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Leadership Through People Skills R. E. Lefton, Victor Buzzotta, 2003-09-08 The pioneers of the Dimensional Model for managerial behavior demonstrate how to master skills that boost productivity Robert Lefton and Victor Buzzotta, cofounders of Psychological Associates, have revolutionized managerial procedure with their Dimensional Model--a behavioral standard that has been adapted and imitated by companies all over the world. Leadership Through People Skills outlines this model, as the authors explain in detail how people skills work and provide exercises designed to improve them. They also offer strategies for using these skills in the right situations, at the right times, in the right ways with direct reports, peers, and bosses. Managers will learn how to improve their: Sizing-up skills: interacting effectively through appropriate action Communication skills: strategies for finding out what others are thinking Motivational skills: giving people a compelling reason to do their best Adaptive skills: fitting actions to the people for whom they are intended

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your approach to others and you'll instantly understand where you've gone wrong. It goes beyond social intelligence and gives you a blueprint to the psychology of people." - Amazon.com.

Progress, 1899

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# **Table of Contents S About People Skills**

- 1. Understanding the eBook S About People Skills
  - The Rise of Digital Reading S About People Skills
  - Advantages of eBooks Over Traditional Books
- 2. Identifying S About People Skills
  - Exploring Different Genres
  - Considering Fiction vs.
     Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an S

### About People Skills

- User-Friendly Interface
- 4. Exploring eBook
  Recommendations from S About
  People Skills
  - Personalized Recommendations
  - S About People Skills User Reviews and Ratings
  - S About People Skills and Bestseller Lists
- 5. Accessing S About People Skills Free and Paid eBooks
  - S About People Skills Public Domain eBooks
  - S About People Skills eBook Subscription Services
  - S About People Skills Budget-Friendly Options
- 6. Navigating S About People Skills

#### eBook Formats

- ePub, PDF, MOBI, and More
- S About People Skills
   Compatibility with Devices
- S About People Skills
   Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of S About People Skills
  - Highlighting and Note-Taking S About People Skills
  - Interactive Elements S
     About People Skills
- 8. Staying Engaged with S About People Skills
  - Joining Online Reading

- Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers S About People Skills
- 9. Balancing eBooks and Physical Books S About People Skills
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection S About People Skills
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine S
  About People Skills
  - Setting Reading Goals S About People Skills
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of S About People Skills
  - Fact-Checking eBook
     Content of S About People
     Skills
  - Distinguishing Credible Sources

- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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