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~~Guide Deep Learning~~

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~~State of the Art (2020)~~

~~How to Sell Value vs.~~

~~Price~~ 10 Essential

People Skills You Need

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Interpersonal
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How and why soft skills
are important to the
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that make technical
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personal interactions,
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development, and
communication. These
skills are as essential to
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People-Centric Skills :
Interpersonal and
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In their work, all professionals must communicate clearly and rely on their interpersonal skills to be successful. This second edition of People-Centric Skills shares the fictional story of Dalton Zimmer, executive coach and public

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speaker. Dalton, all the while juggling his business, kids and social life, provides coaching and communication strategies for handling challenging situations faced by his clients.

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The People-Centric
Skills include, but are

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not limited to:

communication in all
mediums, conflict
resolution, active
listening, leadership,
mentoring and coaching,
establishing business
relationships, effective
teaming and team
dynamics, consensus
building, nonverbal
communications and
body language,
assessing corporate

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culture, etc.

Interpersonal
People-Centric Skills:
And
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Business leaders
consider employee
communication skills
and critical thinking
abilities as essential
elements for success. In
their work, all
professionals must
communicate clearly

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and rely on their interpersonal skills to be successful. This second edition of People-Centric Skills shares the fictional story of Dalton Zimmer, executive coach and public speaker. Dalton, all the while juggling his business, kids and social life, provides coaching and communication strategies for handling

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People-Centric Skills

provides powerful

insight into real-world

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Situations of typical interactions that take place in every Internal Audit Department. The authors cleverly use the background of a fictional Internal Audit department and an executive trainer to create scenarios ...

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People-Centric Skills:

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focuses on many of
these critical attributes.

Topics include: Conflict
Management. Coaching
and Mentoring. Building
an Effective Team and
Team Dynamics. Team
Leadership. Partnering
and Relationship

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--Reading through

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people --Emotional

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intelligence --Different

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points of view: using

Empathy effectively
self-awareness and

Empathy effectively

--Wrong mode = wrong

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mood: determining the optimal mode of communication

--Influencing change throughout any business

--Projecting the real you: public speaking

--Coaching and mentoring

--Presentation skills and body language

--Thinking quickly on your feet --Coaching &

mentoring, part II

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--Crisis management.

Interpersonal
And
People-centric skills :
interpersonal and
communication ...

People-centric Skills:
Interpersonal and
Communication Skills
for Auditors and
Business Professionals

by Danny M.
Goldenberg and Manny

Rosenfeld, both
seasoned professionals

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Skills in the audit and assurance fields, takes the concept of audit soft skills to a completely new level. This book is written as an intriguing tale about the lives of a fictional audit team, their daily client interactions and their aspirations to grow into an excellent audit team.

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People-centric Skills:

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is a comprehensive
guide to the "soft skills"
that make technical
professionals more
effective.

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aim to improve all
aspects of personal

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Skills. People-Centric Skills: Interpersonal and Communication Skills for Auditors and Business Professionals is a comprehensive guide to the "soft skills" that make technical professionals more effective. People-Centric Skills aim to improve all aspects of personal interactions, relationship

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development, and
communication. These
skills are as essential to
success as are technical
...

People-Centric Skills by
Goldberg, Danny M.
(ebook)

People-Centric Skills,
co-authored by Danny
M. Goldberg, was
initially published in
2014 as the first

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publication to tackle the wide-ranging topic of communication skills for internal auditors.

Due to its popularity, *People-Centric Skills, 2nd Edition*, will tackle the next-level of communication skills.

Professionals Wiley Corporate

Use your interpersonal and communication

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skills as a financial
professional to work
successfully with clients

Embark on a journey to
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People-Centric Skills:

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communication skills and critical thinking abilities as essential elements for success. In their work, all professionals must communicate clearly and rely on their interpersonal skills to be successful. This second edition of People-Centric Skills shares the fictional story of Dalton Zimmer, executive

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coach and public speaker. Dalton, all the while juggling his business, kids and social life, provides coaching and communication strategies for handling challenging situations faced by his clients.

This insightful narrative will help you expand communication and soft skills as a CPA, auditor, financial planner or

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Skills financial
professional. As
Generation Z is entering
the work force, the
communication gap
between Z and Boomers
or Generation X is
widening significantly.

New to the second
edition, you'll find a
discussion of
communication between
generations and how to
bridge them as a

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financial professional.

You can be a more
people-centric leader as

you engage with a wide
range of clients and

associates. This book

can be a first step to
improving interpersonal

and communication

skills as you continue to
develop in your career.

Business Professionals,
to be Truly Effective

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is a comprehensive
guide to the "soft skills"
that make technical
professionals more
effective. People-
Centric Skills aim to

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improve all aspects of personal interactions, relationship development, and communication. These skills are as essential to success as are technical capabilities. This is the story of a leading internal audit department taking that next step to becoming a world-class audit organization in a

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fictional company. The foundation of that next step is developing their People-Centric Skills.

