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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.

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You're not just held hostage by the people who resist, bully, annoy or get upset with you. You're also held hostage to your own mistakes when you fail to break through to people who either don't know you at all or don't act like they care to know you well.

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Ebook : Just Listen Discover The Secret To Getting Through

"Just Listen" is an outstanding, practical how-to guide for becoming a better face-to-face communicator. As a professional communicator, I often find it easier to write for an amorphous, anonymous large audience, or speak in front of a large room, rather than work one on one with people who are resistant or difficult.

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Just Listen Discover the Secret to Getting Through to Absolutely Anyone Mark Goulston foreword by keith ferrazzi Author of Never Eat Alone and Who's Got Your Back American Management Association

Discover the Secret to Getting Through to Absolutely Anyone

Just Listen reveals how to: * Make a powerful and positive first impression * Listen effectively * Make even a

total stranger-a potential client, perhaps-feel "felt" * Talk an angry or aggressive person away from an instinctual, unproductive reaction and toward a more rational mindset * Achieve buy-in, the linchpin of all persuasion, negotiation, sales, and more Getting through is a fine art but a critical one.

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[PDF] Just Listen: Discover the Secret to Getting Through

In this conversation, Dr. Mark Goulston, author of Just Listen: Discover the Secret to Getting Through to Absolutely Anyone, shares personal stories from very early on, when he was given multiple chances by people who saw the goodness in him. Mark felt he had been touched by an angel and has devoted his life to paying it forward.

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Just Listen: Discover the Secret to Getting Through to Absolutely Anyone [Mark Goulston] on Amazon.com. *FREE* shipping on qualifying offers. Foreword by Keith Ferrazzi, author of Never Eat Alone and Who's Got Your Back The first make-or-break step in persuading anyone to do any thing is getting them to hear you out.

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