'This book is spot-on and should be a must read.'

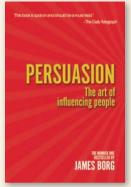
- The Daily Telegraph

PERSUASION

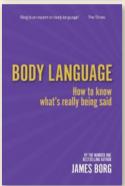
The art of influencing people

THE NUMBER ONE BESTSELLER BY JAMES BORG

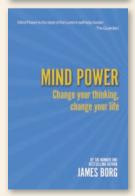
Discover the entire JAMES BORG trilogy of life-changing books.



"This book is spot-on and should be a must read." The Daily Telegraph



"Borg is an expert on body language" The Times



"Mind Power by James Borg is the best of the current self-help books."

The Guardian



Persuasion

Table of Contents

Cover

Contents

About the author

Foreword by Sir John Harvey-Jones MBE

Publishers acknowledgements

Introduction

- 1 The power of persuasion. How empathy and sincerity work wonders for you
- 2 Being a good listener. Why listening is so crucial
- 3 Attention please. Keeping attention where you want it
- 4 Mind your body language. How to read non-verbal signals from others and send out the right ones
- 5 Memory magic. The impact of good recall and simple tips to improve your memory



Table of Contents

- 6 Make words work for you the power of psycholinguistics. Success can depend on saying the right thing at the right time
- 7 Telephone telepathy. Learn to use the telephone to your best advantage and read situations better
- 8 Negotiating for mutual benefit. Understand the psychology involved, to achieve the best possible result
- 9 Difficult people (and their behaviour).
 Who are they?
- 10 The personality spectrum. How to identify successfully and deal with different types

Appendix: Coffee break answers

Afterword

Index

