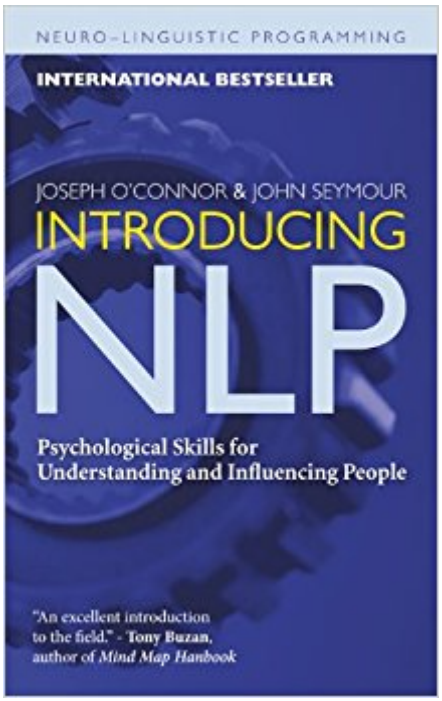
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Introducing NLP: Psychological Skills For Understanding And Influencing People (Neuro-Linguistic Programming)



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Synopsis

Some people appear more gifted than others. NLP, one of the fastest growing developments in applied psychology, describes in simple terms what they do differently, and enables you to learn these patterns of excellence.Introducing NLP by Joseph OÃ¢â ¬â„¢Connor, a leading international NLP trainer and the author of NLP Workbook, offers the practical skills used by outstanding communicators. Excellent communication is the basis of creating excellent results. NLP skills are proving invaluable for personal development and professional excellence in counseling, education and business.Introducing NLP includes:How to create rapport with othersInfluencing skillsUnderstanding and using body languageHow to think about and achieve the results you wantThe art of asking key questionsEffective meetings, negotiations, and sellingAccelerated learning strategies.

Book Information

Series: Neuro-Linguistic Programming

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Best Sellers Rank: #40,595 in Books (See Top 100 in Books) #7 inÃ Â Books > Self-Help > Neuro-Linguistic Programming #148 inÃ Â Books > Health, Fitness & Dieting > Psychology & Counseling > Neuropsychology #163 inÃ Â Books > Health, Fitness & Dieting > Psychology & Counseling > Applied Psychology

Customer Reviews

Joseph O'Connor is a trainer, consultant, and author of nine books including The NLP Workbook (Conari Press). His work has been translated into ten languages. He travels internationally to lecture on NLP and runs his own NLP website. He lives in New Malden, Surrey, England.John Seymour is a psychologist and NLP trainer, founder of John Seymour Associates, the longest established NLP training center in Britain. He is also an Associate Tutor at the Further Education Staff College.

Ups, the book is so healpful as a training course that I had some years ago, soou can buy the book instead to pay for a couse and save money, however you must to practice every day in order to improve your skills.Down, redaction is not addapted to a kindle version (there is a page reference that does not match with the kindle progress).

More like an immersion into NLP rather than an introduction! This book is chock full of good advice, excellent commentary on a widely misunderstood subject!

As the author says, this book is an introduction to NLP, it touches the surface of an extremely huge subject and field.I love the style of the book and the narration, it is easy to go through read and understand, most of all it is not boring, dealing with a scientific subject.

Overall, the information was presented well. This is a good first book to have a basic understanding of what NLP is and what it is not. My main issue with the book is that it seemed very wordy in places.

This book was my first introduction to NLP. It was insightful, but very dry. I could only stomach 4-6 pages at a time, but the information was good enough to get me through the book. It is an introduction, as the title says, so it gave me an idea of what NLP is and direction for further study, but not a lot of practical takes-aways.

Interesting reading. Slow going, kind of like a textbook, but very good information.

Helpful

Great book. This opened my mind to a lot of new ideas. This book will get you excited about NLP without being to exhaustive with the details. Fun read.

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