

## The Charisma Factor

This volume explores the nature of charisma as it accounts for the success of leaders. Charisma is deconstructed and illustrated through the "case studies" of three influential leaders in Singapore. Cultural issues are discussed and leadership qualities in general are explored.

Hatred is complicated, clothing is simple-Edward doesn't need a man, and he certainly doesn't need cosplayer and tattoo artist, Izzy Montes, AKA The Masked Gentleman, Edward's ultimate nemesis. Edward and Izzy have been antagonising each other for over three years. Their rivalry is fierce, and Edward is determined to keep Izzy at arm's length. Which would be all well and good... if they weren't engaging in a secret, heated hook-ups. Forced to appear together at a film premier in LA, Edward is determined to get in and out with minimal damage to his reputation... and his heart. But Izzy Montes proves to be a complication Edward couldn't have predicted. Biting, funny, and charming in equal measure, he's the one man Edward needs to loathe. He's also the one man Edward can't get out of his mind. Not that Izzy plans on letting him. Charisma Check is a 80,000-word contemporary MM romance featuring comic conventions, snark, many costume changes, and only one bed. It is book two in the Roll for Love series and is best enjoyed as part of the series.

Develop your own personal gravity with concrete skills to stand out, be noticed, and captivate people. If you (1) walk into a room and feel invisible, or (2) want to ensure you make a powerful personal impact - NEWSFLASH you need better advice than "fake it 'til you make it" or "just be yourself." Confidently approach and excel in any social setting. Magnetic Charisma is a book that just might fundamentally change how you interact with others. Never before have you looked behind the curtain of so-called charismatic people and the subtle ways they act and think differently. You get the "how to" along with the "why" and a multitude of illustrative examples. We are always told that our interpersonal skills are the key to what we want in life, and it's true. Let the actionable tips, questions, approaches, and replicable techniques in this book be your guide to growing your sense of personal magnetism and charm. Advice from an internationally-known, professional charisma coach. Patrick King is an internationally bestselling author and teaches charisma and social skills for a living. He's also a late bloomer and former social recluse - he made the transformation, knows exactly what it takes, and can relate to you every step of the way - advice from someone who simply gets it. He has been featured in: GQ Magazine, Tedx, Forbes, Men's Fitness, and the Huffington Post. The highly focused advice will teach you what matters in an interaction, from beginning to end, subtle to obvious, small to big. -How to wield your attention and focus for maximum impact. -How choosing and being a role model help your charisma quotient. -The subconscious body language signals that matter. -How to exude true empathy and warmth. Solve: small talk, interviews, networking events, and

strangers. -How to demonstrate your value, confidence, and powerful presence. -How to tailor your communication and speak to individuals. -How to listen and validate effectively. -The top charisma mistakes people unknowingly commit. Charisma can be the difference between: a promotion and being terminated; a significant other and a mere friend; a smile and a dismissive frown. Charisma is the one skill that opens all the doors you want in life, and the benefits are endless. It is the lubricant, step ladder, and crowbar that will give you access to anywhere in the world. Your life will visibly improve in all respects - the benefits are countless and will show anywhere people are involved. -You will feel the power to literally shape the world around you. -You will build connections quickly. The Charisma Factor Unlock the Secrets of Magnetic Charm and Personal Influence in Your Life Hatherleigh Press

