

Read Online The Charisma
Factor

The Charisma Factor

From business meetings to social events to first dates to job interviews, we all encounter new people every day. Our ability to read body cues and convey the right first

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impression drives the success and quality of our personal and professional lives. Body language expert Patti Wood, a sought-after consultant and speaker to Fortune 500 companies, helps businesses and individuals stand out, create

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profitable relationships, and thrive in competitive circumstances. Now she brings that knowledge to our daily lives, offering practical and proven guidance on accurately interpreting body cues and creating impressions both in person and

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digitally. In Snap, you'll learn how to:

- * Use your voice and body language to convey confidence and charisma, authenticity and authority
- * Immediately discern people's hidden agendas
- * Make the best impressions via email, phone, video

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conferencing, and social networks *
Convey and interpret signals of
likability, power, credibility, and
attractiveness * Use nonverbal tools
to spot true integrity or recognize
charming frauds * Attract the best
matches in business and romantic

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partners * Recognize how you really
look to others

The lagna is basically a reference
point from where the various houses
in a chart are numbered. The lagna
is not synonymous with the
ascendant although often used

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interchangeable. A chart should be delineated from a number of reference points, known as Alternate lagnas in order to give us additional clues. The strongest among Ascendant, Moon & Sun should be taken as lagna. These houses are

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clubbed into various groups. The first, fourth, seventh and tenth houses are called Kendra, Vishnu Sthans, angular or cardinal houses, implying that they are the center or core of the chart. As lord Vishnu looks after the welfare of the entire

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universe, the Kendra Houses acting as foundation & pillars of the horoscope, sustains the entire edifice of one's life. Each of the four Kendras, represent one of the basic goal of human life-1st house is part of Dharma Trikone, 4th house of

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Moksha Trikone, 7th house of Kaam Trikone and 10th house karmas of the native, his means of livelihood, name & fame; 4th house all types of comforts, luxuries, property & education; and 7th spouse, partnership, padprapti, foreign

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settlement, diplomacy & public relations. The cycle of birth, love & care, death and Karma, which sustain life, are well integrated with the strength & quality of Kendra houses. The Kendras are the major factor in the combinations called

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Panch Mahapurush and Chatussagar Yoga, which are of rare individual greatness and bestow a great and unique magnetic influence to follow. They also denote native s dynamic involvement in social environment around him. these are very important

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houses and all the important events of a native s everyday life hinge around them. it is necessary to have a deep understanding of these four houses, which reveals the life as it is lived in the physical world. Taken together, they represent the

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immediate nature of human impulses. As the immediate is the most important aspect of one's life, the Kendra houses are of supreme importance.

**DISCOVER THE HIDDEN
SECRETS OF PERSONAL**

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CHARM AND INFLUENCE

Charisma. This unique quality of confidence, natural ability and personal magnetism exists within each and every one of us, just waiting to be unlocked. But while everyone is born with the capacity

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for charisma, few ever take full advantage of this amazing personal gift. More than a guide to becoming popular or charming—The Charisma Factor is part mentor, part roadmap to embracing your individuality, discovering your authenticity and

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empowering yourself. By determining what we really want in life, we ignite the drive necessary to reach new heights and become our best possible self. This is the "it" factor—the charisma factor—that separates leaders from followers,

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students from teachers, and dreamers from doers. With The Charisma Factor, you'll discover . . .

- The key characteristics of charismatic people
- How to find and enhance your unique charisma factor
- Effective strategies for being

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more charismatic in personal and professional settings -Daily tools and techniques for developing charisma -The secrets to turning charisma into authentic influence
Within every person is a hidden spark of charisma waiting to be

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fanned into a flame.

Based on the concept of charisma formulated by Max Weber and developed by recent writers, this second revised edition concentrates on 'personality-related' and 'situational' factors that led to the

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emergence of Quaid-i-Azam
Mohammad Ali Jinnah as the
charismatic leader of Muslim India
and sustained and strengthened him
in that role to help create the
separate state of Pakistan. While a
few authors have dubbed Jinnah as a

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charismatic leader, hardly any one has defined or discussed the concept of charisma methodically or employed it systematically to analyse his charisma and charismatic leadership. In this sense, the present study is distinct and

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makes an original and unique contribution to the scholarly literature on Jinnah's political leadership. Dr Roger D. Long, a distinguished American historian on South Asia, thus acknowledged: 'Dr Hayat's analysis of Jinnah as a

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charismatic figure fills an important lacuna in the field'. Hence, this study will help interested, informed readers to see Jinnah in a new, fuller, and refreshing light. They will see a new Jinnah: The Charismatic Leader!

