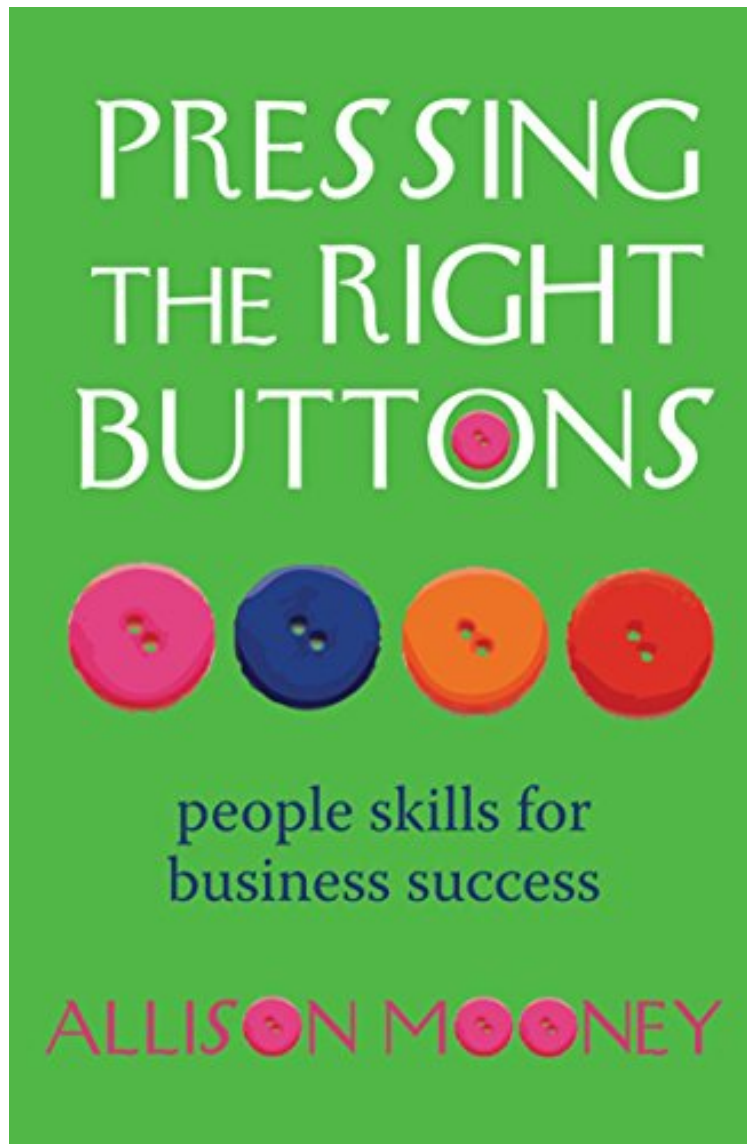


Pressing the Right Buttons: People Skills for Business Success

Allison Mooney

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A business book with a sense of humour, on how to develop people skills in a work environment using personality types. To be successful at any level in the business world, you need to be able to work with a variety of people, communicate with them, and keep them happy. This book provides a simple framework for analysing personality types and will show you the best ways to motivate people of these different types and keep them productive. Find out how to pick who is a Playful, a Powerful, a Peaceful or a Precise! Learn about their basic needs and how you can best meet them within a business context. After reading this book you will be able to: understand your own capabilities and strengths, 'speed read' others to find out what they really want, talk to others in a way that makes them want to listen and relate better to all personality types. Its a simple concept and a useful business tool at all levels.

About the Author Allison Mooney (Certified Speaking Professional) is a leading authority and certified trainer in Personality Plus, an effective profiling system. She has obtained one of the highest international accreditations in the speaking industry, the CSP award, held by only a small percentage of professional speakers world-wide. A multi award winning presenter, Allison has won the annual Speaker of the Year award from the National Speakers Association of New Zealand (Auckland) three times.