

Influence And Persuasion Hbr Emotional Intelligence Series

Harvard Business Review, Jack Zenger, Rasmus Hougaard, Jacqueline Carter, Peter Bregman

Influence and Persuasion (HBR Emotional Intelligence Series) Harvard Business Review, Nick Morgan, Robert B. Cialdini, Linda A. Hill, Nancy Duarte, 2017-11-14 Changing hearts is an important part of changing minds. Research shows that appealing to human emotion can help you make your case and build your authority as a leader. This book highlights that research and shows you how to act on it, presenting both comprehensive frameworks for developing influence and small, simple tactics you can use to convince others every day. This volume includes the work of: Nick Morgan Robert Cialdini Linda A. Hill Nancy Duarte This collection of articles includes Understand the Four Components of Influence, by Nick Morgan; Harnessing the Science of Persuasion, by Robert Cialdini; Three Things Managers Should Be Doing Every Day, by Linda A. Hill and Kent Lineback; Learning Charisma, by John Antonakis, Marika Fenley, and Sue Liechti; To Win People Over, Speak to Their Wants and Needs, by Nancy Duarte; Storytelling That Moves People, an interview with Robert McKee by Bronwyn Fryer; The Surprising Persuasiveness of a Sticky Note, by Kevin Hogan; and When to Sell with Facts and Figures, and When to Appeal to Emotions, by Michael D. Harris. How to be human at work. The HBR 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.

Influence and Persuasion (HBR Emotional Intelligence Series). Harvard Business Review, 2017 Changing hearts is an important part of changing minds. With research into how appeals to human emotion can help you make your case and earn authority as a leader, this book presents both comprehensive frameworks for developing a influence and small, simple tactics that you can use to convince others every day.

HBR Emotional Intelligence Ultimate Boxed Set (14 Books) (HBR Emotional Intelligence Series) Harvard Business Review, Daniel Goleman, Annie McKee, Bill George, Herminia Ibarra, 2019-12-17 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. This specially priced 14-volume set includes every book in the series: Mindfulness Resilience Influence and Persuasion Authentic Leadership Dealing with Difficult People Focus Self-Awareness Happiness Empathy Leadership Presence Purpose, Meaning, and Passion Confidence Mindful Listening Power and Impact

Power and Impact (HBR Emotional Intelligence Series) Harvard Business Review, Dan Cable, Peter Bregman, Harrison Monarth, Dacher Keltner, 2019-11-12 Wield your power for greater influence and impact. With formal authority comes power. But few people realize that informal power--the kind that doesn't come with a title--can have just as much impact. How do you use your power for greater influence? This book explains how power affects our emotions, our behavior, and how we work with others. You'll learn how to use self-awareness to keep your power in check, connect with the right people to create more value, respond to abuses of power, and leave a lasting impression. This volume includes the work of: Dan Cable Peter Bregman Harrison Monarth Dacher Keltner 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.

Influence & Persuasion, 2017 Changing hearts is an important part of changing minds. With research into how appeals to human emotion can help you make your case and earn authority as a leader, this book presents both comprehensive frameworks for developing a influence and small, simple tactics that you can use to convince others every day.--

HBR Emotional Intelligence Boxed Set (6 Books) (HBR Emotional Intelligence Series) Harvard Business Review, Daniel Goleman, Annie McKee, Bill George, Herminia Ibarra, 2018-03-27 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. The specially priced six-volume set includes, Mindfulness, Resilience, Influence and Persuasion, Authentic Leadership, Happiness, and Empathy.

Self-Awareness (HBR Emotional Intelligence Series) Harvard Business Review, Daniel Goleman, Robert Steven Kaplan, Susan David, Tasha Eurich, 2018-11-13 Self-awareness is the bedrock of emotional intelligence that enables you to see

your talents, shortcomings, and potential. But you won't be able to achieve true self-awareness with the usual quarterly feedback and self-reflection alone. This book will teach you how to understand your thoughts and emotions, how to persuade your colleagues to share what they really think of you, and why self-awareness will spark more productive and rewarding relationships with your employees and bosses. This volume includes the work of: Daniel Goleman Robert Steven Kaplan Susan David HOW TO BE HUMAN AT WORK. The HBR 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.