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How To Be Hilarious and Quick-
Witted in Everyday Conversation
Discover Your Own Charisma and
Learn to Charm, Inspire, and
Influence Others
The Leadership of Syngman Rhee
Personal Magnetism

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The Psychology of Human
Leadership

Swoon: Great Seducers and Why
Women Love Them

The Irrational Quest for Charismatic
CEOs

A charisma measure based on Weber's

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theory was developed and tested. Three studies were conducted in order to assess the dimensionality of charisma and explore the extent to which charisma is a property of the leader, the audience, their relationship or the situation. In Study I, ratings of speeches of well-known politicians yielded two

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factors. Moral charisma emphasizes pride in and respect for the leader's task and calling, whereas reptilian charisma involves the leader's emotional power, vitality, and vigor. Moral charisma was derived from the Idealized Influence dimension of MLQ (Bass, & Avolio, 1994), and reptilian

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charisma from the Inspirational Motivation dimension of MLQ and the charisma factor of C4 (Buck, and Vieira, 2002). In Study 2, Ps rated the most or least charismatic person they knew. Both studies demonstrated relationships of perceived prosody and speech errors with charisma. Moral

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charisma was associated with decreased negative and increased positive emotions. Reptilian charisma was associated with increased positive and negative emotions (Study 1) and increased positive emotions and envy/jealousy (Study 2). In Study 3, coders rated 200 speech segments

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lasting ten seconds each. Both moral and reptilian charisma related positively with the communicator image. Interestingly, reptilian charisma was the strongest influence on communicator image among moral charisma, dominance, and impression leaving. All three studies demonstrated

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that charisma has two dimensions, a moral and a reptilian. The studies further help understanding the diverse styles of various charismatic leaders and also of nonleaders. Moral charisma has some similarities with other existing typologies, namely the distant (Shamir, 1995), vision-induced (Boal, and Bryson

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1987) and socialized charisma (Howel, 1988). Reptilian charisma seems to share some similarities with close, personalized and personal charisma (Friedman, Prince, Riggio, & Dimatteo 1980). Judgments of reptilian charisma could be made with minimal amount of behavioral information about the

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leader. On the other hand, judgments of moral charisma required familiarity with the leader's vision and actions. When judgments could be done, partitioning the variance of charisma indicated that it largely resides in the leader and his or her relationship with the audience.

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Have you ever wondered what is it about some people that draw others to them like a swarm of bees? Would you like to learn how they outshine the best-looking people at a social gathering, hold them spellbound with their conversation skills, or make a powerful impact wherever they go? What is the

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one factor that separates regular people from these social superstars? It is called the charisma factor. The good news is that charisma or magnetism isn't some inborn trait that you either possess or lack throughout your life. It is a skill that can be acquired through implementation, practice, and effort.

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You have the confidence to excel and shine in every social setting. All you need to do is unlock your inner rock star with everything that is shared in this book. Just about anyone can start applying these strategies in their life right away. Here are some things you'll take away from the book: 20 Tips to

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increase your charisma and transform the most socially awkward person into a social magnet How to acquire endless reserves of confidence in any social situation Using the power of words and non-verbal communication to demonstrate authority, charisma, and magnetism Busting myths about

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charisma - what it is and what it isn't
And more... If you want to fundamentally alter the way you approach people and social situations, these practical, actionable, and easy to follow strategies will take you from being a socially inhibited being to a power-packed communicator, one step

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at a time. You'll understand the characteristics of an irresistibly charismatic person, and how to go about being one with easy to implement tips. Once you know what makes a person charismatic, it becomes relatively easier to adopt these strategies to become the ultimate social

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bee. You have a choice to make today. Do you want to remain socially inhibited, awkward, and nervous all your life or do you want to transform into a socially self-assured and confident people magnet? The choice is yours! If you want to transform into a much loved and admired social being,

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get a copy of this valuable resource on conversation skills, charisma, and social interaction.

What if charisma could be taught? The charisma myth is the idea that charisma is a fundamental, inborn quality—you either have it (Bill Clinton, Steve Jobs, Oprah) or you don't. But that's simply

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not true, as Olivia Fox Cabane reveals. Charismatic behaviors can be learned and perfected by anyone. Drawing on techniques she originally developed for Harvard and MIT, Cabane breaks charisma down into its components. Becoming more charismatic doesn't mean transforming your fundamental

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personality. It's about adopting a series of specific practices that fit in with the personality you already have. The Charisma Myth shows you how to become more influential, more persuasive, and more inspiring. The author of Love Is the Killer App explains why likeability is the key to

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happiness and success and demonstrates how anyone can develop the ability to create positive feelings in others and how to enhance one's personal L Factors through the application of four basic principles--how to be friendly, how to be relevant, how to show empathy, and how to keep it real.

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Reprint. 30,000 first printing.
Become the Social Presence You've
Always Wanted To Be. Small Talk,
Meaningful Communication, & Deep
Connections
Moral and Reptilian Charisma: Their
Measurement and Relationships with
Speaker Nonverbal Behaviors,

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Communicator Style, Audience Emotions and Gender
60 Evidence-Based Methods to Radiate Charisma, Make a Powerful Impression, Win Friends, and Trigger Attraction [2019 Edition]
The Charisma Factor as an Analytical Framework

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The Art of Witty Banter: Be Clever,
Quick, & Magnetic
Skills for a Memorable First
Impression, Captivating Presence, and
Instant Friendships
Discovering the It Factor within You

**The Charisma Code is a hand- book
for living and communicating in this**

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new world. While we know the next big innovations will spring from global culture, it's not always clear how to join this planet-without-borders conversation. Robin Sol Lieberman's 3-step process-laid out in The Charisma Code- teaches you

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how to connect and collaborate with anyone, anywhere by speaking charisma's language beyond words. Whether you're an emerging global leader, a volunteer for human rights, or simply a world traveller who doesn't understand the native

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tongue, these step.

