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JOSEPH O'CONNOR

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Programación Neurolingüística
para
Directivos

*La tecnología
del éxito
aplicada a la empresa.*

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PNL para directivos Ian McDermott, Joseph O'Connor, 1999 *PNL para Directivos* Mnica Prez de las Heras, 2016-09-03 A los profesionales se les contrata por sus capacidades intelectuales y se les despiden por su falta de habilidades emocionales Daniel Goleman Diriges una empresa un departamento un grupo de personas El mundo de hoy es tan competitivo que cualquier directivo necesita formarse continuamente para estar al día Por ello contar con herramientas como la Inteligencia Emocional y la Programación Neurolingüística PNL puede hacer que obtengas el éxito profesional Además de ser directora de distintas entidades a lo largo de mi vida profesional mi labor como formadora me ha llevado a conocer empresas de muchos tipos con dirigentes muy distintos He vivido con algunas empresas momentos de bonanza económica para pasar meses después a situaciones complicadas donde un Expediente de Regulación de Empleo ERE amenazaba a una gran parte de los trabajadores De todas las empresas por las que he pasado he aprendido muchísimas cosas tantas como yo he podido enseñar Y he comprobado la efectividad que la Inteligencia Emocional y la Programación Neurolingüística PNL tienen para mejorar la comunicación en las empresas y formar a directivos para que lleguen a ser líderes Quisiera encontrar en este libro Herramientas para mantener la serenidad en momentos difíciles gestionar tus emociones ante circunstancias complicadas conocer a tu equipo y hablarles a cada uno en su propio idioma un conjunto de instrumentos básicos para hacer más fácil tu profesión **PNL para formadores** Joseph O'Connor, John Seymour, 1996-11-15 Respuestas prácticas a los principales desafíos que afronta hoy la formación y también los medios para que cualquier formador pueda alcanzar la excelencia en su trabajo Quiénes diseñan o imparten seminarios y cursos ya sean abiertos al público o en el marco de una empresa encontrarán en este libro un manual indispensable que aborda desde un punto de vista eminentemente práctico todos los aspectos de la formación analizando el ciclo completo desde el diseño de cursos y seminarios hasta las habilidades necesarias para presentarlos en la práctica y por último la evaluación y el desarrollo de la formación La PNL se muestra aquí como una excelente herramienta para descubrir y transmitir las estrategias de aprendizaje y comunicación que distinguen a los mejores formadores y ofrece medios prácticos para alcanzar las habilidades de formación más eficaces **Directivos con inteligencia intuitiva** Sergio Raúl Ortiz Saucedo, 2022-11-11 En una época de cambio acelerado los esfuerzos empresariales están dirigidos a cumplir objetivos materiales en mayor medida que al bienestar y desarrollo de los integrantes de la organización La obra propone la comprensión y utilización de la energía que poseen los directivos para provocar positivamente a su equipo de colaboradores y elevar el desempeño organizacional con justicia y equidad El libro comprende siete capítulos con aspectos teóricos historias y ejercicios 1 los retos y tendencias del futuro empresarial 2 el concepto y características del potencial directivo 3 los fundamentos para impulsar el desarrollo humano dentro y fuera de la empresa 4 los principios para impulsar el potencial directivo y provocar lo mejor de las personas 5 la fórmula 6 el modelo para desarrollarlo y 7 prácticas para transformar y desarrollar la organización respectivamente Dirigido a empresarios consejeros profesionales ejecutivos

