

# Gente Que Convence Baixar (PDF or ePub)

## Eduardo Ferraz GRATIS

EDUARDO FERRAZ

### GENTE QUE CONVENCE

COMO POTENCIALIZAR SEUS TALENTOS,  
IDEIAS, SERVIÇOS E PRODUTOS



Planeta ESTRATÉGIA

Como potencializar seus talentos, ideias, serviços e produtos Não basta ter talento para ser bem-sucedido. Se sua mensagem não for suficientemente impactante, as pessoas não prestarão atenção em você.

Você já teve a desagradável sensação de ser subestimado? Já se sentiu em desvantagem por não saber como argumentar? Já perdeu oportunidades por não conseguir demonstrar seus pontos fortes? Já fez ótimos trabalhos, mas não obteve o devido reconhecimento?

Essas situações são mais comuns que se imagina, pois frequentemente você precisa convencer alguém de algo: sua competência profissional; seu valor em um relacionamento afetivo ou a qualidade de seus produtos e serviços. Portanto, é fundamental identificar e utilizar as características de sua personalidade que aumentam sua autoconfiança, bem como aplicar técnicas para aprimorar seu poder de persuasão.

Para tanto, o autor propõe, com base em quase 30 anos de experiência em treinamentos e consultoria nas áreas de vendas, negociação e gestão de pessoas, um método prático e

de fácil compreensão para qualquer um que precise aumentar suas habilidades de convencimento e, assim, obter melhores resultados pessoais e profissionais.

ALGUNS TEMAS ABORDADOS:

- Testes: Qual é seu potencial de convencimento? Qual é seu perfil? Qual é seu valor? Como está seu desempenho?
- Qual é seu posicionamento ideal (baseado no resultado dos quatro testes)?
- Como identificar e utilizar seus pontos fortes.
- Perseverança versus perda de tempo - quais os limites?
- Como entender e se adaptar ao mapa mental do outro.
- Como gerar interesse a seu respeito.
- Como descobrir o que as pessoas desejam.
- Como melhorar seus argumentos.
- Como lidar com objeções.
- Como demonstrar confiança sem parecer arrogante.
- 10 estratégias para aumentar seu poder de convencimento.

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## Top 15 Melhores Bri Livros [FREE]:

### [PDF] Rebirth of a Red Boy(1)



<http://new.beebok.info/br-1457249769/rebirth-of-a-red-boy-1.html>

Cliffs scatter hazy clouds, and green pines attract colorful phoenixes. The distant peaks are like screens, mountains around fairy caves. Geographic veins originate from the dragon and are used when there is a predestination

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### [PDF] Soul Reaper(1)



<http://new.beebok.info/br-1457260797/soul-reaver-1.html>

This secret is actually an introductory classic of a sect of alchemists, because it is the most elementary skill, and there is nothing to do with it. At most, nobody can guide it, but the key is that it is not a recipe for practice, but an introductory method of alchemy.

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### [PDF] Rebirth of a Red Boy(2)

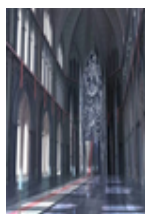


<http://new.beebok.info/br-1457251278/rebirth-of-a-red-boy-2.html>

Cliffs scatter hazy clouds, and green pines attract colorful phoenixes. The distant peaks are like screens, mountains around fairy caves. Geographic veins originate from the dragon and are used when there is a predestination

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### [PDF] Soul Reaper(2)

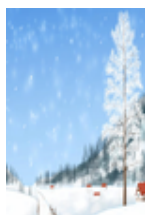


<http://new.beebok.info/br-1457264597/soul-reaver-2.html>

This secret is actually an introductory classic of a sect of alchemists, because it is the most elementary skill, and there is nothing to do with it. At most, nobody can guide it, but the key is that it is not a recipe for practice, but an introductory method of alchemy.

