



**Tanja Skok**

## PSIHOLOGIJA PRODAJE

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Vsebinski sklop: PSIHOLOGIJA PRODAJE



Ljubljana, april 2012

# Psihologija Scribd

**K Morrison**



## **Psihologija Scribd:**

**Global Perspectives on Soft Power Management in Business** Kankaew, Kannapat,2023-10-09 Global Perspectives on Soft Power Management in Business provides a comprehensive exploration of the impactful role of soft power in influencing socio economic dynamics In today s interconnected world soft power drives economic growth through the dissemination of beliefs cultures shared norms and popular trends creating a country s brand image This edited volume brings together scholars from diverse academic backgrounds to objectively discuss and analyze the sustainable management design thinking and integration of soft power The book delves into the pros and cons of soft power impact explores soft power knowledge management in different industries examines soft power marketing and presentation strategies and investigates the relationship between technology and soft power Moreover it emphasizes that success in the global marketplace is not solely reliant on technological advancements but also on the added value of products through sophisticated services a concept encompassed by soft power This book proves invaluable to undergraduate and graduate students studying business cultural and hospitality management as well as professionals in public and private organizations universities professors and lecturers policy makers and those in the film and music industry *Proceedings of the XIV INTERNATIONAL SYMPOSIUM SYMORG 2014* Aleksandar Marković, Slađana Barjaktarović Rakočević,2014-06-05 *Propaganda, War Crimes Trials and International Law* Predrag Dojcinovic,2013-03-01 First Published in 2012 Propaganda War Crimes Trials and International Law addresses the emerging jurisprudence and international law concerning propaganda in war crimes investigations and trials The role of propaganda in the perpetration of atrocities has emerged as a central theme in the war crimes trials in the past century The Nuremburg trials initially and the International Criminal Tribunal for the former Yugoslavia and the International Criminal Tribunal for Rwanda currently have all substantially contributed to the development of international law in this respect Investigating and exploring the areas between lawful and unlawful propaganda they have dealt with specific mechanisms and consequences of the phenomenon within the perspective and framework of their international legal mandates But the cultural codes and argots through which propaganda operates have vexed international courts struggling to assign responsibility to the instigators of mass crimes as subtle but potentially fatal communications often remain undetected misinterpreted or even dismissed as entirely irrelevant With contributions from leading international scholars and legal practioners Propaganda War Crimes Trials and International Law pursues a comparative approach to this problem providing an overview of the current state of the theory of propaganda in the social sciences exploring this theory in the legal analysis of war crimes and related proceedings and finally offering a study of the prosecution of propaganda related crimes in international law and the newly emerging jurisprudence of war crimes propaganda cases **Summary: To Sell Is Human** BusinessNews Publishing,2014-10-28 The must read summary of Daniel Pink s book To Sell is Human The Surprising Truth About Persuading Convincing and Influencing Others This complete summary of the ideas from Daniel Pink s book To

Sell is Human explains how we sell to people every single day whether we know it or not by persuading others to do things The author shows how you can improve your skills of persuasion to gets other to adapt to your way of thinking using a set of tools and tips This book includes different ways of offering your idea listening to others and making your message clear to help you perfect your approach Added value of this summary Save time Understand the key concepts Increase your skills of persuasion To learn more read To Sell is Human and discover the science behind selling to develop one of the most useful skills available

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*Development Through the Lifespan, Unbound (for Books a la Carte Plus)* Distinguished Professor of Psychology Laura E Berk,2006-08-21 *Summary* Quality Summaries,2019-10-03 IMPORTANT NOTE This is a book summary of *The Body Keeps the Score* by Bessel Van Der Kolk and is not the original book Dr Bessel van der Kolk uses his decades of experience working with trauma to write the book *The Body Keeps Score Brain Mind and Body in the Healing of Trauma* Using his own research and that of other experts in the field he looks at how traumatic events alter our brains and the way we think leading

to adverse effects in the way we relate with others and how we experience happiness This book A Summary of The Body Keeps Score highlights the key arguments that Dr van der Kolk makes in his book giving you a brief yet informative overview of the main points you need to know Trauma is much closer to home than many of us think It affects those fleeing wars and veterans returning from combat Yet it also affects those who grew up with alcoholics or those who were subjected to physical emotional or sexual abuse In his book Dr van der Kolk goes into detail about how this changes the way we think and offers an in depth look at the new treatments that can help overcome trauma and reshape the brain This summary touches upon those topics in a concise straightforward way You get the key snippets and a solid understanding of the book in a fraction of the time allowing you to start applying your new knowledge immediately This book is ideal for anyone who has suffered trauma who knows someone that has or for those simply curious to understand more about the psychology of trauma In this book you will learn A review of how traumatic events whether they re from war or close to home can physically change the way the brain thinks A brief overview of the relationship we have between getting hurt and how we evolve from that A look at the treatments available for those who have suffered trauma that can get their lives back on track A summary of Dr van der Kolk s research that lets you know the key points that you need to know immediately If you re curious to learn more about Dr van der Kolk s research on trauma and want an easy to grasp overview of his work then this summary is for you Click below to buy now

