

# COMPELLING PEOPLE



**John Neffinger and Matthew Kohut**

# Compelling People The Hidden Qualities That Make Us Influential

**Harvard Business Review**



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

**Compelling People** John Neffinger, Matthew Kohut, 2013-08-15 This is not just another pop psych book it's the first book to capture and share the insights from all the recent groundbreaking research on how we judge and persuade each other And it translates that into simple practical terms anyone can use to build more effective relationships at the office or home Amy Cuddy HOW PEOPLE JUDGE YOU AND HOW TO COME OUT LOOKING GOOD 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 In *Compelling People* now required reading at Harvard Business School John Neffinger and Matthew Kohut show that this isn't something we have to be born with it's something we can learn They trace the path to influence through a balance of strength and warmth Each seems simple but only a few of us figure out the tricky task of projecting both at once 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 *Compelling People* explains how we size each other up and how we can learn to win the admiration respect and affection we desire *Compelling People*, 2017

*Compelling People* John Neffinger, Matthew Kohut, 2014-05-27 Required reading at Harvard Business School and Columbia Business School Everyone wants to be more appealing and effective but few believe we can manage the personal magnetism of a Bill Clinton or an Oprah Winfrey John Neffinger and Matthew Kohut 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 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 Neffinger and Kohut reveal how we size each other up and how we can learn to win the admiration respect and affection we desire *The Conflict Resolution Grail* Meysa Maleki, 2020-06-23 *The Conflict Resolution Grail* explains what causes conflicts and offers the world an alternative solution It goes beyond theory techniques policies and interpersonal skills This book helps you resolve your conflicts through awareness compassion and a negotiator's toolbox Global conflict is one of the top challenges the world faces today Our survival as the human race demands that we pay attention to our own role in conflict Resolving conflict on a global scale requires change at the level of individuals Lawyer and Mediator Meysa Maleki introduces the everyday person to the elements of conflict the sub conversations and the skills that are required to resolve conflict effectively However her solution to addressing human conflict goes beyond just the latest conflict resolution theory negotiation techniques and the interpersonal skills of a mediator She draws on the strengths of human beings their capacity for compassion and their immense potential to change their subconscious programming through awareness This book weaves together research ranging from human genetics evolution communications theory neuroscience world history psychology and sociology to reframe our understanding of conflict It provides the everyday person as well as professionals who devote their careers to working with conflict situations with an

integrated approach to conflict resolution Meysa Maleki provides a new paradigm one that is based on awareness compassion and a negotiator's toolbox

**People Skills for a Virtual World Collection (6 Books) (HBR Emotional Intelligence Series)** Harvard Business Review, 2022-11-16 How to be human at work HBR's Emotional Intelligence Series features smart essential reading on the human side of professional life from the pages of Harvard Business Review Each book in the series offers proven research showing how our emotions impact our work lives practical advice for managing difficult people and situations and inspiring essays on what it means to tend to our emotional well being at work Uplifting and practical these books describe the social skills that are critical for ambitious professionals to master and demonstrate in a virtual or hybrid workplace This specially priced six volume set includes the EI series books Virtual EI Leadership Presence Mindful Listening Focus Empathy Dealing with Difficult People

**Superconductors** Derek Loudermilk, 2018-07-03 The steady career path is a thing of the past disruption is here to stay You need to be able to keep learning growing and reinventing yourself to stay valuable in the midst of this change Those who succeed in this new world will be the ones who have skills that are always in demand and cannot be replaced Creativity charisma confidence constant learning storytelling adaptability and tribe building are the keys to having a thriving professional life and turning ideas into reality Superconductors is your treasure trove of exclusive interviews and hands on self development exercises to inspire you and push you into action Derek Loudermilk brings together some of the best minds to coach you on every skill including entrepreneurs podcasters venture capitalist experts human behaviour hackers journalists and digital storytellers Michael Margolis Vanessa Van Edwards Derek Muller Jason Zook Linda Rottenburg are just some of the people giving you original insights and advice to help you form your own path If you're ambitious and you want to carve your place in this chaotic but exciting new world of work then you need to be a superconductor you need to have the creative energy the ability to build great networks and the charisma to make big things happen Whether you want to live as a digital nomad an entrepreneur or be a formidable force in your chosen industry Superconductors gives you the unique insight and hands on tools to be the best you can be