Leadership Presence (HBR Emotional Intelligence Series) Harvard Business Review, Amy J.C. Cuddy, Deborah Tannen, Amy Jen Su, John Beeson, 2018-04-17 Lead with charisma and confidence. Many leaders consider executive presence a make-or-break factor in high-powered promotions. But what is this elusive quality, and how do you develop it? This book explains how to build the charisma, confidence, and decisiveness that top leaders project. Whether you're delivering a critical presentation or managing a hectic meeting, you'll be inspired to approach the situation with new strength. This volume includes the work of: Deborah Tannen Amy J. C. Cuddy Amy Jen Su This collection of articles includes Deconstructing Executive Presence, by John Beeson; How New Managers Can Send the Right Leadership Signals, by Amy Jen Su; To Sound Like a Leader, Think About What You Say, and How and When You Say It, by Rebecca Shambaugh; Connect, Then Lead, by Amy J. C. Cuddy, Matthew Kohut, and John Neffinger; The Power of Talk: Who Gets Heard and Why, by Deborah Tannen; and Too Much Charisma Can Make Leaders Look Less Effective, by Jasmine Vergauwe, Bart Wille, Joeri Hofmans, Robert B. Kaiser, and Filip De Fruyt. HOW TO BE HUMAN AT WORK. The HBR 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.

Harvard Business Review Emotional Intelligence Collection (4 Books) (HBR Emotional Intelligence Series) Harvard Business Review, Daniel Goleman, Ellen Langer, Christina Congleton, Annie McKee, 2017-04-18 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. This specially priced four-volume set includes Happiness, Resilience, Mindfulness, and Empathy.

Authentic Leadership (HBR Emotional Intelligence Series) Harvard Business Review, Bill George, Herminia Ibarra, Rob Goffee, Gareth Jones, 2017-11-14 What does it mean to be yourself at work? As a leader, how do you strike the right balance between vulnerability and authority? This book explains the role of authenticity in emotionally intelligent leadership. You'll learn how to discover your authentic self, when emotional responses are appropriate, how conforming to specific standards can hurt you, and when you need to feel like a fake. This volume includes the work of: Bill George Herminia Ibarra Rob Goffee Gareth Jones This collection of articles includes: Discovering Your Authentic Leadership by Bill George, Peter Sims, Andrew N. McLean, and Diana Mayer; The Authenticity Paradox by Herminia Ibarra; What Bosses Gain by Being Vulnerable by Emma Seppala; Practice Tough Empathy by Rob Goffee and Gareth Jones; Cracking the Code That Stalls People of Color by Sylvia Ann Hewitt; For a Corporate Apology to Work, the CEO Should Look Sad by Sarah Green Carmichael; and Are Leaders Getting Too Emotional? an interview with Gautam Mukunda and Gianpiero Petriglieri by Adi Ignatius and Sarah Green Carmichael. How to be human at work. The HBR 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.

Resilience (HBR Emotional Intelligence Series) Harvard Business Review, Daniel Goleman, Jeffrey A. Sonnenfeld, Shawn Achor, 2017-04-18 How do some people bounce back with vigor from daily setbacks, professional crises, or even intense personal trauma? This book reveals the key traits of those who emerge stronger from challenges, helps you train your brain to withstand the stresses of daily life, and presents an approach to an effective career reboot. This volume includes the work of: Daniel Goleman Jeffrey A. Sonnenfeld Shawn Achor This collection of articles includes "How Resilience Works," by Diane Coutu; "Resilience for the Rest of Us," by Daniel Goleman; "How to Evaluate, Manage, and Strengthen Your Resilience," by David Kopans; "Find the Coaching in Criticism," by Sheila Heen and Douglas Stone; "Firing Back: How Great Leaders Rebound After Career Disasters," by Jeffrey A. Sonnenfeld and Andrew J. Ward; and "Resilience Is About How You Recharge, Not How You Endure," by Shawn Achor and Michelle Gielan. How to be human at work. The HBR 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.

Purpose, Meaning, and Passion (HBR Emotional Intelligence Series) Harvard Business Review, Morten T. Hansen, Teresa

M. Amabile, Scott A. Snook, Nick Craig, 2018-04-17 Find your purpose at work. In an ideal world, our work lives would be completely fulfilling and intrinsically motivating. But what if you're stuck in a job and your heart isn't in it anymore? Or what if your company's mission seems unrelated to the work you do day in and day out? This book showcases the power of passion—and how you and your team can find it at work. This volume includes the work of: Morten T. Hansen Teresa M. Amabile Scott A. Snook Nick Craig This collection of articles includes Finding Meaning at Work, Even When Your Job Is Dull, by Morten Hansen and Dacher Keltner; What to Do When Your Heart Isn't in Your Work Anymore, by Andy Molinsky; You Don't Find Your Purpose--You Build It, by John Coleman; How to Find Meaning in a Job That Isn't Your True Calling, by Emily Esfahani Smith; You're Never Done Finding Purpose at Work, by Dan Pontefract; From Purpose to Impact, by Nick Craig and Scott A. Snook; Five Questions to Help Your Employees Find Their Inner Purpose, by Kristi Hedges; How to Make Work More Meaningful for Your Team, by Lewis Garrad and Tomas Chamorro-Premuzic; The Power of Small Wins, by Teresa M. Amabile and Steven J. Kramer; and The Founder of TOMS on Reimagining the Company's Mission, by Blake Mycoskie. HOW TO BE HUMAN AT WORK. The HBR 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.

