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The silent language of leaders pdf download

The language of the body is the management of time, space, appearance, posture, gesture, vocal prosody, touch, smell, facial expression and visual contact. This book will show you exactly as it affects the capacity of a leader to negotiate, manage change, build trust, charisma project and promote collaboration. Buy this book: 33 times interviews Carol Kinsey Goman, author of the Tantes key leader. One of the most memorable customer meetings that I had the opportunity to facilitate took place at the end of 1997, when a group of prominent Japanese entrepreneurs flew in Washington, DCA, to explore a possible joint venture with our group of Sports management. A team of five youthful individuals, but impeccably clothes, entered an elegant conference room at the top of a private club with a strong sense of purpose. Although, none of them spoke English, in a few seconds, we heard the impact of their presence. It, one by one, welcomed each of us with a hot smile, a handshake appropriate and the traditional Japanese arch. The words have not been imported that day, the body language has spoken volumes. I certainly want their game and there were a clear sense of mission to get a deal done. For the next five or so hours, we had an inspired discussion around the way and because it was to connect with their sports division. Although they don't find the common ground, what I found the most fascinating was the behavior of their pivot king, which seemed to be the youngest of the group, but he rarely said a word during the day. When he asked a question, he would have responded with a nod or a subtle touch of his head, but rarely a spoken word. We didn't know what to do, but he was so uncomfortable as he was intimidating - but he undoubtedly left us who he was responsible. From that day, I made a priority to pay attention to the body, the language because asã Carol Goman says in her book, "The silent language of the leaders, body language is in the eyes of those who look, " "because ... | " Introduction: leadership - body language connection 1 1 leadership at a glance 13 your three brains 15 wired for body language 18 The eye of those who watch 20 charm of personal curb 21 five mistakes people make Read your body language 27 when your body is not a "c" t matches your words 32 The body language of a great leader 34 2 negotiation 35 Four tips for reading body language 38 are with you or against you? 42 Tack the 53 disengaged that hit? 54 Body Guidelines For Negotiators 57 3 Leader Gearbox 67 This is your brain on change 68 Body body connection 73 announcing the change 79 What do people want from you? 90 The power of empathy 91 4 Collaboration 93 The universal need for collaboration 94 wired to connect 97 suggestions for the body language for inclusion 102 The importance of how to say what you say 108 using space 111 Dress for the Success 121 What is your office on you 123 Familyity Breeds Collaboration 125 5 Communicate Virtually Technology and Face to Face 127, The Great Enabler 129 Six Tips for a Conference Call 135 Important Tips for Videoconferencing 137 Technology Brings a new range of options of Communication 138 What is so big for face to face? 143 6 leads, you conduct 151 The neuroscience of gender 152 Because Jane does not lead 155 thirteen differences based on gender in non-verbal communication 159 Leadership styles of men and women 163 the body language of male and female leaders 164 tips of the language of the body for the male and female leader 168 men come from Mars, women come from Venus 174 Which working with global team 177 Culture 179 Body body language 188 Lessons learned 193 8 international body language 195 Commercial behavior 200 Business cards 204 Time 206 Distance and touch 211 Eye contact 215 Seating 217 Emotions 221 Women 225 Closing Consulting words 226 9 The non-verbal future of Leadership 237 All generations bring the change 238 The new generation of workers 240 Gen Y/E The future of visual technology 242 The future of leadership 243 Forecast forecasts The future of body language 249 Thanks 255 Note 257 Information on the author 265 Index 267 What I learned from this book: 1. When you widen your position, relax your knees and center your weight in your lower body, look at more "solid" and safe with you.2. Make a positive final expression, including verbal and non-verbal actions. Important for me !! 3. High power positions (put your hands behind their heads and their feet on the desk, or leaning on a desk and planting their distant hands) 4. People are more influenced by how they feel for you who from what You're saying.5. The thing I learned from this book: 1. When you widen your position, relax your knees and dinner your weight in your bottom body, look at more "solid" and sure of you. 2. Make a positive final expression, including verbal and non-verbal actions. Important for me !! 3. High power positions (put your hands behind their heads and their feet on the desk, or leaning on a desk and planting their distant hands) 4. People are more influenced by how they feel for you who from what You're saying.5. Leadership communication is more about who you are from what you do or say .6. We love to contribute, we love to be thanked. When others show us respect and appreciation, triggers the same center of the brain that is activated when we eat chocolate or have sex.7. Smile while you're talking, a key key voice technique is delivery with a smile.8. Tips for men: Stop solving problems. The discomfort of men dealing with emotion (and the innate response of their brain to it) take them to seek solutions immediately, rather than understanding that sometimes people only need to be heard. The next time someone comes with an emotional problem, try to be a table to play rather than a problem solver .9. Leadership is 100% character. ... more than mere the silent language of leaders pdf free download

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