**Respect** Robert Dilenschneider, 2025-10-27 How to be more respectful and how to encourage others to treat you more respectfully In Respect How to Change the World One Interaction at a Time veteran public relations executive Robert Dilenschneider delivers an insightful and original discussion of how to cultivate respectfulness in every facet of your life You'll learn how to embody and encourage respectful behavior and speech among work colleagues family friends and others You'll learn about how respectfulness has life changing consequences for all who practice it and why it's within reach for us all You'll also discover why it's so sorely needed in an increasingly fragmented society and how it can transform our interactions for the better Readers will also find Strategies for transcending the inane and unimportant and creating meaning in your life Tools and paths to improve your self respect develop respectfulness and encourage others to treat you with respect Techniques to begin mending some of the fences that appear irreparably damaged by increasing societal incivility

Perfect for managers executives directors founders entrepreneurs and other business leaders Respect is an essential guide to navigating a society marketplace and environment that seems increasingly prone to disrespect and rudeness and how to help make it better

**Study Skills for Foundation Degrees** Dorothy Bedford, Elizabeth Wilson, 2019-12-06 Study Skills for Foundation Degrees offers a step by step guide to the skills needed to successfully complete a Foundation Degree Filled with activities and useful tips it will help students to move from nervous novice to confident expert and provide them with the necessary tools to accomplish this By reading this book students will be able to learn new skills and enhance existing ones This third edition has been fully updated and features new chapters on e learning and dissertations as well as expanded sections on ethics feedback and referencing Each chapter includes practical guidance as well as student perspectives that will help students through their course of study It includes advice on how to support learning boost motivation and enhance time management and covers all the essential skills required for successful study including Effective reading and note taking strategies Developing oral skills in a wide range of presentation settings including what makes a good presentation and how each stage of the process can be prepared for Carrying out well planned methodologically sound and well written research Preparing for examinations and other forms of assessment Producing a professional development portfolio or winning CV Highly accessible this new edition is an essential resource for all Foundation Degree students who want to get the most out of their course mature students or anyone with limited or no experience of academic study

**When Graduation's Over, Learning Begins** Roger Forsgren, 2023-02-16 What They Didn't Teach You in School Lessons for STEM Students and Professionals Science Technology Engineering and Math education has been described as drinking from a firehose STEM students are required to absorb an overwhelming amount of technical information before they can earn their undergraduate degrees But it takes more than a thorough understanding of math science and engineering concepts to become successful in today's job market NASA's former Chief Knowledge Officer Roger Forsgren was responsible for training the agency's technical workforce and provides critical lessons learned for STEM students and graduates to build successful careers as they compete in today's workplace Being an introvert in an extroverts world You may certainly be the smartest person in the room but that may not be enough to convince a client make a persuasive presentation or effectively manage others Learn how to remain in your comfort zone yet still make a compelling impact by becoming an ambivert Communication Skills How to get your point across and express yourself in a cogent concise manner How to make yourself heard and respected in a group of experienced professionals Critical Thinking Avoid jumping to conclusions by training yourself to look beyond the obvious for the real clues to a problem or situation Ethics STEM professionals possess unique skills but such technical expertise also requires a sense of personal responsibility ensuring your talents are being put to the best use for yourself and for society Case studies have proven to be valuable learning tools and Roger Forsgren includes twelve compelling historical case studies that demonstrate the critical knowledge needed for STEM students as they progress through their careers

*Project Management Next Generation* Harold Kerzner, Al Zeitoun, Ricardo Viana Vargas, 2022-06-07 PROJECT MANAGEMENT NEXT GENERATION Strategic guidance on enabling transformational change in the project management landscape In *Project Management Next Generation The Pillars for Organizational Excellence* a team of world renowned project management leaders delivers an expert discussion on project management implementation in organizations of all kinds The book explores 10 pillars of project management that will be critical for companies in the coming decade It offers contributions from industry changemakers and thought leaders that provide the perfect balance between practical experience across a variety of programs projects and transformation initiatives It s a must have title for practicing project managers who seek hands on guidance and insightful case studies complete with discussion questions and instruction materials including PowerPoint lecture slides and a full Instructors Manual on the companion website In addition to the perspectives of several global commercial organizations on the project management industry s future readers will find Thorough introductions to project management as a strategic competency and corporate project management cultures Comprehensive explorations of workforce upskilling and defining project success Practical discussions of flexible project management frameworks and flexible life cycle phases and project governance In depth examinations of value driven project management and metrics as well as metrics for intangible assets and strategic metrics Perfect for mid level corporate project and team managers as well as executives and business consultants *Project Management Next Generation The Pillars for Organizational Excellence* will also earn a place in the libraries of students in courses on advanced project management at the upper level undergraduate and graduate levels

## Decoding **Compelling People The Hidden Qualities That Make Us Influential**: Revealing the Captivating Potential of Verbal Expression

In a time characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Compelling People The Hidden Qualities That Make Us Influential**," a mesmerizing literary creation penned with a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book is central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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