From the profoundly influential social theorist Philip Rieff comes a posthumously published analysis of the deepest level of crisis in our culture. According to Rieff, the contemporary notion of charisma-

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the personal magnetism of political leaders or movie stars-is a tragic misunderstanding of a profoundly important concept. Charisma originally meant religious grace and authority transferred through divine inspiration, before it evolved into

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**little more than a form of celebrity
stripped of moral considerations.
Rieff argues that without morality,
the gift of grace becomes
indistinguishable from the gift of
evil and devolves into a license to
destroy in the name of faith or**

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ideology. Offering brilliant interpretations of Kierkegaard, Weber, Kafka, Nietzsche, and Freud, Rieff shows how certain thinkers attacked the very possibility of faith and genuine charisma and helped prepare the way for a therapeutic

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culture in which it is impossible to recognize anything as sacred.

"Don't wait for a miracle to happen in your life. Have an epiphany now and realize that your life is the true miracle." "Leesa Rowland's book, The "It" Factor brings to light all

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the intricate details of how to access personal uniqueness, charisma, and ultimately own it! Every reader here will learn how to harness their authentic power and with that, become fearless and excel in life. This book can make all the

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difference-it's not to be missed."

**-Robin Cofer, Ordained Swami
Priest**

**A new translation of two celebrated
lectures on politics, academia, and
the disenchantment of the world.**

The German sociologist Max Weber

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is one of the most venturesome, stimulating, and influential theorists of the modern condition. Among his most significant works are the so-called vocation lectures, published shortly after the end of World War I and delivered at the invitation of a

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group of student activists. The question the students asked Weber to address was simple and haunting: In a modern world characterized by the division of labor, economic expansion, and unrelenting change, was it still possible to consider an

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academic or political career as a genuine calling? In response Weber offered his famous diagnosis of “the disenchantment of the world,” along with a challenging account of the place of morality in the classroom and in research. In his second lecture

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**he introduced the notion of political charisma, assigning it a central role in the modern state, even as he recognized that politics is more than anything “a slow and difficult drilling of holes into hard boards.”
Damion Searls’s new translation**

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brings out the power and nuance of these celebrated lectures. Paul Reitter and Chad Wellmon's introduction describes their historical and biographical background, reception, and influence. Weber's effort to rethink

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the idea of a public calling at the start of the tumultuous twentieth century is revealed to be as timely and stirring as ever.

How To Develop Charisma and Authority

Discover the #1 Tactics to Become a

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**Master at Social Communication
with Amazing Charisma, & Crucial
Confidence. Go From Being Shy to a
Magnetic Casanova, & Impress Your
Friends!**

**The Charisma Code
How to Captivate, Inspire, and**

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**Influence for Maximum Success
Charisma and Disenchantment: The
Vocation Lectures
Becoming the Person Others Will
Want to Follow
How to Boost Your L-Factor and
Achieve Your Life's Dreams**

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A fascinating examination of technological utopianism and its complicated consequences. In *The Charisma Machine*, Morgan Ames chronicles the life and legacy of the One Laptop per Child project and explains why—despite its failures—the

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same utopian visions that inspired OLPC still motivate other projects trying to use technology to “disrupt” education and development.

Announced in 2005 by MIT Media Lab cofounder Nicholas Negroponte, One Laptop per Child

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promised to transform the lives of children across the Global South with a small, sturdy, and cheap laptop computer, powered by a hand crank. In reality, the project fell short in many ways—starting with the hand crank, which never

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materialized. Yet the project remained charismatic to many who were captivated by its claims of access to educational opportunities previously out of reach. Behind its promises, OLPC, like many technology projects that make

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similarly grand claims, had a fundamentally flawed vision of who the computer was made for and what role technology should play in learning. Drawing on fifty years of history and a seven-month study of a model OLPC project in Paraguay,

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Ames reveals that the laptops were not only frustrating to use, easy to break, and hard to repair, they were designed for “technically precocious boys”—idealized younger versions of the developers themselves—rather than the children who were actually

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using them. The Charisma Machine offers a cautionary tale about the allure of technology hype and the problems that result when utopian dreams drive technology development.

The Charisma FactorUnlock the

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Secrets of Magnetic Charm and
Personal Influence in Your
LifeHatherleigh Press

"The 21 Indispensable Qualities of a
Leader gets straight to the heart of
leadership issues. Maxwell once
again touches on the process of

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developing the art of leadership by giving the reader practical tools and insights into developing the qualities found in great leaders." - Kenneth Blanchard, Coauthor of The One Minute Manager® "Dr. John Maxwell is the authority on

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leadership today. His innovative yet timeless principles on how to effectively lead others have personally impacted my life and my business. This is a must-read for any organization that wants to succeed in the new millennium." -Peter

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Lowe, President of Peter Lowe International and Peter Lowe's SUCCESS Seminars "My dear friend John Maxwell has proven his ability to lead leaders. I anticipate learning even more from his new book." -Max Lucado, Author of Just

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Like Jesus

Develop your own personal gravity with concrete skills to stand out, be noticed, and captivate people. If you (1) walk into a room and feel invisible, or (2) want to ensure you make a powerful personal impact -

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NEWSFLASH you need better advice than "fake it 'til you make it" or "just be yourself." Confidently approach and excel in any social setting. Magnetic Charisma is a book that just might fundamentally change how you interact with

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others. Never before have you looked behind the curtain of so-called charismatic people and the subtle ways they act and think differently. You get the "how to" along with the "why" and a multitude of illustrative examples.