Happiness (HBR Emotional Intelligence Series) Harvard Business Review, Daniel Gilbert, Annie McKee, Gretchen Spreitzer, Teresa Amabile, 2017-04-18 What is the nature of human happiness, and how do we achieve it in the course of our professional lives? And is it even worth pursuing? This book explores answers to these questions with research into how happiness is measured, frameworks for personal behaviors, management techniques that build happiness in the workplace—and warnings that highlight where the happiness hype has been overblown. This volume includes the work of: Daniel Gilbert Annie McKee Gretchen Spreitzer Teresa M. Amabile This collection of articles includes “Happiness Isn't the Absence of Negative Feelings” by Jennifer Moss; “Being Happy at Work Matters” by Annie McKee; “The Science Behind the Smile” an interview with Daniel Gilbert by Gardiner Morse; “The Power of Small Wins” by Teresa M. Amabile and Steven J. Kramer; “Creating Sustainable Performance” by Gretchen Spreitzer and Christine Porath; “The Research We've Ignored About Happiness at Work” by André Spice and Carl Cedarström; and “The Happiness Backlash” by Alison Beard. How to be human at work. The HBR 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.

HBR Guide to Managing Up and Across (HBR Guide Series) Harvard Business Review,2013-01-08 ARE YOUR WORKING RELATIONSHIPS WORKING AGAINST YOU? To achieve your goals and get ahead, you need to rally people behind you and your ideas. But how do you do that when you lack formal authority? Or when you have a boss who gets in your way? Or when you're juggling others' needs at the expense of your own? By managing up, down, and across the organization. Your success depends on it, whether you're a young professional or an experienced leader. The HBR Guide to Managing Up and Across will help you: Advance your agenda—and your career—with smarter networking Build relationships that bring targets and deadlines within reach Persuade decision makers to champion your initiatives Collaborate more effectively with colleagues Deal with new, challenging, or incompetent bosses Navigate office politics

Dealing with Difficult People (HBR Emotional Intelligence Series) Harvard Business Review,Tony Schwartz,Mark Gerzon,Holly Weeks,Amy Gallo,2018-04-17 Learn how to deal with difficult colleagues and clients. At the heart of dealing with difficult people is handling their--and your own--emotions. How do you stay calm in a tough conversation? How do you stay unruffled in the face of passive-aggressive comments? And how do you know if you're difficult to work with? This book explains the research behind our emotional response to awful colleagues and shows how to build the empathy and resilience to make those relationships more productive. Books in this series are based on the work of experts including: Daniel Goleman Tony Schwartz Nick Morgan Daniel Gilbert This collection of articles includes To Resolve a Conflict, First Decide: Is It Hot or Cold? by Mark Gerzon; Taking the Stress Out of Stressful Conversations, by Holly Weeks; The Secret to Dealing with Difficult People: It's About You, by Tony Schwartz; How to Deal with a Mean Colleague, by Amy Gallo; How To Deal with a Passive-Aggressive Colleague, by Amy Gallo; How to Work with Someone Who's Always Stressed Out, by Rebecca Knight; How to Manage Someone Who Thinks Everything Is Urgent, by Liz Kislik; and Do You Hate Your Boss? by Manfred F. R. Kets de Vries. HOW TO BE HUMAN AT WORK. The HBR 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.

Virtual EI (HBR Emotional Intelligence Series) Harvard Business Review,Amy C. Edmondson,Mark Mortensen,Heidi K. Gardner,Amanda Sinclair,2022-04-26 Be mindful, empathetic, and authentic—even on-screen. Managing your team, building relationships and trust, and facilitating effective meetings in a hybrid or fully remote workforce is challenging. Virtual EI explores how to develop, practice, and demonstrate your emotional intelligence and social skills in a virtual or hybrid setting. You'll learn how to make your team feel heard, draw everyone's voice into the conversation, and make real connections. This

volume includes the work of: Amy C. Edmondson Mark Mortensen Heidi K. Gardner Amanda Sinclair How to be human at work. The HBR 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.