The seeds of charisma reside in all of us. We each have the ability to spark extraordinary followings and engender amazing allegiance in others. To bring this admirable personality trait to life, all it takes are a few simple strategies that past leaders have been using for centuries. You'll find those strategies in this handbook. Destroying forever the myth that charisma is a gift given only to a few, "The Charisma Factor" shows you how to become the natural-born leader you can be by focusing on the emotional energy of others and inspiring them to move toward greater endeavors. The guide provides strategies that show you how to reach others with the language of emotion. You'll walk in the footsteps of such proven leaders as Reagan, Kennedy, King, Churchill, even the ancient Greeks, when you follow the examples and techniques in this practical handbook, including: -- ways to impact others at both the conscious and subconscious level -- secrets for developing rapport with any audience -- methods for inspiring the actions you desire in anyone at any time -- steps for creating a charismatic presentation -- procedures for developing the high performance workplace -- plus, the 4 qualities of every charismatic leader. These techniques are broken down into simple-to-follow steps that have been drawn from hundreds of hours of interviews, transcripts, film analysis, and testing -- giving you the tools you need to consistently inspire and charismatically lead others. You'll also find: -- The one tool used to trigger motivation in others: This straightforward method has been proven by history's most powerful leaders to be the most effective and enduring for energizing and motivating employees and followers. -- Three steps of charismatic communication: Presents charisma as a tangible concept that, when broken down, you can easily use to achieve results in your own life. -- Fourteen techniques of emotional management: Offers six primary and eight advanced techniques for managing the emotions of others in order to fuel their highest performance. -- Techniques to bond with followers: Shows you how to apply the entertainment technique and others to easily bond with people and break down any barriers that might be hindering your natural leadership ability. "The Charisma Factor" will show you how to become a leader who can guide different types of people with differing backgrounds, beliefs, and values to focus on a

project in total synchrony and passion.

Would You Like to Become More Commanding, Convincing, And Charismatic? In this book, Steve Cohen, master magician and star of the long-running Chamber Magic show in New York City, will reveal the secrets of all great showmen and magicians—how to persuade, influence, and charm, and ultimately accomplish the things you've always wanted to do. As Cohen writes, "You'll discover how to take over a room, read people, and build anticipation to a feverish pitch so people are burning to hear what you have to say." Win the Crowd will teach you Steve Cohen's Maxims of Magic, simple rules you can use to take charge of practically any situation, from on-the-job disagreements to dating to important cocktail parties. The Maxims of Magic will wash away insecurities and hesitations, and replace them with confidence, poise, and leadership. What's more, Steve Cohen will show you: How to Create a Magic Moment. Capturing people's imaginations and attention so they listen carefully to every word you say. How to Command a Room. Showing everyone in the room that you are speaking right to them, making them all feel unique—and completely focused on you. How to Read People. Learning to sense what people are feeling and thinking as you speak, what they want from you, and how to make them feel like they are getting it. Misdirection. The most important trick in all of magic—getting inside people's heads, and directing what they are thinking at every minute. When you strip away the sleight of hand tricks, magicians are essentially masters of attracting and holding attention and impressing audiences, exactly the psychological secrets you need to be successful in life and business.

The relationships in your life will make the difference between happiness and misery. The right relationship will launch you to the heights of achievement; the wrong one will tether you to mediocrity. Your relationships will be your sources of greatest joy and your venues of greatest pain. Van Moody says, "When people show you who they are, pay attention." We need to undertake the important task of evaluating our relationships intelligently. We need to recognize the people with whom God has called us to walk in mutually beneficial relationships and to identify those who will derail our destinies or hinder His purposes for our lives. It is high time we cultivate our Relational IQs, understanding not only how to build great relationships but also how to avoid or skillfully exit bad ones. Van Moody saw this need every day of his pastoral life, but he could not find a concise, practical resource for people who need to become more relationally savvy. He needed a beyond-the-basics study guide for Relational IQ. The People Factor is his solution. God works in our lives through our relationships. Yet, all too often, we get our relationship advice from the most toxic sources we can find. The People Factor is based on the most effective, trustworthy relationship book of all time: the Bible. If you hunger for a richer, more fulfilling life, your Relational IQ is the place to start. If you put The People Factor principles to work, you will become stronger, happier, and healthier in all your relationships. You will be a better spouse, a better friend, a better boss, a better parent, and a better person.

This is the 10th anniversary edition, we seek to update the theoretical and empirical work and professional practice issues associated with transformational and charismatic leadership that have transpired over the past decade.

