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# CHARISMA



SEVEN KEYS TO  
DEVELOPING  
THE MAGNETISM  
THAT LEADS  
TO SUCCESS

Quintessence

TONY ALESSANDRA, PH.D.

coauthor of *The Platinum Rule*

# Charisma Seven Keys To Developing The Magnetism That Leads To Success

**R R Bowker Publishing**



## **Charisma Seven Keys To Developing The Magnetism That Leads To Success:**

**Charisma** Tony Alessandra, 2000-02-01 Put simply charisma is what makes people like you even when they don't know you. It's that special magic that gives the super successful the ability to influence and persuade others. Do you have to be born with it? Definitely not, says Tony Alessandra, Ph.D., one of the most respected leadership motivators today. Whether you're a CEO or a clerk, an engineer or an entrepreneur, a store manager or a member of the PTA, charisma is something that can be learned and learned fast. Using self-quizzes and examples of charisma in action, Alessandra demystifies the concept of charisma, defines its seven key components, and offers a step-by-step program in charisma basics that shows you how to make first impressions powerful and positive. Master the art of public speaking. Develop the six essential skills of dynamic listening. Jump start your persuasive powers using four simple steps. Harness the vital resources of time and space. Motivate others by recognizing and adapting to the four core personality types. Create and communicate your vision, your ideas, your products.

**Charisma** Anthony J. Alessandra, 1998 Having researched human performance for more than twenty years, a business expert shows how one important personality trait, charisma, can be learned and cultivated to reach seemingly impossible career goals. *Charisma* Anthony J. Alessandra, 2006

**A History of Charisma** J. Potts, 2009-09-04 This book traces the history of the word charisma and the various meanings assigned to it from its first-century origins in Christian theology to its manifestations in twenty-first-century politics and culture while considering how much of the word's original religious meaning persists in the contemporary secular understanding.

Charismatic to the Core Nikki Owen, 2015-09-10 Are you charismatic enough to be a successful leader? You don't have to shout or show off to be charismatic. Charisma is often seen as an intangible concept that unconsciously attracts a negative reaction in the world of business. There is a stereotypical image that a charismatic leader is a confident extrovert with a big personality. Even if charisma can be taught and many research papers indicate that you either have it or you don't, the question is how important is charisma for leadership success? Life puts layers onto individuals much like paint. Year after year, more layers are added until you no longer know how deeply buried the authentic you is. It's time to start celebrating the real you. In *Charismatic to the Core*, Nikki Owen strips away the unwanted layers and takes you back to your authentic self. It is a revelation, a rebirth, a realization that life can be on your own terms. Your leadership impact can be whatever you desire it to be. When you are being true to who you really are at your core, your charisma shines through.

*Hard Facts, Dangerous Half-truths, and Total Nonsense* Jeffrey Pfeffer, Robert I. Sutton, 2006 The best organizations have the best talent. Financial incentives drive company performance. Firms must change or die. Popular axioms like these drive business decisions every day. Yet too much common management wisdom isn't wise at all but instead flawed knowledge based on best practices that are actually poor, incomplete, or outright obsolete. Worse, legions of managers use this dubious knowledge to make decisions that are hazardous to organizational health. This practical and candid book challenges leaders to commit to evidence-based management as a way of organizational life and shows how to

finally turn this common sense into common practice      **Own Your Space** Nadia Bilchik, Lori Milner, 2016-03-01 Own Your Space provides practical tools and insights gleaned from workshops held around the world and from interviews with some of South Africa's most accomplished women to provide you with tried and tested techniques, tips and advice to help you boost your career, enhance your confidence and truly own your space on every level. By mastering your head space, your physical space, your interpersonal and networking skills, as well as overcoming the negative effects of past conditioning, you will learn how to develop the unshakeable confidence to achieve absolutely anything. Own Your Space is the ultimate toolkit to unleash your true power. It's for the woman who wants to take her career to new heights and who is ready to fulfill her true potential.

**California Management Review**, 2005      Black Enterprise, 2000-04 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals, entrepreneurs and corporate executives. Every month BLACK ENTERPRISE delivers timely, useful information on careers, small business and personal finance.      Jeff Herman, 2013 Over the years *Writer's Guide to Book Editors, Publishers and Literary Agents* has helped thousands of writers just like you get their books published. With the best and most up-to-date listings of key book publishing insiders, *Writer's Guide* gets you past the reject piles and into the hands of the right people. Nowhere else will you find the detail, the insight, the depth. Nowhere else will you find the solid inside information. *Writer's Guide* is your key to book publishing success. It gets you inside. It gets you noticed. Your talent will do the rest. Beats the pants off *Writer's Market*. Michael Werner, coauthor of *Databases for Businesses and Using Lotus 1 2 3*. This guide started my book publishing career. Marcos McPeck, Villatoro, author of *A Fire in the Earth*, *They Say That I Am Two* and *Walking to La Milpa*. The finest lead source that I've ever seen. A must buy for every writer, published or not. Derek Savage, author of *The Second Coming* and *The Dancer*. Invaluable information from query letter to book proposal. This book has made my dreams come true. Eileen Oster, author of *The Healing Mind*. This book got my foot in the door. Wynn Goldsmith, writer. A masterpiece. I have never found so much practical information in this type of book before. Walter Lambert, author of *Healing the Trauma of Divorce*. As a writer and literary agent, this book has been invaluable. Mary N Oluonye O Squared, Literary Agency. Jeff Herman has crammed a generous helping of information and advice into this invaluable book. Paul Nathan, Publishers Weekly. *Writer's Guide* has eclipsed both *Literary Market Place* and *Writer's Market* as a source of projects for our agency. At least a third of our sales last year came as a result of this book. Michael Snell, Michael Snell Literary Agency. About the Author. Jeff Herman is founder of The Jeff Herman Literary Agency, one of New York's leading agencies for writers. He has sold hundreds of titles and represents dozens of top authors.      **The Living Dead** David Bolchover, 2005-10-28 Throwing sickies, surfing the web, constant personal emailing, turning up hungover or on drugs, and serial flirtation with colleagues have become the norm at work. Just why are we so bored and disengaged with our jobs? *The Living Dead* tells us why and shows us how to break the cycle.      **The Publishers Weekly**, 1997      *Writer's Guide to Book Editors, Publishers and Literary Agents, 2001-2002* Jeff Herman, 2000

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