere"; Imparerai a definire la realtà dalla fantasia definendo le tue priorità in base al tempo e agli obiettivi che vuoi ottenere; Scoprirai i 3 elementi chiave che possono prevenire disagi e frustrazioni; Scoprirai le skills richieste per creare collaborazioni e squadre vincenti; Imparerai a far percepire e a negoziare il tuo Valore; Troverai gli errori e le strategie per diventare un'abile negoziatrice utilizzando la Comunicazione Persuasiva della Leader Positiva.

How to Become a Buddha in 5 Weeks

The History of Italy

raccolta generale di giurisprudenza civile, commerciale, penale, amministrativa

Il foro italiano

Guerra o pace

The Philosophy of Giambattista Vico

In 1537 Francesco Guicciardini, adviser and confidant to three popes, governor of several central Italian states, ambassador, administrator, military captain--and persona non grata with the ruling Medici after the siege of Florence--retired to his villa to write a history of his times. His Storia d'Italia became the classic history of Italy--both a brilliant portrayal of the Renaissance and a penetrating vision into the tragedy and comedy of human history in general. Sidney Alexander's readable translation and abridgment of Guicciardini's four-volume work earned the prestigious 1970 P.E.N. Club translation award. His perceptive introduction and notes add much to the understanding of Guicciardini's masterpiece.

What if there were a way to cut through all the financial mumbo-jumbo? Wouldn't it be great if someone could really explain to us-in plain and simple English-the basics we must know about investing in order to insure our financial freedom? At last, here's good news. Jargon-free and written for all investors-experienced, beginner, and everyone in between-The Investment Answer distills the process into just five decisions-five straightforward choices that can lead to safe and sound ways to manage your money. When Wall Street veteran Gordon Murray told his good friend and financial advisor, Dan Goldie, that he had only six months to live, Dan responded, "Do you want to write that book you've always wanted to do?" The result is this eminently valuable primer which can be read and understood in one sitting, and has advice that benefits you, not Wall Street and the rest of the traditional financial services industry. The Investment Answer asks readers to make five basic but key decisions to stack the investment odds in their favor. The advice is simple, easy-to-follow, and effective, and can lead to a more profitable portfolio for every investor. Specifically: Should I invest on my own or seek help from an investment professional? How should I allocate my investments among stocks, bonds, and cash? Which specific asset classes within these broad categories should I include in my portfolio? Should I take an actively managed approach to investing, or follow a passive alternative? When should I sell assets and when should I buy more? In a world of fast-talking traders who believe that they can game the system and a market characterized by instability, this extraordinary and timely book offers guidance every investor should have.

Il mondo è irrazionale. Noi siamo irrazionali: lo sappiamo, eppure ce ne dimentichiamo. Soprattutto quando dovremmo fare la scelta più vantaggiosa per il nostro portafoglio, il lavoro, il nostro paese e il pianeta. In questo libro ti svelerò gli automatismi, i pregiudizi e gli errori di ragionamento che più influenzano il modo in cui prendiamo le decisioni. Ma soprattutto ti mostrerò come usarli a tuo vantaggio, per elaborare dei nudge, "strategie gentili" capaci di rendere semplici scelte complesse. Ti accompagnerò in giro per il mondo alla scoperta di ricerche, studi ed esperimenti, presentati in modo tale da permetterti sia di fare tua una teoria altrimenti poco accessibile sia di applicarla in tempo reale. Avrai così modo di capire come elaborare le tue strategie per rendere l'ambiente di lavoro più inclusivo, performante e sano, come ridurre i consumi di energia e acqua e alleggerire la bolletta domestica, e ancora come favorire lo spirito di squadra, ridurre l'abuso di terapie e farmaci, mangiare meglio senza fatica e smaltire con criterio i rifiuti.

Come affinare l'intelligenza linguistica e costruire la comunicazione perfetta in 10 passi. Nuova ediz.

You Can Be Happy No Matter What

Diversità e conflitto come punto di partenza per un destino comune nella vita e sul lavoro

The Little Book of Yes!

Nudge revolution. La strategia per rendere semplici scelte complesse

L'espresso

La profezia che si autorealizza: il libro, finalmente. Come può una semplice pillola di zucchero, produrre effetti realmente benefici? In che modo, l'idea di non essere all'altezza di un compito può finire col sabotarci? Attraverso quali sottili meccanismi i nostri pregiudizi tendono a creare delle conferme esterne? Dall'Effetto Placebo all'Effetto Nocebo, dall'Effetto Pigmalione all'Effetto Lucifero, dagli studi di Paul Watzlawick e Giorgio Nardone ai pioneristici contributi di Robert Merton e William Thomas, nel mondo scientifico era ormai ampiamente riconosciuto il potere delle aspettative di costruire la realtà. Tuttavia la frammentarietà di questi autorevoli contributi, impediva di avere una visione d'insieme di questo affascinante fenomeno noto col suggestivo nome di "Profezia che si Autorealizza". In questo libro, frutto di oltre tre anni di ricerche, viene per la prima volta offerta una visione a tutto tondo, arrivando a una sintesi in cui vengono spiegati i meccanismi che portano una predizione, anche di per se infondata, a produrre gli effetti reali attesi.

La pandemia ha evidenziato la nostra tendenza a creare fazioni e a definirci in opposizione a un "nemico". La tecnologia e i social favoriscono queste dinamiche, creando bolle in cui il dialogo e il confronto cedono il passo a una continua polarizzazione: bianco o nero, guerra o pace. Non solo nelle nostre vite, ma anche e soprattutto nelle nostre aziende: ambienti sempre più politici, dove le uniche alternative sembrano essere scontrarsi a tutto campo o fingere che tutto vada bene, lasciando che i problemi crescano nell'ombra. Questo libro analizza i motivi per cui litighiamo, quelli per cui non litighiamo e i motivi per cui, quando succede, litighiamo male. Riflessioni e strumenti utili e attuali per tornare a vedere sfumature che non cogliamo più e per creare ambienti in cui esprimere idee diverse non sia una colpa o un pericolo, ma una ricchezza.

Yes!

Transform Your Business by Being Remarkable

100+ definizioni utili

Pre-suasione. Un metodo rivoluzionario per influenzare e persuadere

Pre-Suasion

The small BIG