Leadership expert Drew Povey takes the reader through the seven characters that make up exceptional leaders

The Routledge International Handbook of Charisma provides an unprecedented multidimensional and multidisciplinary comparative analysis of the phenomenon of charisma – first defined by Max Weber as the irrational bond between deified leader and submissive follower. It includes broad overviews of foundational theories and experiences of charisma and of associated key issues and themes. Contributors include 45 influential international scholars who approach the topic from different disciplinary perspectives and utilize examples from an array of historical and cultural settings. The Handbook presents up-to-date, concise, thought-provoking, innovative, and informative perspectives on charisma as it has been expressed in the past and as it continues to be manifested in the contemporary world by leaders ranging from shamans to presidents. It is designed to be essential reading for all students, researchers, and general readers interested in achieving a comprehensive understanding of the power and potential of charismatic authority in all its varieties, subtleties, dynamics, and current and potential directions.

Have you ever met someone who had a magnetic personality? The kind of person other people seemed to want to be around? The kind of person who seemed to have people hanging onto their every word? **YOUR GUIDE TO BUILDING A MAGNETIC PERSONALITY** Now, what if I told you that you can learn to become charismatic? That you could unlock your inner charisma, master the art of small talk and develop personal magnetism? That you can learn to become likable? That you can learn to become the kind of conversationalist that keeps people engaged and entertained? **YOUR TOOLKIT ON HOW TO DEVELOP PERSONAL MAGNETISM- TODAY!** Inside this book, you will learn the mindset, body language, rapport building and storytelling techniques used by some of the most charismatic individuals on the planet. Here's quick taste of what you'll uncover inside the book. You will learn how to: \* Establish rapport with almost anyone by using five simple techniques. \* Instantly create a stellar first impression - without saying a word! \* Unlock your charisma and confidence by mastering seven important body language tools. \* Make people feel comfortable using the match-and-mirror technique. \* Instantly connect with people using subtle conversational techniques. \* Master the art of small talk and learn how to talk to anyone to make them feel at ease. \* Become a great storyteller who captures people's imaginations with your stories. \* Become the best you that you can possibly be. All these tools are summarized in one print-ready cheat sheet you can download at the end of the book. **JUST ONE IDEA...** Just one idea in this book might be the inspiration and the spark of change you are looking for... Are you ready to unlock your inner charisma and develop a magnetic presence?

Then let's get started... ABOUT AKASH KARIA Akash Karia is a peak performance coach who has trained over 50,000 people worldwide, from bankers in Hong Kong to senior executives in Thailand to government members in Dubai. He has been ranked as one of the Top 3 Speakers in Asia-Pacific [JCI, 2015] and is a recognized NLP Trainer, as well as a Strategic Intervention Coach certified by the Robbins-Madanes Center (based on the work of Tony Robbins and Chloe Madanes). Akash has twice been ranked the #1 Most Popular Business & Money author on Amazon and his work has been translated into Italian, Korean and Japanese. In 2015 he was ranked as one of the Top 3 Speakers in Asia Pacific by JCI. With his background as the Chief Commercial Officer of a multi-million dollar tech company, Akash combines his real-world business experience along with his expertise in the fields of communication, productivity and psychology to provide rapid results for his clients. "Akash is a wonderful professional speaker who has a great message, is motivating, inspiring and interactive at the same time..." ~ Brian Tracy, #1 Bestselling Author and Success Expert "Akash is a phenomenal coach! The information I gained in just a few short hours is priceless." ~ Fatema Dewji, Director of Marketing for billion-dollar conglomerate, MeTL "Akash is a very effective, inspiring and energetic speaker!" ~ Azim Jamal, Nautilus Gold Award Winner "Akash is THE best coach I've ever had!" ~ Eric Laughton, Certified John Maxwell Trainer