Harvard Business Review Everyday Emotional Intelligence Harvard Business Review, Daniel Goleman, Richard E. Boyatzis, Annie McKee, Sydney Finkelstein, 2017-10-17 Fundamental frameworks for emotional intelligence and how to apply them every day. According to research by Daniel Goleman, emotional intelligence has proved to be twice as important as other competencies in determining outstanding leadership. It is now one of the crucial criteria in hiring and promotion processes, performance evaluations, and professional development courses. And it's not innate--it's a skill that all of us can improve. With this double volume you'll get HBR's 10 Must Reads on Emotional Intelligence and the HBR Guide to Emotional Intelligence. That's 10 definitive HBR articles on emotional intelligence by Goleman and other leaders in the field, curated by our editors--paired with smart, focused advice from HBR experts about how to implement those ideas in your daily work life. With Everyday Emotional Intelligence, you'll learn how to: Recognize your own EQ strengths and weaknesses Regulate your emotions in tough situations Manage difficult people Build the social awareness of your team Motivate yourself through ups and downs Write forceful emails people won't misinterpret Make better, less emotionally biased decisions Help an employee develop emotional intelligence Handle specific situations like crying at work and tense communications across different cultures

Mindful Listening (HBR Emotional Intelligence Series) Harvard Business Review, Jack Zenger, Rasmus Hougaard, Jacqueline Carter, Peter Bregman, 2019-03-05 Become a mindful listener at work. Listening is a critical skill that leaders and managers often take for granted. By learning to listen mindfully, you can keep your employees more engaged, foster the discovery of new ideas, and hear what you need to hear in a discussion rather than what you expect to hear. The book will teach you what great listeners do, how to stay fully present in challenging conversations, and how empathic listening can help others learn and grow. This volume includes the work of: Peter Bregman Jack Zenger and Joseph Folkman Rasmus Hougaard and Jacqueline Carter Amy Jen Su and Muriel Maignan Wilkins How to be human at work. The HBR 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.

Empathy (HBR Emotional Intelligence Series) Harvard Business Review, Daniel Goleman, Annie McKee, Adam Waytz, 2017-04-18 Empathy is credited as a factor in improved relationships and even better product development. But while it's easy to say "just put yourself in someone else's shoes," the reality is that understanding the motivations and emotions of others often proves elusive. This book helps you understand what empathy is, why it's important, how to surmount the hurdles that make you less empathetic—and when too much empathy is just too much. This volume includes the work of: Daniel Goleman Annie McKee Adam Waytz This collection of articles includes "What Is Empathy?" by Daniel Goleman; "Why Compassion Is a Better Managerial Tactic Than Toughness" by Emma Seppala; "What Great Listeners Actually Do" by Jack Zenger and Joseph Folkman; "Empathy Is Key to a Great Meeting" by Annie McKee; "It's Harder to Empathize with People If You've Been in Their Shoes" by Rachel Rutton, Mary-Hunter McDonnell, and Loran Nordgren; "Being Powerful Makes You Less Empathetic" by Lou Solomon; "A Process for Empathetic Product Design" by Jon Kolko; "How Facebook Uses Empathy to Keep User Data Safe" by Melissa Luu-Van; "The Limits of Empathy" by Adam Waytz; and "What the Dalai Lama Taught Daniel Goleman About Emotional Intelligence" an interview with Daniel Goleman by Andrea Ovans. How to be human at work. The HBR 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.

HBR's 10 Must Reads on Public Speaking and Presenting (with featured article "How to Give a Killer Presentation" By Chris Anderson) Harvard Business Review, Chris Anderson, Amy J.C. Cuddy, Nancy Duarte, Herminia Ibarra, 2020-05-12 Command the room--whether you're speaking to an audience of one or one hundred. If you read nothing else on public speaking and presenting, read these 10 articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you find your voice, persuade your listeners, and connect with audiences of any size. This book will inspire you to: Win hearts and minds--and approval for your ideas Conquer your nerves and speak with confidence Focus your message so that people really listen Establish trust with your audience by being your authentic self Use data and visuals to persuade more effectively Master the art of storytelling This collection of articles includes How to Give a Killer Presentation, by Chris Anderson; How to Become an Authentic Speaker, by Nick Morgan; Storytelling That Moves People: A Conversation with Screenwriting Coach Robert McKee, by Bronwyn Fryer; Connect, Then Lead, by Amy J.C. Cuddy, Matthew Kohut, and John Neffinger; The Necessary Art of Persuasion, by Jay A. Conger; The Science of Pep Talks, by Daniel McGinn; Get the Boss to Buy In, by Susan J. Ashford and James R. Detert; The Organizational Apology, by Maurice E.

Schweitzer, Alison Wood Brooks, and Adam D. Galinsky; What's Your Story?" by Herminia Ibarra and Kent Lineback; Visualizations That Really Work, by Scott Berinato; and Structure Your Presentation Like a Story, by Nancy Duarte. HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike. Leaders looking for the inspiration that big ideas provide, both to accelerate their own growth and that of their companies, should look no further. HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know: leadership, strategy, change, managing people, and managing yourself. Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic. Each title includes timeless advice that will be relevant regardless of an ever-changing business environment.

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