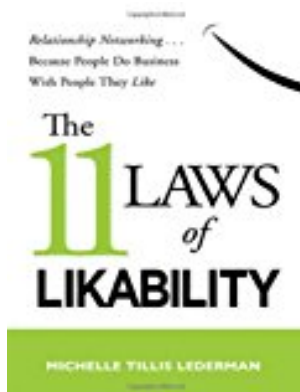


[PDF] The 11 Laws Of Likability: Relationship Networking . . . Because People Do Business With People They Like

Michelle Tillis Lederman - pdf download free book



Books Details:

Title: The 11 Laws of Likability: Re
Author: Michelle Tillis Lederman
Released: 2011-09-15
Language:
Pages: 240
ISBN: 0814416373
ISBN13: 978-0814416372
ASIN: 0814416373

[**CLICK HERE FOR DOWNLOAD**](#)

pdf, mobi, epub, azw, kindle

Description:

Review

“...show readers how to identify what’s likable in themselves and create honest, authentic

interactions that become 'wins' for all parties involved." --**Foreword This Week**

```
(function(a){if(document.ue_backdetect&&document.ue_backdetect.ue_back){a.ue.bfini=document.ue_backdetect.ue_back.value}if(a.uet){a.uet("be")}if(a.onLdEnd){if(window.addEventListener){window.addEventListener("load",a.onLdEnd,false)}else{if(window.attachEvent){window.attachEvent("onload",a.onLdEnd)}}}if(a.ueh){a.ueh(0,window,"load",a.onLd,1)}})(ue_csm);(function(a){a._uec=function(d){var h=window,b=h.performance,f=b?b.navigation.type:0;if(f==0){var e="; expires="+new Date(+new Date+604800000).toGMTString(),c="+new Date-ue_t0;if(c>0){var g="|" +new Date;document.cookie="csm-hit="+ (d/c).toFixed(2)+g+e+"; path=/"}}})(ue_csm); _uec(226679);
```

"...basic drivers of likability are the same for most of us...11 *Laws of Likability* has summarized these nicely...How high would you score on the likability scale?" --**Martin Zwilling, Forbes.com**

"...not just for people to grow and establish entrepreneur relationship, but also for the jobseeker who struggles with connecting with employers...I highly recommend to buy her book." --**The Voice of Job Seekers**

"This book is a fit for just about any B2B setting you can think of. Who doesn't want to be perceived as likable." --**blogcritics.org**

"Lederman outlines some ways to bolster your self-image and help you project an authentic image that will attract others and help lead you to the success you desire." --**USAToday.com**

"Read the essential and timeless wisdom filled book... Liking others, and having them also like you, transforms business into pleasurable personal relationships that benefit everyone." --**Blog Business World**

"...a superb addition to your personal library and it would also make a great gift." --**Kennedy Reviews**

"While valuable in business situations, the wisdom which the book contains can be applied to any relationship...it's upbeat, supportive, and full of good advice." --**Anna Jedrziwski, Retailing Insight**

Book Description

We all know that networking is important, and that forming relationships with others is a vital part of success. But sometimes it seems like networking removes all emotions from the equation and

focuses only on immediate goals...whereas the kind of relationships that have true staying power, give us joy, and support us in the long run are founded on simply liking each other.

This book, featuring activities, self-assessment quizzes, and real-life anecdotes from professional and social settings, shows readers how to identify what's likable in themselves and create honest, authentic interactions that become "wins" for all parties involved. Readers will discover how to:

- Start conversations and keep them going with ease
- Convert acquaintances into friends
- Uncover people's preferences and tweak their own personal style to enable engaging, reciprocal interactions
- Create follow-up and stay in others' minds long after the initial meeting

The worst thing we can do when trying to establish a personal bond with someone is to come across as manipulative or self-serving. Authentic connections go much deeper—and feel much easier—than trying to hit self-imposed business card collection quotas. This book presents a new paradigm that shows how even the most networking-averse can network...and like it.

-
- Title: The 11 Laws of Likability: Relationship Networking . . . Because People Do Business with People They Like
 - Author: Michelle Tillis Lederman
 - Released: 2011-09-15
 - Language:
 - Pages: 240
 - ISBN: 0814416373
 - ISBN13: 978-0814416372
 - ASIN: 0814416373
-