What If You Could Change Your Life Forever In The Next 5 Days? "This book will change your life""Should be required reading""A thoughtful masterpiece"Have you ever met a really charismatic person? I mean someone that has really mastered the rules of Charisma?They just seem to have so much energy and life in them. They have a magnetic light in their eyes that exudes warmth and friendliness. They have incredible social skills, and are champions when it comes to small talk. They are instantly likable and can effortlessly build rapport with anyone.They are surrounded by people that love and admire them and build phenomenal relationships with almost everyone they meet.They seem to have the ability to achieve any goal they set themselves, and they usually do. They love what they do for a living, and get paid well for it.They live in the homes that other people want to live in, drive the cars that other people want to drive, and go on the holidays that other people want to go on. What If This Could Be YOU? Charisma is a simple skill that can be taught and THE CHARISMA RULES will take you by the hand and teach you how to become one of the most successful and charismatic people that has ever walked this planet! All you need to do is first learn and then master the RULES... Here's What You're Going To Learn In This Book You'll get real life charisma exercises at the end of each chapter you can start using today. You'll learn how to skyrocket your charisma within 5 minutes of starting this book. You'll learn how to negotiate with greater influence and be more persuasive. You'll learn how to be the most dynamic and interesting person in the room. You'll learn how to create fun, interesting conversations and master your communication skills. You'll learn how to captivate and inspire the people

around you. You'll also learn advanced skills such as ... How to exude a magnetic warmth that makes people gravitate towards you. How to talk to anyone so that you can easily interact with any man or woman. How to develop your people skills and ask empowering questions. How to shine the spotlight on others and make them feel incredible when they are around you. How to build a charismatic image that portrays both warmth and power. Hundreds of other tips and tricks to get you started in the next 5 minutes... What If 5 Days From Today, Your Entire Life Could Be Different? The concept of this book is very simple. You'll read a chapter, you'll do the exercises and you'll master the rule. You'll then move on to the next chapter and the next rule. Once you have learnt and mastered THE CHARISMA RULES your life will never be the same again. Want to be more dynamic? Want to be magnetic and light up the room? I promise you can be. Join The 1,000's Of Other Readers Who Have Taken Action And Changed Their Lives, And Click The BUY BUTTON NOW! Tags: charisma, how to be charismatic, communication skills, conversation skills, how to talk to anyone, people skills, social skills, influence, persuasion, persuasive, how to be more charismatic, boost charisma, charisma myth, the charisma rules, the rules of charisma, how can I be more charismatic, be more confident, how to be more confident, how to deal with people, how to interact with people, how to win friends, improve communication skills, how to influence people, how to be dynamic

The chilling Saga of Darren Shan, the ordinary schoolboy plunged into the vampire world.

Offering an in-depth psychological and political portrait of what makes Donald Trump tick, *Dangerous Charisma* combines psychoanalysis with an investigation into the personality of the current American president. This narrative not only examines the life and psychology of Donald Trump, but will also provide an analysis of the charismatic psychological tie between Trump and his supporters. While there are many books on Donald Trump, there has been no rigorous psychological portrait by a psychiatrist who specializes in political personality profiling. As the founding director of the CIA's Center for the Analysis of Personality and Political Behavior, Dr. Post has created profiles of world leaders for the use of American presidents during historic events. As once stated by Jane Mayer of the *New Yorker*, who characterized Dr. Post as "a pioneer in the field of political personality profiling," "he may be the only psychiatrist who has specialized in the self-esteem problems of both Osama bin Laden and Saddam Hussein." In this new book, the psychiatrist who once served under five American presidents applies his expertise to profiling the current resident in the White House, with surprising and revelatory results.

Man up and discover the practical and inspirational information all men should know! While it's definitely more than just monster trucks, grilling, and six-pack abs, true manliness is hard to define. The words macho and manly are not synonymous. Taking lessons from classic gentlemen such as Benjamin Franklin

and Theodore Roosevelt, authors Brett and Kate McKay have created a collection of the most useful advice every man needs to know to live life to its full potential. This book contains a wealth of information that ranges from survival skills to social skills to advice on how to improve your character. Whether you are braving the wilds with your friends, courting your girlfriend, or raising a family, inside you'll find practical information and inspiration for every area of life. You'll learn the basics all modern men should know, including how to: -Shave like your grandpa -Be a perfect houseguest -Fight like a gentleman using the art of bartitsu -Help a friend with a problem -Give a man hug -Perform a fireman's carry -Ask for a woman's hand in marriage -Raise resilient kids -Predict the weather like a frontiersman -Start a fire without matches -Give a dynamic speech -Live a well-balanced life So jump in today and gain the skills and knowledge you need to be a real man in the 21st century.

