



Influencing with Integrity (Management Skills for Communication and Negotiation)

Genie Z. Laborde

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One of the best things about this book is that, as the title suggests, it effectively answers that old chestnut about NLP being manipulative. Genie has simplified the Meta Model down to five types of "Pointers" which you can anchor to your fingers so you can remember them easily! She also has useful exercises for developing sensory acuity. As a UK NLP trainer I can wholeheartedly recommend this very clear, readable and useful book which anyone in business, or in fact anyone, will benefit from. Of course, being an NLP book, it's "enlivened" by a lot of crap illustrations, but don't let that put you off.

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