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We are always told that our interpersonal skills are the key to what we want in life, and it's true. Let the actionable tips, questions, approaches, and replicable techniques in this book be your guide to growing your sense of

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personal magnetism and charm. Advice from an internationally-known, professional charisma coach. Patrick King is an internationally bestselling author and teaches charisma and social skills for a living. He's also a late

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bloomer and former social recluse - he made the transformation, knows exactly what it takes, and can relate to you every step of the way - advice from someone who simply gets it. He has been featured in: GQ Magazine, Tedx, Forbes, Men's Fitness, and the

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Huffington Post. The highly focused advice will teach you what matters in an interaction, from beginning to end, subtle to obvious, small to big. -How to wield your attention and focus for maximum impact. -How choosing and being a role model

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help your charisma quotient. -The subconscious body language signals that matter. -How to exude true empathy and warmth. Solve: small talk, interviews, networking events, and strangers. -How to demonstrate your value, confidence, and

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powerful presence. -How to tailor your communication and speak to individuals. -How to listen and validate effectively. -The top charisma mistakes people unknowingly commit. Charisma can be the difference between: a

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promotion and being terminated; a significant other and a mere friend; a smile and a dismissive frown. Charisma is the one skill that opens all the doors you want in life, and the benefits are endless. It is the lubricant, step ladder, and crowbar

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that will give you access to anywhere in the world. Your life will visibly improve in all respects - the benefits are countless and will show anywhere people are involved. -You will feel the power to literally shape the world around you. -You will

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build connections quickly.

Harnessing the C-Factor to Inspire
Change

Conversation Skills, Influence,
Social Skills, People Skills

How to Listen with Intention: The
Foundation of True Connection,

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Communication, and Relationships
Learn How a 3-Step Formula for
Speaking a Language Beyond Words
Will Change Your Life ... and Help
You Change the World
You Can't Be Seen Until You Learn
to See

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The Life, Death, and Legacy of One
Laptop per Child

Charisma of Kendra Houses

Most everyone has something
they are passionate about. But
without the ability to actually
effect change, things just stay

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the same. To truly inspire change, we must be able to explain the problem, inspire people to join us, and create a vision for the new reality that motivates others to take the actions that lead to lasting

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transformation. Inspiring change requires charisma—the ability to communicate a clear, visionary, and inspirational message that captivates and motivates an audience.

Charisma, a social skill, like

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listening, can be learned. Once learned, it becomes the difference between being heard or ignored. Whether you 're the head of a company, a Girl Scout troop leader, or a freelance artist all alone in your studio,

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charisma can help you get what you want.

What If You Could Change Your Life Forever In The Next 5 Days?

"This book will change your life"
"Should be required reading"
"A thoughtful

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masterpiece"Have you ever met a really charismatic person? I mean someone that has really mastered the rules of Charisma?They just seem to have so much energy and life in them. They have a magnetic

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light in their eyes that exudes warmth and friendliness. They have incredible social skills, and are champions when it comes to small talk. They are instantly likable and can effortlessly build rapport with anyone. The are

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surrounded by people that love and admire them and build phenomenal relationships with almost everyone they meet. They seem to have the ability to achieve any goal they set themselves, and they usually

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do. They love what they do for a living, and get paid well for it. They live in the homes that other people want to live in, drive the cars that other people want to drive, and go on the holidays that other people want

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to go on. What If This Could Be YOU? Charisma is a simple skill that can be taught and THE CHARISMA RULES will take you by the hand and teach you how to become one of the most successful and charismatic

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people that has ever walked this planet! All you need to do is first learn and then master the RULES... Here's What You're Going To Learn In This Book You'll get real life charisma exercises at the end of each

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chapter you can start using today. You'll learn how to skyrocket your charisma within 5 minutes of starting this book. You'll learn how to negotiate with greater influence and be more persuasive. You'll learn

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how to be the most dynamic and interesting person in the room. You'll learn how to create fun, interesting conversations and master your communication skills. You'll learn how to captivate and

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inspire the people around you. You'll also learn advanced skills such as ... How to exude a magnetic warmth that makes people gravitate towards you. How to talk to anyone so that you can easily interact with any

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man or woman. How to develop your people skills and ask empowering questions. How to shine the spotlight on others and make them feel incredible when they are around you. How to build a charismatic image

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that portrays both warmth and power. Hundreds of other tips and tricks to get you started in the next 5 minutes... What If 5 Days From Today, Your Entire Life Could Be Different? The concept of this book is very

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simple. You'll read a chapter, you'll do the exercises and you'll master the rule. You'll then move on to the next chapter and the next rule. Once you have learnt and mastered THE CHARISMA RULES your life will

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never be the same again. Want to be more dynamic? Want to be magnetic and light up the room? I promise you can be. Join The 1,000's Of Other Readers Who Have Taken Action And Changed Their Lives, And

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Click The BUY BUTTON NOW!

