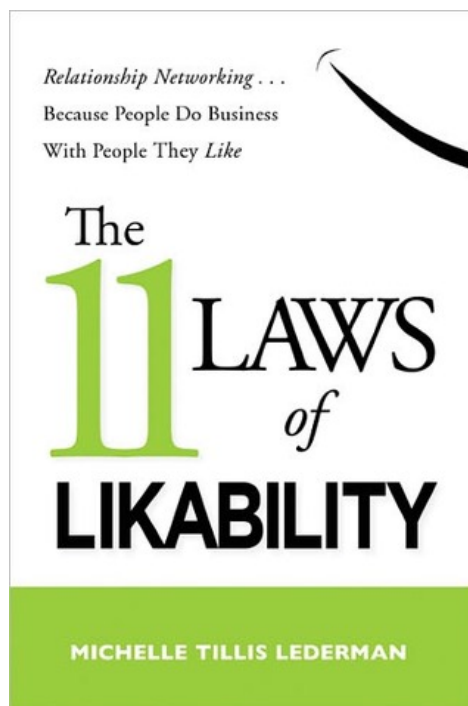


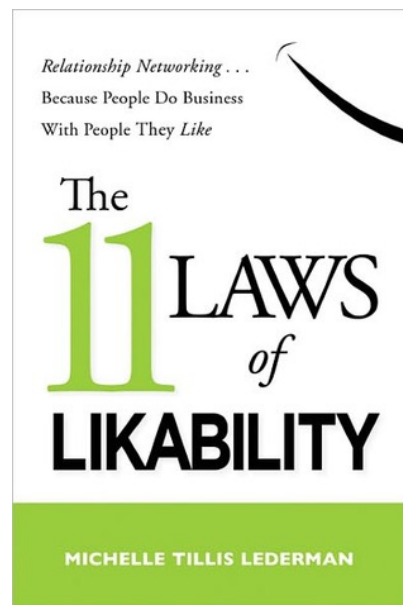
E-Book herunterladen The 11 Laws of Likability: Relationship Networking . . . Because People Do Business with People They Like

By Michelle Tillis Lederman



As the founder and CEO of the management training organization Executive Essentials, Michelle Tillis coaches and trains leaders to experience continual growth and achieve results through the power of collaboration, communication, and relationships. In 11 Laws of Likability, she presents activities, self-assessment quizzes, and real-life anecdotes from professional and social settings to show readers how to identify what's likable in themselves and use those characteristics to build connections with other professionals. The worst thing anyone can do when trying to establish a personal bond with someone is to come across as manipulative or self-serving. That's why Michelle focuses on the power of authentic connections, which go much deeper and feel much easier than trying to hit self-imposed business card collection quotas. This book presents a new paradigm that shows even the most networking-averse how to network well--and maybe even enjoy the process. You'll discover how to start

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