

[PDF] Instant Persuasion

Laurie Puhn - pdf download free book

Books Details:

Title: Instant Persuasion

Author: Laurie Puhn

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Description:

From Publishers Weekly Good communication skills help create positive interactions with others, says Puhn: "[W]ords instantly create resentment and conflict or support and cooperation," as the author, a lawyer and mediator, has learned from experience. This helpful book encapsulates these simple yet timeless ideas into 35 pairs of "Do" and "Don't" rules, useful in work and in life. A straightforward explanation of the rule - e.g., "avoid superficial offers"; "show you care"; "appreciate criticism" - is followed by illustrative tales of communication gone wrong or exemplars of effective ways to apply the rule. While the structure of the chapters is tedious and predictable, the text flows easily. Puhn clearly identifies "blunders" and "wonders" of communication, which will help those who want to use the book as a reference rather than read it straight through. In truth, several of the guidelines she offers are either common sense or just good manners - e.g., "hold your tongue"; "don't take sides" - but many readers will appreciate this refresher course in how to be polite without being a doormat. For anyone needing a reminder of some essential communication guidelines, this volume is essential.

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Review *Instant Persuasion* puts values into action. Laurie's message is right on target for success in business and life in general... -- *Greg Carr, former chair of Prodigy Internet, co-founder of the Carr Center for Human Rights Policy at Harvard University*

Her brilliant balance of anecdotes and analysis makes this...book a must for anyone who wants to change minds... -- *Alan Dershowitz, Harvard University Professor of Law, and author of Rights From Wrongs*

If you want to communicate better within your friendships, marriages and careers, this book is a must read. -- *Monsignor Thomas J. Hartman and Rabbi Marc A. Gellman, co-hosts of the television show, The God Squad*

Laurie Puhn's book, *Instant Persuasion*, provides a practical roadmap to successful communications. -- *Robin Wagner, 2002 Figure Skating Coach of the Year*

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