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### [PDF] Immortal heart(1)



<http://new.beebok.info/br-1457263042/immortal-heart-1.html>

In the hazy distant mountains, covered with a veil, the shadows are dim. In the misty clouds and smoke, several magnificent peaks stand steeply, suddenly far and near.

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## [PDF] Immortal heart(2)

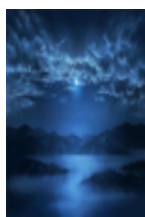


<http://new.beebok.info/br-1457263829/immortal-heart-2.html>

In the hazy distant mountains, covered with a veil, the shadows are dim. In the misty clouds and smoke, several magnificent peaks stand steeply, suddenly far and near.

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## [PDF] First arrest(1)

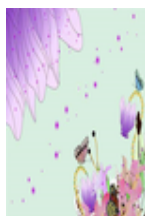


<http://new.beebok.info/br-1457139546/first-arrest-1.html>

On the rivers and lakes, if you are not only caught in the face of these "running dogs" of the court, but also struggle against it. So, if such a good name is passed on to the rivers and lakes, the people of the rivers and lakes will certainly praise you. It is not a pleasure for those...

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## [PDF] First born

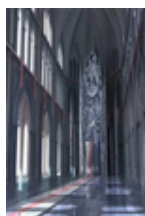


<http://new.beebok.info/br-1457248536/first-born.html>

The friend was very silver and tasteful, and later came to know how rich he was, a descendant of a royal family in Europe. The ring, as he said, was a treasure brought back by the elders of the family a long time ago

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## [PDF] Soul Reaver(3)

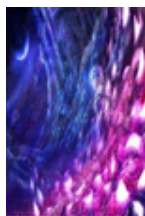


<http://new.beebok.info/br-1457262574/soul-reaver-3.html>

This secret is actually an introductory classic of a sect of alchemists, because it is the most elementary skill, and there is nothing to do with it. At most, nobody can guide it, but the key is that it is not a recipe for practice, but an introductory method of alchemy.

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## [PDF] Altar Immortals(2)



<http://new.beebok.info/br-1457111270/altar-immortals-2.html>

Halfway up the hill, a teenager in grey clothes was walking slowly down the rugged mountain road with a pile of dry wood on his back. As he walked, he took out a book from his arms and turned it over. He was gradually fascinated by it.

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## [PDF] Carry a zombie to repair Immortals(2)



<http://new.beebok.info/br-1457250965/carry-a-zombie-to-repair-immortals-2.html>

Close to a great river, the water transport is developed. So, although the town is not big, there are many shops, businessmen and travelers, revealing the prosperous scene everywhere.

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### [PDF] Carry a zombie to repair Immortals(1)

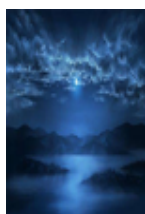


<http://new.beebok.info/br-1457244964/carry-a-zombie-to-repair-immortals-1.html>

Close to a great river, the water transport is developed. So, although the town is not big, there are many shops, businessmen and travelers, revealing the prosperous scene everywhere.

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### [PDF] First arrest(2)



<http://new.beebok.info/br-1457141755/first-arrest-2.html>

On the rivers and lakes, if you are not only caught in the face of these "running dogs" of the court, but also struggle against it. So, if such a good name is passed on to the rivers and lakes, the people of the rivers and lakes will certainly praise you. It is not a pleasure for those...

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### [PDF] Furacão Anitta

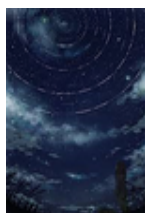


<http://new.beebok.info/br-1453894390/furacao-anitta.html>

Desde que deixou o Brasil inteiro babando com o Show das Poderosas, Anitta se tornou uma obsessão nacional. Seus clipes quebram a internet, jovens descolados copiam seu estilo e seus passos são seguidos por milhões de fãs, ávidos por qualquer...

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### [PDF] King of the immortal(2)



<http://new.beebok.info/br-1457257771/king-of-the-immortal-2.html>

Desperate, a white-clothed lady in the sky proudly, the only figure, but make the world colorless.

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