Tags: charisma, how to be charismatic, communication skills, conversation skills, how to talk to anyone, people skills, social skills, influence, persuasion, persuasive, how to

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be more charismatic, boost charisma, charisma myth, the charisma rules, the rules of charisma, how can I be more charismatic, be more confident, how to be more confident, how to deal with people, how to

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interact with people, how to win
friends, improve
communication skills, how to
influence people, how to be
dynamic

Exact phrases to develop your
sense of humor, master witty

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remarks, make people laugh,
and be funnier – even if
you ' re not naturally funny.
How To Be Hilarious and Quick-
Witted in Everyday
Conversation is full of strategies
that dissect, break down, and

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analyze all of the types of humor that you ' ll encounter in daily conversation – stuff you can really use with people you talk to. We ' re not all trying to become standup comedians, and this isn ' t a book about ha-

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ha jokes with setups and punch lines. These are little tips and tactics for you to become noticeably quick and clever. Make a better impression on people, put them at ease, charm them, and make them smile

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with you. Learn witticisms, quips, retorts, comebacks, and wisecracks without being cheesy or corny. Don't worry if you feel like you've never understood humor or how to be funny. I've done the work for

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you and analyzed everyone from comedy writers to standup comedians and given you step-by-step, complete guidance to use common joke structures in everyday situations. Adaptable to any premise, topic, or setting!

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Strategies to instantly be clever and witty and sound like a world-class comedian. Patrick King is an internationally bestselling author and sought-after Social Skills and Conversation Coach. He teaches building rapport,

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and a major part of that is using humor to connect with others – shared moments of laughter are incredible bonding moments, and you'll be able to create them without being "that guy/girl". Humor is the highway

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to the relationships you want in life. •What makes an impactful comedic delivery and storytelling. •How to use irony and sarcasm conversationally. •How to create and build a banter chain with others.

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- Injecting role play into any situation.
- How to play on people ' s expectations and sense of contrast.
- The art of misconstruing.
- Why relatability is so darn funny.
- The famous “ comic triple. ”

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A heartracing thriller from the New York Times bestselling author of NERVE, the book that launched the major motion picture! Aislyn suffers from crippling shyness—that is, until she ' s offered a dose of

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Charisma, an underground gene therapy drug guaranteed to make her shine. The effects are instant. She ' s charming, vivacious, and popular. But strangely, so are some other kids she knows. The media goes

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into a frenzy when the disease turns contagious, and then deadly, and the doctor who gave it to them disappears. Aislyn must find a way to stop it, before it's too late. Part medical thriller, part social justice

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commentary, Charisma will have readers on the edge of their seats.

Quaid-I-Azam M. A. Jinnah and
the Creation of Pakistan

Read People Like a Book: How to
Analyze, Understand, and

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Predict People ' s Emotions,
Thoughts, Intentions, and
Behaviors

Argentine Peronism and
Venezuelan Chavismo

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Magnetic Charisma

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Teach Yourself The Clinton
Factor: Communicating With
Charisma

How to Engage, Connect, &
Captivate

**Contrary to popular myth and
dogma, the men who**

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consistently beguile women belie the familiar stereotypes: satanic rake, alpha stud, slick player, Mr. Nice, or big-money mogul. As Betsy Prioleau, author of , points out in this surprising, insightful study, legendary

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**ladies' men are a different,
complex species altogether,
often without looks or money.
They fit no known template and
possess a cache of powerful
erotic secrets.
The Laws of Charisma explores**

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the vital skills and traits needed to earn trust, generate interest, and motivate others in the workplace. Bestselling author Kurt Mortensen defines the intersection of these pivotal abilities as charisma--an

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enviable quality that can lead to improved relationships, greater income, and more success in every area of life. To some extent, charisma is innate, but in this inspiring guide Mortensen explores the trait's four core

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elements to show how anyone can draw out a more charismatic and compelling presence. With the help of practical tools, simple principles, applicable exercises, and insightful assessments, you'll learn how to

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radiate confidence, passion, power, and optimism; influence others by improving communication skills; and persuade and empower anyone by creating instant rapport. People with the ability to enter a

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room and draw instant attention, effortlessly exuding charm and radiating energy, are better able to influence what gets done and ultimately achieve what they want. The Laws of Charisma is packed with everything you need

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to develop and bring out the more charismatic person within. Speed read people, decipher body language, detect lies, and understand human nature. Is it possible to analyze people without them saying a word?

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Yes, it is. Learn how to become a “mind reader” and forge deep connections. How to get inside people’s heads without them knowing. Read People Like a Book isn’t a normal book on body language of facial

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expressions. Yes, it includes all of those things, as well as new techniques on how to truly detect lies in your everyday life, but this book is more about understanding human psychology and nature. We are

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who we are because of our experiences and pasts, and this guides our habits and behaviors more than anything else. Parts of this book read like the most interesting and applicable psychology textbook you've ever

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read. Take a look inside yourself and others! Understand the subtle signals that you are sending out and increase your emotional intelligence. Patrick King is an internationally bestselling author and social

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skills coach. His writing draws of a variety of sources, from scientific research, academic experience, coaching, and real life experience. Learn the keys to influencing and persuading others. •What people's limbs can

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tell us about their emotions.

