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Descubrase Como Lider Dale Carnegie, Stuart R. Levine, Michael A. Crom, 2006-08 Durante casi cien años Dale Carnegie Associates Inc ha preparado a personas para lograr el máximo de lo que ellas mismas pueden rendir En este libro usted recibirá la experiencia de algunas de las más importantes voces del siglo Mediante ejemplos de la vida real los principales dirigentes del mundo de los negocios del espectáculo de los deportes y de la política le permitirán abarcar un amplísimo espectro de posibilidades Levine y Crom llevan los principios relativos a las relaciones humanas de Dale Carnegie Associates a un nuevo nivel de relevancia en el impredecible ambiente de los negocios

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El poder de las relaciones John C. Maxwell, 2010-04-18 El experto en liderazgo más respetado del mundo ofrece cinco principios y cinco prácticas para sacar a la luz y romper la barrera invisible que se opone al liderazgo y al éxito personal Usted tiene una buena idea pero no puede convencer a sus compañeros de sus ventajas Dise una estrategia innovadora pero el equipo camina arrastrándose de la misma manera antigua de siempre Cierta gente parece avanzar en sus carreras mientras que usted parece que se ha estancado Si esto lo describe a usted o a alguien a quien conoce el problema no es la calidad de lo que tiene para ofrecer El problema es cómo se conecta con la gente para crear los resultados que desea En *El poder de las relaciones* John Maxwell explica a los lectores paso a paso los Cinco Principios y Prácticas para establecer relaciones de los mejores conquistadores de metas La capacidad de una persona de crear cambio y resultados en cualquier organización está directamente relacionada con su capacidad de usar las enseñanzas de este libro

Descúbrete como líder Dale Carnegie, 2021-04-06 Ser líder no es simplemente ser jefe ni ser el que manda y da órdenes Ser líder es mucho más Partiendo de la idea central de que resulta posible cambiar el comportamiento propio y de los demás si cambiamos de actitud Carnegie junto con la empresa que creó y que hoy sigue impartiendo miles de cursos a nosotros sugiere fomentar la comunicación con las personas que tenemos alrededor saber escuchar a la vez que hablar y sobre todo alentar a las personas y saber sacarles una sonrisa Con estas premisas tan sencillas y a través de ejemplos de la vida real y con declaraciones y puntos de vista de los principales dirigentes del mundo de negocios del espectáculo los deportes y la política este libro nos ayuda a descubrir cómo las relaciones humanas la comunicación y la empatía nos pueden convertir en líderes En el fondo como nos dice Carnegie es fácil Porque cualquier persona sea cual fuere su empleo puede dirigir su creatividad y su entusiasmo para trabajar de la manera más productiva Y esto es válido no sólo para el trabajo sino también para cualquier cosa en la vida Como lleva haciendo durante tantos años Dale Carnegie nos marca el camino breves y sencillos principios básicos pero ineludibles que sacarán lo mejor de nosotros en nuestro día a día y en nuestro trabajo hasta obtengamos el máximo rendimiento Hasta que en definitiva descubramos el verdadero líder que llevamos dentro

Estrategias de ventas

ganadoras Dale Carnegie Training,2013-12-01 Seg n el autor se aprende a vender desde el punto de vista del comprador Este libro contiene m s de cien ejemplos de vendedores exitosos de todo el mundo y provee consejos pr cticos para transformar los desaf os en nuevas oportunidades Es una gu a l gica y probada con un detallado paso a paso del hombre de mayor reconocimiento en entrenamiento en ventas Este libro le permitir a cualquier vendedor desarrollar relaciones de largo plazo con los clientes y ayudar a que estos clientes seas m s exitosos Incluye orientaciones espec ficas para cada etapa del proceso de ventas C mo buscar clientes potenciales de cuentas existentes y cuentas nuevas La importancia de buscar informaci n antes de encarar a los clientes potenciales C mo determinar las necesidades de los clientes tales como su inter s primario lo que quieren los criterios de compra requerimientos de la venta y el motivo de compra dominante porque lo quieren C mo llegar a personas que toman las decisiones C mo vender teniendo en cuenta algo m s que las cuestiones de precio *Qué pasa* ,1994 **Delibros** ,1994 Descúbrase como líder Dale Carnegie & Associates,1998 *Liderazgo peregrino* Oriol Segarra,2010-02 En un momento en que vivimos una crisis de liderazgo generalizada este manual pretende demostrar que el liderazgo es accessible y que se puede aprender a trav s de unas ideas bastante simples y teniendo una predisposici n de servicio a los dem s Liderazgo peregrino explica c mo ser un buen l der crearlo dise ar un plan dar un prop sito a un proyecto de liderazgo construir un entorno de cambio profundo y sostenible y obtener los mejores resultados posibles Nos muestra una forma de liderazgo moderna y distinta ligada a la pr ctica y a los resultados adem s de respetuosa con las personas y liberadora de su talento Oriol Segarra desarrolla la metodolog a que le ha dado tanto xito en la pr ctica profesional y la comparte para hacer su contribuci n particular a la sociedad porque a trav s del liderazgo se puede construir un mundo mejor El libro tambi n nos cuenta la historia de Hit el rey que se convirti en l der peregrino que ilustra en forma de f bula los problemas de muchas de las organizaciones actuales *Revista Paula* ,1994 Descubrase Como Lider (The Leader in You) Dale Carnegie,1999-12-28 Descúbrase como líder Stuart R. Levine,1995 **LEV** ,1999 **Libros españoles en venta** ,1996 Libros españoles ,1979 **Acción** ,1994 **Bibliografía española** ,1995 *Boletín bibliográfico mexicano* ,1994 Cómo ser un buen líder Dale Carnegie,2023-11-30 La gu a definitiva para convertirte en un verdadero l der Los gerentes eficaces saben que para cumplir las metas tienen que ser verdaderos l deres que gu en motiven entrenen y cuiden a sus colaboradores En este libro encontrar s consejos pr cticos para Crear y compartir una visi n con todos los miembros del equipo Lograr un equilibrio entre el cumplimiento de los objetivos y las habilidades de liderazgo Encontrar el punto medio entre la motivaci n y la rendici n de cuentas Comunicar eficazmente tus ideas Manejar y superar las situaciones negativas y los conflictos El recurso m s valioso de toda organizaci n es su gente Detr s de los consejos que encontrar s en estas p ginas se esconde la clave de un gerente exitoso pasar de ser jefe a ser un buen l der

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