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Just Listen: Discover the Secret to Getting Through to ...

In Just Listen, veteran psychiatrist and business coach Mark Goulston reveals the secret to how to get through to anyone, even when productive communication seems impossible. Here's the challenge, Mark says. People have their own needs, desires, and agendas. They have secrets they're hiding from you.

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Go into the conversation knowing that there is something very interesting about the person, and be determined to discover it. When you do this, your expectation will show in your eyes and body language. You ' ll instinctively ask questions that let the other person fully develop an interesting story, rather than trying to trump that story.

Book Excerpt - 'Just Listen: Discover the Secret to ...

Just Listen gives you the techniques and confidence to approach the unreachable people in your life, and turn frustrating situations into productive outcomes and rewarding relationships. Mark Goulston, M.D. , is a psychiatrist, consultant, business coach, and is the author of Get Out of Your Own Way and Get Out of Your Own Way at Work .

Just Listen: Discover the Secret to Getting Through to ...

Just Listen will get you there. In this powerful yet engaging book, acclaimed psychiatrist and business coach Mark Goulston reveals how to get through to anyone--even when successful communication seems impossible--with simple yet remarkably effective tools and techniques that can make your words compelling and break down the walls that keep you from getting through to the people you need to buy into your ideas and goals.

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Just Listen: Discover the Secret to Getting Through to Absolutely Anyone 256. by Mark Goulston, Keith Ferrazzi ... can use to break through the stubborn and hardened outer layers of coworkers, friends, strangers, or even enemies. Just Listen reveals how to:• Make a powerful and positive first impression• Listen effectively• Talk an angry ...

Just Listen: Discover the Secret to Getting Through to ...

Just Listen: Discover the Secret to Getting Through to Absolutely Anyone by Mark Goulston M.D. and Keith Ferrazzi There is such a thing as full amygdala hijack when a person just loses it and is no longer in control of their actions. This is when someone becomes so angry that you cannot reason with them.

JUST LISTEN by Mark Goulston - Altfeld Inc

Just Listen: The Secret to Getting Through to Absolutely Anyone. Mark ' s impetus for the book, Just Listen came out of his clinical work as a Suicidal Prevention Therapist. In this episode, Mark shares a personal story of a specific life-changing experience when he mirrored the feeling of his suicidal patient, Nancy.

Just Listen: Secret to Getting Through to Anyone

Just Listen reveals how to: - Make a powerful and positive first impression- Listen effectively- Talk an angry or aggressive person away from an unproductive reaction and toward a more

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rational mindset- Achieve buy-in--the linchpin of all persuasion, negotiation, and sales- And moreWhether you're dealing with an angry client, a potential customer, or even a friend or family member who isn't seeing eye to eye with you, your goal is most likely persuasion.

Just Listen: Discover the Secret to Getting Through to ...

Just Listen Drawing on his experience as a psychiatrist, business consultant, and coach, author Mark Goulston combines his background with the latest scientific research to help readers turn the “ impossible ” and “ unreachable ” people in their lives into allies, devoted customers, loyal colleagues, and lifetime friends.

Just Listen: Discover the Secret to Getting Through to ...

Drawing on his experience as a psychiatrist, business consultant, and coach, author Mark Goulston combines his background with the latest scientific research to help listeners turn the "impossible" and "unreachable" people in their lives into allies, devoted customers, loyal colleagues, and lifetime friends. Just Listen provides simple but powerful techniques listeners can use to really get ...

Just Listen: Discover the Secret to Getting Through to ...

Just Listen is a brilliant toolbox loaded with valuable lessons and examples for making meaningful connections with virtually anyone. Dr. Goulston seems to come from a real place of deep caring for others as he empowers the reader to truly make a difference in their own life and the lives of others- one conversation at a time.

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Open your own mind and look for the reasons behind the behavior, and you ' ll take the first step toward breaking down barriers and communicating with an “ impossible ” person. ” . Mark Goulston, Just Listen: Discover the Secret to Getting Through to Absolutely Anyone. 3 likes.

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