The book demonstrates the impact that interpersonal and communication skills — whether good or bad — have on an auditor's effectiveness, job, and career. Readers will be able to empathize with the characters, and

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relate to the real-life situations in which they find themselves. Each chapter features a summary of key People-Centric points and guidelines that will help readers apply what they've learned to their own projects and departments. In a 2013 study sponsored by the Institute of Internal Auditors ("IIA"), the

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seven key attribute areas identified to be a successful auditor include relationship building, partnering, communications, teamwork, diversity, continuous learning and integrity. Unfortunately, most professionals never obtain these skills as part of their college degrees, certifications and other ongoing

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training. They are left to their own devices when it comes to developing these talents. The book follows an easy-to-read fictional narrative to highlight areas for improvement, and uses common scenarios to illustrate how to apply the lessons. People-Centric Skills:

Interpersonal and
Communication Skills

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for Auditors and
Business Professionals
focuses on many of
these critical attributes.
Topics include: Conflict
Management Coaching
and Mentoring Building
an Effective Team and
Team Dynamics Team
Leadership Partnering
and Relationship
Building Effective
Meeting Practices
Brainstorming and

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Multivoting Assessing
Corporate Culture
Active Listening Non-
verbal Communications
Consensus Building

These skills apply not
only to internal auditors
but also transfer across a
broad range of business
professions and
industries, and from
professional to personal
life. They open doors,
establish effective

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relationships, improve
effectiveness, and can
turn a "no" into a "yes."
They are the true
differentiator in
advancing a career. For
an auditor to be truly
effective, great people
skills are one of the
most important tools in
the box. People-Centric
Skills: Interpersonal and
Communication Skills
for Auditors and

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Business Professionals
is a straightforward
guide to getting along,
getting what you want
in a constructive
manner, and becoming a
world-class
professional.

ICOMM: Interpersonal
Concepts and
Competencies, provides
an integrated approach
to the study of

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interpersonal
communication. This
accessibly written but
authoritative text
emphasizes the
development of
communication
competencies, including
skills, understanding of
the theory and research
that contextualizes the
skills to make them
relevant to learning, and
the motivation to put the

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skills into practice.

While incorporating many traditional intrapersonal and interpersonal and communication topics found in current texts, the book is distinctive in that it offers a skills-based approach that is grounded in solid theory and research. Students will find that the text is written in a personal and friendly manner,

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stressing concepts, skills, and applications that should be an important part of their daily lives.

"This book is a collection of work to assist any professional who needs to deal with ethical issues, write up a technical project, give or develop a presentation, or write

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material for an online audience"--Provided by publisher.

"Inter-Act" has long been a leading text in the interpersonal communications market.

For the 10th edition of the text, the Verderbers continue to present readers with a strong framework of communication skills,

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supported by

conclusions drawn from
contemporary research

and theoretical work

done by scholars

working in the field.

Real-life examples and
scenarios bring the skills

and concepts presented

to life. This balanced

text should help students

to develop an effective

interpersonal

communication style.

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In the middle of the last decade, businesses have suffered serious harm due to the world-wide economic slowdown/great recession, geopolitical tensions and conflicts, and the very unpredictable nature of our government. In the process of staying the course, many business

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leaders have made a number of decisions and have taken a number of actions that have done harm to their relationships with their own employees. The resultant psychological contract told employees that their leaders were in it for themselves, for owners and stockholders, for positive reports from

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Wall Street, for their customer base ... for every stakeholder group other than the people who work there. This book offers a road map for creating a more engaged, committed workforce by adopting and maintaining a People-Centric culture. After describing why commitment and engagement are so

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important today, the author speaks to how mindsets that reflect an older business reality need to change before any sustainable change in behavior and work culture can occur. This book underscores the role that leaders need to play by embracing 10 Simple Truths that underlie long-term, sustainable business

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Skills. Some argue that we may be approaching the next recession, and it is in those down times that businesses will need their people most. Now is the time for leaders to proactively start earning that support and turn their people into their partners rather than just their hired hands. With a case study that describes

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a true People-Centric leader and that demonstrates what it takes to lead a culture change, this book is a call to action for leaders everywhere to (a) become a People-Centric leader, (b) earn the right to lead others toward this end, and (c) align their company culture with the mindset and capabilities needed

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to produce and sustain long-term business success. If you are not getting the best from your people, read this book with the goal of turning that around. You will find it to be a good blueprint for leaders who attempt to create a more People-Centric culture.

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Communicating clearly
is a critical skill for
successful managers!

The ability to
communicate clearly is
the critical core
competency for
successful managers at
all levels and in all
industries. This book is
your guide to business
communication that
delivers the

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message—whether written, or spoken, in person or via e-mail—with respect for the receiver, and in all business situations. This solid overview of all facets of business communication offers numerous opportunities to practice and apply your new skills and a log to track your improvement. Readers

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will learn how to: □

Communicate clearly and correctly to avoid misunderstanding and get your message across

□ Develop and use your listening skills to solve problems, diffuse

conflict, teach staff, and be a more productive manager or team leader

□ Ask the right type of question to elicit information, encourage

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a response, or create a relationship □ Master the techniques of successful presentations from planning to delivery □ Analyze your audience before communicating your ideas in any format □ Choose the most appropriate mode for communicating your message □ Use effective language to express your ideas clearly in

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well-constructed letters, proposals, memos, and e-mail. This is an ebook version of the AMA Self-Study course. If you want to take the course for credit you need to either purchase a hard copy of the course through amaselfstudy.org or purchase an online version of the course through

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www.flexstudy.com.

Interpersonal

Ultimately, people follow people that they like, trust, and believe in. Understand how to build stronger relationships with direct and indirect reports that lead to loyalty, higher productivity, and long-term development.

Practical lessons help managers employ

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winning interpersonal skills to move others to take action.

"A textbook for courses in leadership and motivation, training and development, and performance feedback for students of industrial and organizational psychology, management, and education. Contributions

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to the 11th annual
Kravis-de Foulet
Conference have been
reorganized into 13
essays." -- WEBSITE.

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