



## Compelling People: The Hidden Qualities That Make Us Influential

By John Neffinger, Matthew Kohut

Little, Brown Book Group. Paperback. Book Condition: new. BRAND NEW, Compelling People: The Hidden Qualities That Make Us Influential, John Neffinger, Matthew Kohut, Everyone wants to know how to be more influential. But most of us don't really think we can have the kind of magnetism or charisma that we associate with someone like Bill Clinton or Oprah Winfrey unless it comes naturally. Now, in Compelling People, which is already being taught at Harvard and Columbia Business Schools, John Neffinger and Matthew Kohut show that this isn't something we have to be born with-it's something we can learn. Expanding on the themes in their co-authored Harvard Business Review cover story "Connect, Then Lead," they trace the path to influence through a balance of strength (the root of respect) and warmth (the root of affection). Each seems simple, but only a few of us figure out the tricky task of projecting both at once. The ability to master this dynamic is so rare that we celebrate and elevate those people who have managed to do it. Drawing on cutting-edge social science research as well as their own work with Fortune 500 executives, members of Congress, TED speakers, and Nobel Prize winners,...



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*This is an amazing publication i actually have at any time go through. It is actually rally interesting throgh reading through period. Its been developed in an exceptionally straightforward way which is merely following i finished reading through this publication where actually altered me, modify the way in my opinion.*

-- **Noah Padberg**

*Undoubtedly, this is the best function by any writer. This really is for those who statte there was not a really worth reading. Its been written in an exceptionally basic way which is merely right after i finished reading through this book by which really transformed me, change the way i really believe.*

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