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.

Is there a secret formula for getting rich? For going viral? For deciding how long to stick with your current job, Netflix series, or even relationship? This book is all about the equations that make our world go round. Ten of them, in fact. They are integral to everything from investment banking to betting companies and social media giants. And they can help you to increase your chance of success, guard against financial loss, live more healthfully, and see through scaremongering. They are known by only the privileged few - until now. With wit and clarity, mathematician David Sumpter shows that it isn't the technical details that make these formulas so successful. It is the way

they allow mathematicians to view problems from a different angle - a way of seeing the world that anyone can learn. Empowering and illuminating, The Ten Equations shows how math really can change your life.

#### DISCOVER THE HIDDEN SECRETS OF PERSONAL CHARM AND INFLUENCE

Charisma. This unique quality of confidence, natural ability and personal magnetism exists within each and every one of us, just waiting to be unlocked. But while everyone is born with the capacity for charisma, few ever take full advantage of this amazing personal gift. More than a guide to becoming popular or charming—The Charisma Factor is part mentor, part roadmap to embracing your individuality, discovering your authenticity and empowering yourself. By determining what we really want in life, we ignite the drive necessary to reach new heights and become our best possible self. This is the “it” factor—the charisma factor—that separates leaders from followers, students from teachers, and dreamers from doers. With The Charisma Factor, you’ll discover . .

. -The key characteristics of charismatic people -How to find—and enhance—your unique charisma factor -Effective strategies for being more charismatic in personal and professional settings -Daily tools and techniques for developing charisma -The secrets to turning charisma into authentic influence Within every person is a hidden spark of charisma waiting to be fanned into a flame.

Be like Bill Teach Yourself The Clinton Factor shows you how to cultivate a charismatic persona in your working life using the 42nd president as your model. The book concentrates on three areas of communicating in which President Clinton excels: story, status, and focus.

Having researched human performance for more than twenty years, a business expert shows how one important personality trait--charisma--can be learned and cultivated to reach seemingly impossible career goals.

HOW TO GET ON WITH ANYONE WILL GIVE YOU THE LIFE-CHANGING PEOPLE SKILLS YOU NEED TO CONNECT WITH ANY PERSONALITY TYPE. Most people lack the tools to deal with awkward situations and difficult people. But what if you could find out the secrets of dealing with ANY personality type? How to Get On with Anyone will give you the knowledge, principles and skills you need to improve your interactions with everyone, build your confidence and change your life. Part One – work out which of the 4 different personality styles you are and understand how they each operate. Part Two – recognise the personality styles in others, better understand how to get on with different types and anticipate where conflict and problems may arise. Part Three – use the appropriate tools and strategies for typical situations including influence and impact, communication, power and control, and building resilience. Understand others, use your charisma and communicate effectively to build better relationships.

Through profiles of such entrepreneurs as Lee Iacocca, Steve Jobs and Ross Perot, the author defines and examines the qualities a charismatic leader possesses and shows the impact those qualities can have in corporate innovations.

Speed read people, decipher body language, detect lies, and understand human nature. Is it possible to analyze people without them saying a word? Yes, it is. Learn how to become a “mind reader” and forge deep connections. How to get inside people’s heads without them knowing. Read People Like a Book isn’t a normal book on body language of facial expressions. Yes, it includes all of those things, as well as new techniques on how to truly detect lies in your everyday life, but this book is more

about understanding human psychology and nature. We are who we are because of our experiences and pasts, and this guides our habits and behaviors more than anything else. Parts of this book read like the most interesting and applicable psychology textbook you've ever read. Take a look inside yourself and others! Understand the subtle signals that you are sending out and increase your emotional intelligence. Patrick King is an internationally bestselling author and social skills coach. His writing draws of a variety of sources, from scientific research, academic experience, coaching, and real life experience. Learn the keys to influencing and persuading others.

