



## Leadership Through People Skills

By Robert E. Lefton, V. R. Buzzotta

McGraw-Hill Education - Europe. Hardback. Book Condition: new. BRAND NEW, Leadership Through People Skills, Robert E. Lefton, V. R. Buzzotta, A productive leader sees to it that people do their jobs with the skills and commitment needed to produce the best obtainable results at the lowest feasible outlay of money, time, and resources. The most successful leaders are experts at sizing people up, establishing two-way communications, creating environments that motivate greater productivity, and adapting their own behavior to different people and circumstances. The good news is that these "people skills" can be learned, practiced, and perfected. In "Leadership Through People Skills", the pioneers who developed the Dimensional Model of managerial behavior present a step-by-step procedure proven to help you build your people skills, practice them with understanding and insight, and become a more productive, more successful leader. You'll begin by analyzing the way you manage now, assessing the level of your existing people skills and improving them, and developing different leadership styles that you can use with direct reports, peers, and bosses. You'll learn how to communicate the benefits of any action you propose, create receptivity to your ideas, understand the concerns or objections of others, and respond to these concerns...



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