

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







### **Compelling People The Hidden Qualities**

Compelling People: The Hidden Qualities That Make Us Influential [John Neffinger, Matthew Kohut] on Amazon.com. \*FREE\* shipping on qualifying offers. Required reading at Harvard Business School and Columbia Business School. Everyone wants to be more appealing and effective

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

Community Reviews. 'Compelling People: The Hidden Qualities That Make US Influential' by John Neffinger and Matthew Kohut is the kind of business book that takes a good idea and stretches it out into book length. The authors assert that influential leadership can be attained between a balance of strength and warmth.

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

Compelling People: The Hidden Qualities That Make Us Influential by John Neffinger Category: business Publication date: 05/27/2014 ISBN: 9780142181027 Pages: 304. Category People & Blogs;

### **Compelling People: The Hidden Qualities That Make Us Influentia ... | Your best books | business**

John Neffinger and Matthew Kohut have actually figured out the hidden qualities that make us influential. They've distilled it down to two main features and teach us how to enhance them in Compelling People.

### **Compelling People: The Hidden Qualities that Make Us ...**

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

Compelling People: the Hidden Qualities that Make Us Influential. a) personal influence is primarily a product of the reaction you engender in others, and b) their perception is a product of the two dimensions of strength and warmth, and c) using these two dimensions as a lens, you can make adjustments to your own approach to make yourself more influential.

### **Compelling People: the Hidden Qualities that Make Us ...**

Compelling People: The Hidden Qualities That Make Us Influential John Neffinger and Matthew Kohut. Penguin/Hudson Street, \$25.95 (304p) ISBN 978-1-59463-101-6

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

People use two criteria to evaluate and judge others: "strength and warmth." Strength refers to someone's abilities and apparent resolve. Warmth is a person's capacity to express empathy and connect with others. Interestingly, the two characteristics oppose each other. Strong people may come off as cold; warm people can seem weak.

### **The Hidden Qualities That Make Us Influential Compelling ...**

Book summary of Compelling People - The hidden qualities that make us influential By John Neffinger and Matthew Kohut; Book summary of 'Leaders eat last - Why some teams pull together and others don't By Simon Sinek; Book summary of THE POWER OF HABIT Why we do what we do and how to change - by Charles Duhigg.

### **Book summary of Compelling People - The hidden qualities ...**

By Maria Popova. That's precisely what communications strategists John Neffinger and Matthew Kohut, who met while working at Harvard, explore in Compelling People: The Hidden Qualities That Make Us Influential ( public library) — a synthesis of six years' worth of their research and experience of working with Nobel Prize winners, CEOs,...

### **What Makes People Compelling - Brain Pickings**

Compelling People is a fascinating, beguiling read with the potential to change your life." —Lynne Olson, author of *Those Angry Days* and *Citizens of London* "Neffinger and Kohut brilliantly illuminate how successful people negotiate possibilities and pitfalls to find success and avoid failure."

### **Compelling People by John Neffinger, Matthew Kohut ...**

Compelling People: The Hidden Qualities That Make Us Influential PDF Book by John Neffinger, Matthew Kohut 2013 ePub Free Download. isbn: 9781594631016. How People Judge You—And How To Come Out Looking Good Required Reading at Harvar

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

The Hidden Qualities That Make Us Influential. By: ... Compelling People shows you not just how people already see you, but how to make sure your best qualities shine through. ©2013 John Neffinger and Matthew Kohut (P)2013 Gildan Media LLC. More from the same. Narrator.

### **Compelling People (Audiobook) by John Neffinger, Matthew ...**

Get you started to listen to the full audiobook *Compelling People: The Hidden Qualities That Make Us Influential*, free at our library. *How People Judge You-And How To Come Out Looking Good You ...*

### **Compelling People: The Hidden Qualities That Make Us Influential Audiobook by Matthew Kohut**

Compelling People: The Hidden Qualities That Make Us Influential - Kindle edition by John Neffinger, Matthew Kohut. Download it once and read it on your Kindle device, PC, phones or tablets. Use features like bookmarks, note taking and highlighting while reading *Compelling People: The Hidden Qualities That Make Us Influential*.

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

WELD VIII Leadership Book Review Title: *Compelling People: the hidden qualities that make us influential* Author: John Neffinger & Matthew Kohut Year Published: 2013 Reviewer: Betsy Karle, University of California Cooperative Extension Date of Review: September 2015 In *Compelling People*, authors Neffinger & Kohut delve deeply into the concept of projecting both

### **Karle Book Review - University of Nevada Cooperative Extension**

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

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

The year before, it was *Thinking, Fast and Slow* by Daniel Kahneman. *Compelling People: The Hidden Qualities That Make Us Influential* is that kind of book. The central premise of the book is that in any encounter, people base how they feel about you on how you project strength and warmth.

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

*Compelling People: The Hidden Qualities That Make Us Influential* argues that charisma isn't just a character trait some lucky people are born with. It's something we can all emulate and learn. [I] spent a week putting the authors' tips to the test and am now converted to their way of thinking ...

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