- Why lie detecting isn't so reliable when ignoring context.**
- Diagnosing personality as a means to understanding motivation.**
- Deducing the most with the least amount of**

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**information. •Exactly the kinds
of eye contact to use and avoid
Find shortcuts to connect
quickly and deeply with
strangers. The art of reading and
analyzing people is truly the art
of understanding human nature.**

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Consider it like a cheat code that will allow you to see through people's actions and words. Decode people's thoughts and intentions, and you can go in any direction you want with them. Think quickly on your feet: be

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smooth, funny, and clever – all at once. Goodbye awkward silences, hello conversational agility. In any interaction, witty banter is almost always the end goal. It allows you to (1) disarm and connect with anyone, (2)

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immediately exit boring small talk mode, and (3) instantly build rapport like you're old friends. Flow with the conversational twists and turns like water. The Art of Witty Banter examines the art, nuance, and mechanics of

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banter and charm to make you a witty comeback machine, the likes of which your friends have never seen. You'll be able to handle, defend, disarm, and engage others in a way that makes you comfortable and

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**confident with each growing day.
Transform "interview"
conversations into comfortable
rapport. Patrick King is an
internationally bestselling author
and Social Skills and
Conversation Coach. As**

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someone who teaches people to speak for a living, he's broken wit and banter down to a science and given you real guidelines on what to say and when. Make a sharp, smart, and savvy impression every time. •Why the

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questions you use make people freeze. •How to master teasing, witty comebacks, and initiating jokes and humor. •What free association is and how it makes you quick-witted. There's no guesswork here – you'll get

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exact examples and phrases to plug into your daily conversations. •The reactions and exact phrases to make yourself be heard. •The best types of compliments to give and what you're doing wrong.

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- **What a fallback story is and how it can save you.**

**Compelling People
Charisma**

**The Emergence and Revival of
Charismatic Movements**

Developing Your Charismatic

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Personality

**How Anyone Can Master the Art
and Science of Personal
Magnetism**

Conversation Skills

**The 21 Indispensable Qualities
of a Leader**

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The book seamlessly links fundamental insights and practical approaches to address the most important leadership problems and challenges. Each of the 11 chapters takes a close look at a specific leadership

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aspect and explains how to develop personal leadership qualities, such as charisma, the ability to motivate others, assertiveness, and how to overcome crises and conflicts to create new structures. Ethical

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questions and possible negative developments in connection with leadership and power are also examined. Unlike conventional leadership manuals, this book on leadership goes beyond the standard 'recipes' and models by

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providing clear trains of thought as well as a psychological and philosophical basis, and by focusing on major achievements in terms of leadership, it creates a more profound understanding and holistic view of the subject of

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leadership, while promoting a genuine fascination for it.

Political movements founded by charismatic leaders are often considered ephemeral. Existing literature argues that because they rest on unmediated,

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emotional attachments between leaders and followers, these movements either fade quickly after their leaders disappear or transform into routinized parties. Yet, charismatic movements around the world have proven

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surprisingly resilient and have retained their personalistic core. Focusing on Argentine Peronism and Venezuelan Chavismo, this book investigates the nature and trajectory of charismatic movements from the

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perspectives of both leaders and followers. Using interviews, focus groups, and survey experiments, Caitlin Andrews-Lee reveals that charismatic movements can emerge, survive, and become politically revived by sustaining -

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not discarding - their personalistic character. Followers' charismatic attachments to the movement founder can develop into an enduring, deeply affective political identity that successors

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can reactivate under certain conditions by portraying themselves as symbolic reincarnations of the founder. Consequently, charismatic movements can have lasting, deleterious effects on

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democracy.

Corporate CEOs are headline news. Stock prices rise and fall at word of their hiring and firing. Business media debate their merits and defects as if individual leaders determined the health of

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the economy. Yet we know surprisingly little about how CEOs are selected and dismissed or about their true power. This is the first book to take us into the often secretive world of the CEO selection

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process. Rakesh Khurana's findings are surprising and disturbing. In recent years, he shows, corporations have increasingly sought CEOs who are above all else charismatic, whose fame and force of

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personality impress analysts and the business media, but whose experience and abilities are not necessarily right for companies' specific needs. The labor market for CEOs, Khurana concludes, is far less rational than we might

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think. Khurana's findings are based on a study of the hiring and firing of CEOs at over 850 of America's largest companies and on extensive interviews with CEOs, corporate board members, and consultants at

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executive search firms. Written with exceptional clarity and verve, the book explains the basic mechanics of the selection process and how hiring priorities have changed with the rise of shareholder activism. Khurana

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argues that the market for CEOs, which we often assume runs on cool calculation and the impersonal forces of supply and demand, is culturally determined and too frequently inefficient. Its emphasis on charisma artificially

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limits the number of candidates considered, giving them extraordinary leverage to demand high salaries and power. It also raises expectations and increases the chance that a CEO will be fired for failing to meet

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shareholders' hopes. The result is corporate instability and too little attention to long-term strategy. The book is a major contribution to our understanding of corporate culture and the nature of markets and leadership

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in general.

Be like Bill Teach Yourself The Clinton Factor shows you how to cultivate a charismatic persona in your working life using the 42nd president as your model. The book concentrates on three

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areas of communicating in which
President Clinton excels: story,
status, and focus.

The Gift of Grace, and How It
Has Been Taken Away from Us
The Science of Likability
The Elusive Factor in

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Organizational Effectiveness
Principles of Likability
Unlock the Secrets of Magnetic
Charm and Personal Influence in
Your Life
Charismatic Leadership
The Power of Charisma

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Through profiles of such entrepreneurs as Lee Iacocca, Steve Jobs and Ross Perot, the author defines and examines the qualities a charismatic leader possesses and shows the impact those qualities can

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have in corporate innovations. You don't have to be the most talented, highly educated, or best looking person to be successful. Written by a respected expert, this unique book unlocks a person's

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charismatic qualities and shows how to nurture and use those qualities for professional and personal gain.

