

(Free download) The Most Dangerous Business Book You'll Ever Read

The Most Dangerous Business Book You'll Ever Read

Gregory Hartley, Maryann Karinch
audiobook | *ebooks | Download PDF | ePub | DOC



#808342 in eBooks 2011-01-06 2011-01-06 File Name: B004IPPILY | File size: 33.Mb

Gregory Hartley, Maryann Karinch : The Most Dangerous Business Book You'll Ever Read before purchasing it in order to gage whether or not it would be worth my time, and all praised The Most Dangerous Business Book You'll Ever Read:

3 of 4 people found the following review helpful. Most Dangerous?By Scott ZieglerI enjoyed the book as it posits some very good points on playing the game of business with your eyes open. The book encourages the reader to have a plan for what you want and provides the tactical knowledge to help gain your desires. It is a primer on information gathering techniques to advance your career.0 of 1 people found the following review helpful. Great book. Was curious as to how it would ...By Lynn WrightGreat book. Was curious as to how it would pertain to my life/business - now I'm thinking PRO-active instead of RE-active. Makes a big difference in my daily outlook. A very intelligent writer. His in-depth knowledge of a situation and his ability to break down examples of scenarios, along with the exercises make this material easier for me to understand to put into context.0 of 1 people found the following review helpful. Favorite BookBy NYCI got this book many years ago, I found it while traveling for work at a book shopping center (yes the entire 3 story shopping center was only books stores) in Singapore City, It ought my attention and I bought it. Honestly, the BEST 30 USD I've ever spent, It changed my life for the better.

Hone your professional approach to a razor's edge using lessons from military and civilian intelligence The Most Dangerous Business Book You'll Ever Read brings expertise from military and civilian intelligence operations into your business life. It lays out hard-hitting interpersonal skills to raise your level of professional effectiveness and vanquish your competition. The Most Dangerous Business Book You'll Ever Read features former Army interrogator

Gregory Hartley's unique system of profiling, formula for persuasion, and framework for establishing expertise quickly. Gregory makes his system concrete with case studies, tables, diagrams, and more. Question like a Polygrapher Sort Personalities like a Profiler Close a Deal like a Hostage Negotiator Interview like an Interrogator Network like a Spy Research like an Intelligence Analyst Decide like a SEAL Team-Build like Special Ops nbsp; Take your career focus to the next level. Discover the skills they don't teach in business school with The Most Dangerous Business Book You'll Ever Read.

From the Inside Flap Master the tools OF intelligencemdash;AND triumph ON THE business battlefield Military and civilian intelligence operatives must persuade people, coordinate actions, and sharpen team performance. In business, whether you're negotiating a contract, making a crucial pitch, or analyzing a new market, these same skills give you a superior advantage. Many of the strategies that glean intelligence and lead to victory in cold and hot wars can also be used to execute mergers, target and acquire top talent, and mobilize teams to create new business initiatives. The trick is in knowing exactly how to apply intelligence tactics to the business arena. Gregory Hartley has taken the behavioral knowledge and hard analysis that made him an interrogation expert for the U.S. Army and shaped them into a set of strategies that have launched his success in the business world. The Most Dangerous Business Book You'll Ever Read lays out Hartley's Extreme Interpersonal Skills. These skills and his time-tested tactics will help you: Predict how people will behave when challenged or under stress Make interactions with colleagues, customers, and competitors more deliberate Form specific goals and execute tactics designed to get your team to reach their potential Identify behaviors that are covertly antagonistic and know how to act upon them Sort out your competition from your potential alliesmdash;and create the right approach for dealing with each Screen every potential employee to find the best match for every team Create pitches that close the deal Lead efficient, innovative, and driven teams In building these skills, Hartley also helps you master the perspective that will enable you to read behavior and gain leverage with each person you meet so you'll succeed in every negotiation, meeting, and fact-finding mission. Filled with case studies of strategies in action and fascinating insights from Hartley's two careers in interrogation and business, The Most Dangerous Business Book You'll Ever Read is a gripping and practical guide to winning business battles. From the Back Cover PRAISE FOR THE MOST DANGEROUS BUSINESS BOOK YOU'LL EVER READ "Drawing on firsthand experience in military intelligence and interrogation techniques, the authors provide a richly detailed personality model as a tool for assessing others so you can more effectively manage your own behavior in a variety of business situations, including negotiation and leadership." mdash;PETER EARNEST, executive director, International Spy Museum, and former senior officer, National Clandestine Service "A solid manual with invaluable lessons for dealing with others, whether in intelligence, the military, governmentmdash;and most certainly, business." mdash;OLEG KALUGIN, former KGB major general, professor at Center for Counterintelligence and Security Studies, and author of Spymaster "Greg and Maryann present straightforward, concise skills to decode messages and move people to action." mdash;TONYA REIMAN, body language expert, Fox News, and author of The Yes Factor "Use this book throughout every phase of your professional life. Greg and Maryann explain the skills needed to accurately assess people and relationships to enhance success and avoid failure. Don't enter into another venture (or affair) unprepared!" mdash;H. KEITH MELTON, author of Ultimate Spy and Spycraft, espionage historian, and former chairman of one of America's largest and most successful franchise groups About the Author Gregory Hartley has served as a full-time director, as well as a consultant, to companies and provided body language and behavioral analysis for print, TV, and radio. Visit MindatWar.com for more information. Maryann Karinch has written eighteen books about business and mental/physical conditioning and has coauthored seven books with Gregory Hartley.