- What people's limbs can tell us about their emotions.
- Why lie detecting isn't so reliable when ignoring context.
- Diagnosing personality as a means to understanding motivation.
- Deducing the most with the least amount of information.
- Exactly the kinds of eye contact to use and avoid

Find shortcuts to connect quickly and deeply with strangers. The art of reading and analyzing people is truly the art of understanding human nature. Consider it like a cheat code that will allow you to see through people's actions and words. Decode people's thoughts and intentions, and you can go in any direction you want with them.

The thing about CharismaWe are all born as unique individuals, all with a different set of skills. Your prior achievements and the goals you have reached are a direct result of the abilities you possess and have developed over time. These abilities can through practice and effort be mastered and allow you to reach more ambitious goals and live a richer life with purpose. In a world where everything is possible and within reach, the ability to connect and interact with others to open new doors and speed up the timeline has become an increasingly more important asset. To be more consistently successful with your interactions and connection with other people, improving your level of charisma will be of great value. This book contains proven steps and strategies on how to improve your charisma to increase your attractiveness and to become more successful in your career, in your relationships, and in life. I order to improve your current level of charisma, your will need to take a holistic approach by learning the art of body language, building rapport and making a good first impression. Equally important is the art of active listening, making small talk, and effective questioning, all of which will be discussed in more detail in this book. This book will help you with the answers you need to develop a more magnetic personality! In this book you will learn...

What Charisma is and which personality traits are required  
Using your body language to increase your influence  
Building rapport and making a good first impression  
Active listening and gathering useful information  
How to question effectively  
Quick and simple techniques for influencing others  
Quit feeling clueless. Reclaim your power! Use this book to develop your charming and attractive personality to increase your popularity and influence today! Scroll up and click "Buy Now" to immediately start improving

A heart racing thriller from the New York Times bestselling author of NERVE, the book that launched the major motion picture! Aislyn suffers from crippling shyness—that is, until she's offered a dose of Charisma, an underground gene therapy drug guaranteed to make her shine. The effects are instant. She's charming, vivacious, and popular. But strangely, so are some other kids she knows. The media goes into a frenzy when the disease turns contagious, and then deadly, and the doctor who gave it to them disappears. Aislyn must find a way to stop it, before it's too late. Part medical thriller, part social justice commentary, Charisma will have readers on the edge of their seats.

This ground-breaking and innovative book examines the influence of charisma on power, authority and nationalism. The authors both apply and challenge Max Weber's concept of 'charisma' and integrate it into a broader discussion of other theoretical models. Using an interdisciplinary approach, leading international scholars draw on a diverse range of cases to analyse charisma in benign and malignant leaderships, as well as the relationship between the cult of the leader, the adulation of the masses and the extension of individual authority beyond sheer power. They discuss idiosyncratic authority and oratory, and they address how political, social and regional variations help explain concepts and policies which helped forge and reformulate nations, national identities and movements. The chapters on particular charismatic leaders cover Abraham Lincoln, Kemal Atatürk, Adolf Hitler, Benito Mussolini, Gamal Nasser, Jörg Haider and Nelson Mandela. *Political Leadership, Nations and Charisma* will appeal to readers who are interested in history, sociology, political communication and nationalism studies.

Corporate CEOs are headline news. Stock prices rise and fall at word of their hiring and firing. Business media debate their merits and defects as if individual leaders determined the health of the economy. Yet we know surprisingly little about how CEOs are selected and dismissed or about their true power. This is the first book to take us into the often secretive world of the CEO selection process. Rakesh Khurana's findings are surprising and disturbing. In recent years, he shows, corporations have increasingly sought CEOs who are above all else charismatic, whose fame and force of personality impress analysts and the business media, but whose experience and abilities are not necessarily right for companies' specific needs. The labor market for CEOs, Khurana concludes, is far less rational than we might think. Khurana's findings are based on a study of the hiring and firing of CEOs at over 850 of America's largest companies and on extensive interviews with CEOs, corporate board members, and consultants at executive search firms. Written with exceptional clarity and verve, the book explains the basic mechanics of the selection process and how hiring priorities have changed with the rise of shareholder activism. Khurana argues that the market for CEOs, which we often assume runs on cool calculation and the impersonal forces of supply and demand, is culturally determined and too frequently inefficient. Its emphasis on charisma artificially limits the number of candidates considered, giving them extraordinary leverage to demand high salaries and power. It also raises expectations and increases the chance that a CEO will be fired for failing to meet shareholders' hopes. The result is corporate instability and too little attention to long-term strategy. The book is a major contribution to our understanding of corporate culture and the nature of markets and leadership in general.