#1 Wall Street Journal
Bestseller Instant New York
Times Bestseller A game-

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changing approach to marketing, sales, and advertising. Seth Godin has taught and inspired millions of entrepreneurs, marketers, leaders, and fans from all walks of life, via his blog,

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online courses, lectures, and bestselling books. He is the inventor of countless ideas that have made their way into mainstream business language, from Permission Marketing to Purple Cow to

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Tribes to The Dip. Now, for the first time, Godin offers the core of his marketing wisdom in one compact, accessible, timeless package. This is Marketing shows you how to do work you're proud of, whether you're

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a tech startup founder, a small business owner, or part of a large corporation. Great marketers don't use consumers to solve their company's problem; they use marketing to solve other people's problems.

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Their tactics rely on empathy, connection, and emotional labor instead of attention-stealing ads and spammy email funnels. No matter what your product or service, this book will help you reframe how

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it's presented to the world, in order to meaningfully connect with people who want it. Seth employs his signature blend of insight, observation, and memorable examples to teach you: * How to build trust and

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permission with your target market. * The art of positioning--deciding not only who it's for, but who it's not for. * Why the best way to achieve your goals is to help others become who they want

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to be. * Why the old approaches to advertising and branding no longer work. * The surprising role of tension in any decision to buy (or not). * How marketing is at its core about the stories we tell ourselves

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about our social status. You can do work that matters for people who care. This book shows you the way.

Small changes for big results in your social life, presence, and relationships. Learn how to be

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captivating, memorable, and magnetic. Likability is one of the most important traits you'll ever learn. It's more important than your intelligence, looks, status, wealth, prestige, or education. Likability is the true

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currency of life. Do you seem to fade from people's memory as soon as the conversation ends? Banish those feelings of rejection and dejection.

Principles of Likability investigates the aspect of

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human nature that affects us the most - what makes us drawn to someone without our even realizing it? This is what we strive for everyday, and it can make or break our moods. Likability - what is it and how

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can we achieve it consistently? Use the principles laid out in this book and you'll wonder no more. Make a powerful first impression and build a thriving social circle. Patrick King is an internationally bestselling

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author and social skills coach. His writing draws of a variety of sources, from scientific research, academic experience, coaching, and real life experience. He has taught the art of becoming likable for

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years and only writes about real tactics that have been proven to work. Utilize the subconscious causes of likability and charm. □Simple everyday decisions to be more likable. □Why conventional

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advice about focusing on others is flawed. □How to actually listen - a unique and different approach. □What value has to do with your likability and charm. Become pursued and sought out

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instead of ignored and forgotten. □ Why being shallow isn't always bad, and is actually valuable. □ What abrasiveness is and why it's more powerful than likability. □ How to become worthy of

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being liked as second nature.
Likability has the power to take
you anywhere you want in life.
This Is Marketing
The Likeability Factor
The Charisma Machine
Charisma on Command

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The Charismatic Leader
Inspire, Impress, and Energize
Everyone You Meet
Snap
Stop cringing at small
talk. Become more
charismatic. Turn surface

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interactions into deep connections. Hi, what's your name, what do you do, what are your hobbies, and where do you come from? We can do so much better than that. It's time to take

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your interpersonal relationships into your own hands and learn how to connect with anyone. Not a generic book of one-liners or ice-breakers. Proven principles for social

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success and likability. This book is not just common sense advice you might find on the Internet. This is where you learn to socialize from the ground up. This

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is where you will start to get compliments on your social skills and level of charisma. The knowledge in this book can change every aspect of your life; romantically,

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professionally, and of course socially. The most likable people in the world sail through life quite smoothly - this can be you as well. How to confidently walk into a

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room full of strangers, and walk out with a bunch of new friends. Patrick King is an internationally bestselling author and social skills coach. His writing draws of a variety

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of sources, from scientific research, academic experience, coaching, and real life experience. A comprehensive overview of how to become supremely

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- likable.
- The top conversational landmines you are probably stepping on.
- How to do most of the work in a conversation before it even begins.
- How to go deep from the

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get-go instead of staying in small talk. •How to make your life a series of engaging, funny stories.

- Being more spontaneous and witty on command.
- Channeling charisma like

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you never have before. Have you ever encountered someone with magnetic charisma? The type of person that you just immediately liked and trusted? That commanded

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respect without hardly uttering a word? Maybe you've even felt something like it before, like everything you said was engaging and made people laugh. Like people were

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just drawn to you. Do you want to know how to turn that personal magnetism on at a moment's notice? Then this book is for you!

Charisma on Command will teach you how to tap into

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your charismatic potential so that you can turn it on whenever you want. It draws on analysis of the most charismatic people in the world, including Steve Jobs, Bill Clinton,

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Russell Brand, Oprah Winfrey, Martin Luther King, Tony Robbins, and more. You will learn the mindsets, body language, and exercises that can make you the person others

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are drawn to. The type of person you might meet for a minute, but remember for a lifetime.

100% scientifically-proven ways to make friends quickly, turn enemies into

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friends, gain trust, and be flat-out likable.

