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[] The Guardian

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NLP at Work: The Essence of Excellence by Sue Knight

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NLP At Work | Sue Knight

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peripheral art into an accessible, practical concept with relevant applications in the areas of influence, communication, negotiation, teamwork and coaching.

NLP at Work by Knight, Sue (ebook)

The essence of NLP is the ability to study and reproduce excellence in yourself and to support others to do the same. NLP At Work helps you do that by developing an attitude of curiosity, naivety and learning - and giving you the ability to improvise with skill in real-time.

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NLP at work: the essence of excellence (eBook, 2009 ... This major new edition of Sue Knight's bestselling book NLP at Work has been extensively revised and updated, with an emphasis on the heart of NLP - becoming a model of excellence. In addition to a new slant to every chapter, there are three new chapters on the key things that make the biggest difference for the greatest results:

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Sue Knight [] Audio Books, Best Sellers, Author Bio ... NLP (neuro-linguistic programming) has helped millions to overcome their fears, increase their confidence, and achieve greater success in their personal and professional lives and relationships.

A clear and comprehensive introduction to using neurolinguistic programming in the workplace.

This major new edition of Sue Knight's bestselling book NLP at Work has been extensively revised and updated, with an emphasis on the heart of NLP - becoming a model of excellence. In addition Page 13/22

to a new slant to every chapter, there are three new chapters on the key things that make the biggest difference for the greatest results: Humor: enabling you to stand back and see things from a different perspective Clean questions: minimising yourself to find out the essence of the other person Time: understanding how what you get in life is influenced by your relationship to time past, present and future NLP at Work has sold over 100,000 copies and is one of the most popular books ever published on the practical skills of NLP and how it can be applied in business. It transformed NLP from a peripheral art into an accessible, practical concept with relevant applications in the areas of influence, communication, negotiation, teamwork and coaching. Clear, readable and jargon free, this book will help you get to the essence of what makes you and your business excellent and unique.

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A practical human resource guide for managers and companies who want to get the best from their people. Neuro Linguistic Programming shows how workers code their language and behavior into their personal programs.

NLP (Neuro-Linguistic Programming) has helped millions to overcome their fears, increase their confidence, and achieve greater success in their personal and professional lives and relationships. Now, from the company that created NLP: The New Technology of Achievementlone of the bestselling NLP books of all timelcomes NLP: The Essential Guide to Neuro-Linguistic Programming. This user-friendly guide, written by three seasoned NLP Master Practitioners and coaches, leads you on a personal journey in using Page 15/22

and applying NLP in everyday life. Through their real-life stories, you will experience the NLP strategies you need to achieve specific results in business and in life. As you read NLP: The Essential Guide, you'll find yourself thinking in new ways and applying the techniques to your own personal challenges and opportunities for greater satisfaction.

In Meta-Magick: The Book of Atem, Philip H. Farber combines traditional ritual sensibilities with contemporary concepts of neurolinguistics and memetics to create a unique entity - Atem. In this instance, the essence of an entity is encoded in a book and activated by the reader. At the same time, the book is a comprehensive manual of evocation, containing dozens of easy-to-follow rituals and exercises for exploring and creating magical Page 16/22

entities of every sort. Farber teaches readers to wake up from their habitual trance, to reprogram themselves to stand in the Mystery without unnecessary mystification. This supercharged fusion of tried-and-true magical and psychological techniques moves beyond trauma, healing, and recovery into self-fulfillment and selftransformation. Combining both disciplines with methods such as intentionality, autohypnosis, visualization, personification, and experiential journeys, Farber creates a powerful system that opens the way to peak experiences, self-knowledge, even cosmic consciousness. Rather than importing standardized healing images, readers learn to create their own emergent metaphors, their own creative strengths and flexible freedom.

Aims to provide the reader with ways to facilitate automatic, natural Page 17/22

personal change. With roots in the approaches of Grinder and Bandler, advice is given in ten steps to more satisfying relationships, profound inner states of peace and a sense of oneness.--From publisher description.

A manual for quickly learning some very powerful hypnotic language patters that you can use in practical, real world situations.

The director of communication is an impassioned profession that discovers which strategies are the best and the most intelligent. There are few manuals, and there are some that offer general and sparsely updated information about the change that new technologies imply. We find the literature isolated that can be directly useful. However, we will say that there is no single recipe Page 18/22

for DirCom or communication consultants. Each one will offer different models according to the variables or factors that seem to them to be able to rectify the direction of a company according to his or her personal mood.

The Origins of NLP brings together the recollections and thoughts of some of the main protagonists from the very early days of NLP. In 1971 Richard Bandler and Frank Pucelik were students at Kresege College at the University of California Santa Cruz. They had a strong mutual interest in Gestalt Therapy, Frank because of his traumatic time in Vietnam and because he had been working with some disaffected and drug-addicted kids, and Richard because he had been working with Science and Behavior Books on transcribing and editing Fritz Perls' seminal work, The Gestalt Page 19/22

Approach and Eyewitness to Therapy. They started a local Gestalt group and ran 2-3 sessions a week collaborating and experimenting with the language of therapy. They started achieving some brilliant results but were having problems transferring their skills to others and so Richard invited one of their college professors, John Grinder, to observe what they were doing in order that he would, hopefully, be able to deconstruct what they were doing that was so effective. John was a professor of Linguistics and was instantly impressed with the work that they were doing. He was able to add more structure and in due course the three of them formalised what is now known as the Meta Model. NLP, or Meta as it was known then, was born.

This major new edition of Sue Knight's bestselling book NLP at Page 20/22

Work has been extensively revised and updated, with an emphasis on the heart of NLP becoming a model of excellence. In addition to a new slant to every chapter, there are three new chapters on the key things that make the biggest difference for the greatest results: Humor: enabling you to stand back and see things from a different perspective Clean questions: minimising yourself to find out the essence of the other person Time: understanding how what you get in life is influenced by your relationship to time past, present and future. Neuro Linguistic Programming is how you make sense of your world and, most importantly, how you make it what you want it to be: Neuro: the way you filter and process your experience through your senses Linguistic: the way you interpret your experience through language Programming: the way you make sense of your experience to create your personal program. NLP at

Work has sold over 100,000 copies and is one of the most popular books ever published on the practical skills of NLP and how it can be applied in business. It transformed NLP from a peripheral art into an accessible, practical concept with relevant applications in the areas of influence, communication, negotiation, teamwork and coaching. Clear, readable and jargon free, this book will help you get to the essence of what makes you and your business excellent and unique. (A cura dell'editore).

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