"Don't wait for a miracle to happen in your life. Have an epiphany now and realize that your life is the true miracle." "Leesa Rowland's book, *The "It" Factor* brings to light all the intricate details of how to access personal uniqueness, charisma, and ultimately own it! Every reader here will learn how to harness their authentic power and with that, become fearless and excel in life. This book can make all the difference-it's not to be missed." -Robin Cofer, Ordained Swami Priest

This book traces the history of the word 'charisma', and the various meanings assigned to it, from its first century origins in Christian theology to its manifestations in twenty-first century politics and culture, while considering how much of the word's original religious

meaning persists in the contemporary secular understanding.

The Laws of Charisma explores the vital skills and traits needed to earn trust, generate interest, and motivate others in the workplace. Bestselling author Kurt Mortensen defines the intersection of these pivotal abilities as charisma--an enviable quality that can lead to improved relationships, greater income, and more success in every area of life. To some extent, charisma is innate, but in this inspiring guide Mortensen explores the trait's four core elements to show how anyone can draw out a more charismatic and compelling presence. With the help of practical tools, simple principles, applicable exercises, and insightful assessments, you'll learn how to radiate confidence, passion, power, and optimism; influence others by improving communication skills; and persuade and empower anyone by creating instant rapport. People with the ability to enter a room and draw instant attention, effortlessly exuding charm and radiating energy, are better able to influence what gets done and ultimately achieve what they want. The Laws of Charisma is packed with everything you need to develop and bring out the more charismatic person within.

You don't have to be the most talented, highly educated, or best looking person to be successful. Written by a respected expert, this unique book unlocks a person's charismatic qualities and shows how to nurture and use those qualities for professional and personal gain.

Small changes for big results in your social life, presence, and relationships. Learn how to be captivating, memorable, and magnetic. Likability is one of the most important traits you'll ever learn. It's more important than your intelligence, looks, status, wealth, prestige, or education. Likability is the true currency of life. Do you seem to fade from people's memory as soon as the conversation ends? Banish those feelings of rejection and dejection. Principles of Likability investigates the aspect of human nature that affects us the most - what makes us drawn to someone without our even realizing it? This is what we strive for everyday, and it can make or break our moods. Likability - what is it and how can we achieve it consistently? Use the principles laid out in this book and you'll wonder no more. Make a powerful first impression and build a thriving social circle. Patrick King is an internationally bestselling author and social skills coach. His writing draws of a variety of sources, from scientific research, academic experience, coaching, and real life experience. He has taught the art of becoming likable for years and only writes about real tactics that have been proven to work. Utilize the subconscious causes of likability and charm. •Simple everyday decisions to be more likable. •Why conventional advice about focusing on others is flawed. •How to actually listen - a unique and different approach. •What value has to do with your likability and charm. Become pursued and sought out instead of ignored and forgotten. •Why being shallow isn't always bad, and is actually valuable. •What abrasiveness is and why it's more powerful than likability. •How to become worthy of being liked as second nature. Likability has the power to take you anywhere you want in life.

The book seamlessly links fundamental insights and practical approaches to address the most important leadership problems and challenges. Each of the 11 chapters takes a close look at a specific leadership aspect and explains how to develop personal leadership qualities, such as charisma, the ability to motivate others, assertiveness, and how to overcome crises and conflicts to create new structures. Ethical questions and possible negative developments in connection with leadership and power are also