**Summary of The Body Keeps the Score** Readtrepreneur Publishing,2019-05-24 The Body Keeps the Score Brain Mind and Body in the Healing of Trauma by Bessel Van der Kolk Book Summary Readtrepreneur Disclaimer This is NOT the original book but an unofficial summary An attractive new alternative to tackle traumatic stress other than expensive drugs and talk therapy Traumatic stress is something that sadly is getting more and more common It s effect on the mind and body are atrocious and it can even affect your biology rearranging your brain s wiring In the past the common belief was that the only way to attenuate the effects of traumatic stress was going to talk therapy or with expensive prescribed drugs However trauma expert Bessel van der Kolk begs to differ Note This summary is wholly written and published by Readtrepreneur It is not affiliated with the original author in any way In order to change people need to become aware of their sensations and the way that their bodies interact with the world around them Physical self awareness is the first step in releasing the tyranny of the past Bessel A van der Kolk Having three decades of experience working with survivors Bessel van der Kolk has developed an array of techniques and methods to reactivate the areas affected by traumatic stress The alternative offered by this trauma expert offers patients to face their condition in a new way which is also cheaper than the rest Bessel van der Kolk stresses that the only alternatives to curing traumatic stress are not drugs and talking therapy his method is science backed and has obtained amazing results P S The Body Keeps the Score is an amazing book that will show you a method to face traumatic stress that is entirely different than anything done before The Time for Thinking is Over Time for Action Scroll Up Now and Click on the Buy now with 1 Click Button to Grab your Copy Right Away

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*Development Through Lifespan* Tb Sup Berk,2003-08

*Accelerated Learning* Timothy Willink,Accelerated Learning Academy,2019-07-17 Why Do Some Seemingly Weird People Use Some Weird Method and Learn 3X Faster Than Most of Us in 2X Less Time Read On Imagine the discovery of your brain s full potential An expanded memory which is faster and clearer that helps you to learn and memorize faster If you struggle to learn and want to have the best of the classes you re attending accelerated learning techniques are the secret to learn better In this book Accelerated Learning you will discover all the secret strategies that top achievers use that they never share Become a master of your own mind The key to successful and fast learning resides in techniques and secrets to unlock your brain s full potential Learn how to do it with Accelerated Learning Formal Education Will Make You A Living Self Education Will Make You A Fortune Jim Rohn Researches show accelerated learning techniques are effective in helping memory improvement and comprehension We have 70 000 thoughts per day but how many do we actually remember In this book Accelerated Learning you will learn how to expand your memory remember things more easily and sharpen your concentration Do you have trouble studying or find it hard to concentrate Your potential is already there all you need is the right techniques to improve your brain s power Don t spend hours overthinking and feeling sorry for yourself for not learning faster The book Accelerated Learning has everything you need to master your brain and become a better learner The benefits will shine on all aspects of your life and everyone will notice how sharp your mind is Act Now by Clicking the Buy Now or Read Now Button After Scrolling to the Top of This Page P S What s holding you back In life most people are stopped either by their fear or their laziness Remember the best investment you can make is in yourself Invest the time and the price of less than a coffee to make a quantum leap in your life wealth love and happiness Act Now

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Simple,2021-04-02 An optimistic outlook can make you healthier wealthier and happier too In this special edition you ll find tricks to tap your inner optimist decorating tips for a happy space real life stories of kindness and community and raising upbeat kids building self compassion     **Falling in Love** Grant Allen,1889     **Falling in Love** Grant Allen,1890

*Effective Coaching, and the Fallacy of Sustainable Change* Arun Kohli,2016-09-09 This book presents an evidence based discussion of two critical areas that are gaining importance in the business world and personal development alike namely coaching and being a coach Does coaching work If so then for whom does it add value and what is it really all about Today just about everybody in personal services seems to have become a coach Is it just another modern expression or a buzzword for something that other disciplines were already providing This book seeks to arrive at clear answers to these questions providing a thought provoking and insightful narrative that is likely to leave behind a lasting impact on the industry and its potential clients     *The Art of Talking So That People Will Listen* Paul W. Swets,1986-04-25 Talking comes naturally but getting people to listen is an art This guide provides you with practical proven strategies for mastering the art of effective persuasive communication the skill most essential to your enjoyment of other people and the achievement of personal success

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