Utilize the most interesting, shocking, and counterintuitive findings in psychological science to simply make people want

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to be around you. The Science of Likability takes over 60 seminal scientific and psychological studies and breaks them down into real, usable guidelines

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and tips to create the presence you have always wanted. Every piece of advice in this book to increase your social standing and likability factor is 100% backed by

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in-depth, peer-reviewed research, and it goes far beyond simple common sense and intuition. Learn how to subconsciously make yourself likable, trustworthy, and

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intelligent. You can get a new haircut and wardrobe, and you even learn knock-knock jokes. But likability is something more. It's subconscious, and it's about the small

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signs that signal our brains to let their guards down, seek others out, and embrace them. We know what to do if we want to make someone hate us - we now also know what to do to

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become someone's favorite person. Understand what makes people tick, and strategically give it to them. - How to take advantage of people's memories for your sense of

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charm. - The power of equity in relationships and friendships. - A literal formula for "friendship chemistry." - The real way to use eye contact to build trust. -

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Why tripping and being vulnerable in front of people is positive. - Universal definitions of charisma, wit, and humor - seriously. Universal. Learn to connect, create

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rapport, develop trust, and build deep relationships. In this day and age, the art of deep listening is a superpower. If you can make someone feel heard and important,

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you are on the highway to their heart. And it's not as difficult or complex as you think. How to go from stranger to cherished friend in record time. How to Listen with Intention

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is ultimately a book about relationships. A relationship must be give-and-take - are you taking more than you are giving? Are you making people feel comfortable opening up to

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you? Are you listening well, or unwittingly being a conversational/relationships hip narcissist? It's time to ask these difficult questions and learn the skills to not only help

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people in times of need,
but create new friendships
with just about anyone --
after all, who doesn't
like to be heard? Increase
your emotional
intelligence and people

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analyzing skills. Patrick King is an internationally bestselling author and social skills coach. His writing draws a variety of sources, from scientific research, academic

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experience, coaching, and real-life experience.

Understand people two levels beneath their actual words. --The most damaging mindsets for listening. --How we are

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all biologically programmed to be terrible listeners, and we have no idea about it. --The one person you should emulate for better listening.
--How listening styles,

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frames, and levels can help you - and how you are not even close to what you think you are. --The concept of active, reflective listening, and why it's so tough.

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--Reading people, emotional intelligence, and empathy. Become the most trusted ally and source of comfort and understanding.

The Hidden Qualities That

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Make Us Influential
Searching for a Corporate
Savior
The Laws of Charisma
The Charisma Myth
Making the Most of First
Impressions, Body

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Language, and Charisma

How to Develop Your
Natural Leadership Ability

***Required reading at Harvard
Business School and Columbia
Business School. Everyone wants to***

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*be more appealing and effective,
but few believe we can manage the
personal magnetism of a Bill
Clinton or an Oprah Winfrey. John
Neffinger and Matthew Kohut
trace the path to influence through
a balance of strength (the root of*

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respect) and warmth (the root of affection). Each seems simple, but only a few of us figure out the tricky task of projecting both at once. Drawing on cutting-edge social science research as well as their own work with Fortune 500

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executives, members of Congress, TED speakers, and Nobel Prize winners, Neffinger and Kohut reveal how we size each other up—and how we can learn to win the admiration, respect, and affection we desire.

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The seeds of charisma reside in all of us. We each have the ability to spark extraordinary followings and engender amazing allegiance in others. To bring this admirable personality trait to life, all it takes are a few simple strategies that past

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leaders have been using for centuries. You'll find those strategies in this handbook.

Destroying forever the myth that charisma is a gift given only to a few, "The Charisma Factor" shows you how to become the natural-born

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leader you can be by focusing on the emotional energy of others and inspiring them to move toward greater endeavors. The guide provides strategies that show you how to reach others with the language of emotion. You'll walk in

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the footsteps of such proven leaders as Reagan, Kennedy, King, Churchill, even the ancient Greeks, when you follow the examples and techniques in this practical handbook, including: -- ways to impact others at both the conscious

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*and subconscious level -- secrets for
developing rapport with any
audience -- methods for inspiring
the actions you desire in anyone at
any time -- steps for creating a
charismatic presentation --
procedures for developing the high*

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performance workplace -- plus, the 4 qualities of every charismatic leader. These techniques are broken down into simple-to-follow steps that have been drawn from hundreds of hours of interviews, transcripts, film analysis, and

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testing -- giving you the tools you need to consistently inspire and charismatically lead others. You'll also find: -- The one tool used to trigger motivation in others: This straightforward method has been proven by history's most powerful

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leaders to be the most effective and enduring for energizing and motivating employees and followers. -- Three steps of charismatic communication: Presents charisma as a tangible concept that, when broken down,

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*you can easily use to achieve results
in your own life. -- Fourteen
techniques of emotional
management: Offers six primary
and eight advanced techniques for
managing the emotions of others in
order to fuel their highest*

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performance. -- Techniques to bond with followers: Shows you how to apply the entertainment technique and others to easily bond with people and break down any barriers that might be hindering your natural leadership ability. "The

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Charisma Factor'' will show you how to become a leader who can guide different types of people with differing backgrounds, beliefs, and values to focus on a project in total synchrony and passion.

How to Build Instant Rapport, Be

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*More Likable, and Make a
Memorable Impression - Gain the It
Factor*