emprendedores personas interesadas en los negocios y estudiantes de diferentes disciplinas que tienen a su cargo o participan en grupos o equipos de trabajo y que en conjunto requieren planificar organizar actuar controlar y evaluar de manera estratégica para elevar su efectividad y alcanzar sus metas Incluye Semblanza realista de la naturaleza y papel que desempeñan actualmente los mandos medios y superiores en las empresas Ejercicio reflexivo sobre la misión personal de todos sus integrantes en la pirámide organizacional Metodología clara y práctica para gestionar acciones y concretar propósitos empresariales Modelo instrumental para aprovechar el potencial directivo *Coaching* Viviane Launer,2016-04-14 El coaching es un proceso que ayuda a las personas a realizar un cambio personal o profesional generando alternativas de actuación desafiando las creencias limitadoras los obstáculos y las interpretaciones anquilosadas que impiden el éxito En esta obra se desarrollan las competencias clave del coach según la Federación Internacional de Coaching ICF International Coaching Federation y se expone el marco teórico y las herramientas útiles para que el proceso sea exitoso la programación neurolingüística PNL el análisis transaccional AT la evaluación 360o etc además de una bibliografía básica de consulta La autora incluye ejemplos que nos acercan a los conocimientos y técnicas que ha adquirido en su amplia experiencia En esta séptima edición ampliada nos habla de las nuevas tendencias en el mercado del coaching y de las nuevas tecnologías y el coaching online Es una obra de gran valor para directivos y ejecutivos de empresas para responsables de formación y desarrollo para universitarios y futuros coaches y por supuesto para toda persona interesada en la materia **Prácticas de Coaching** Sylviane Cannio,Viviane Launer,2008-11 Viviane Launer y Sylviane Cannio revelan las técnicas y herramientas que facilitan la liberación del potencial y su reflejo en el desempeño laboral y en el equilibrio personal *Liderazgo neuroespiritual en acción* José Bisai, La mitad de la bibliografía sobre liderazgo elige un punto de vista eminentemente técnico científico La otra mitad un punto de vista humanista espiritual En cambio el liderazgo neuroespiritual propone una visión en la que convergen ciencia y espiritualidad para permitir el desarrollo integral de la persona y promover una eficiente capacidad de liderazgo Así el Liderazgo Neuroespiritual se presenta como un modelo transdisciplinario de influencia y persuasión Este nuevo diseño de liderazgo es aplicable a los diversos contextos laborales artísticos educativos políticos religiosos entre otros Fue desarrollado pensando en las personas que de una u otra manera ocupan posiciones de liderazgo independientemente de la organización que integren y sin que necesariamente ocupen un lugar de jerarquía social Personas que quieren construir una cultura única e irrepetible para su organización O que desean dirigir su vida con propósito cansados de que los días y los años se sucedan sin saber hacia dónde realmente quieren ir El liderazgo neuroespiritual le proporciona el conocimiento y las herramientas para que usted pueda determinar y aplicar los cambios que necesita su organización o usted mismo Se trata de un entrenamiento que requiere de un compromiso consciente y decidido puesto que genera la transformación de su propia vida y de su organización *Anatomía de la persuasión* Antonio Salcedo Fernández,2008-10 Se trata de una obra que aborda el fenómeno de la persuasión desde diferentes puntos de vista aun cuando se interesa en concreto por la persuasión face to face Es una

obra que por su marcado carácter ilustrativo y práctico se encuadra entre lo académico y lo divulgativo. Por ello se divide en dos partes: una primera parte más conceptual y una segunda parte más operativa. Partiendo de la los Clásicos griegos culmina su recorrido en las aportaciones que sobre la influencia personal o capacidad de persuasión nos aporta la psicología más actual. Su enfoque es ecléctico tomando lo mejor de perspectivas tan dispares como la PNL, la teoría cognitiva de las emociones o enfoques más conductistas como la asertividad. Su carácter práctico viene marcado por la profesión de su autor: consultor de empresas durante más de catorce años, aspecto que se refleja en los ejemplos que aparecen a lo largo de la obra. Por último cabe destacar que para facilitar el aprendizaje al lector la obra se vertebra en catorce fórmulas que pretenden resumir las claves de la comunicación persuasiva. Una obra de interés para todo tipo de públicos desde estudiantes a profesionales. El autor licenciado en Filosofía y Ciencias de la Educación y master en Dirección de Recursos Humanos y Executive MBA. Profesor y coach consultor de empresas ha escrito numerosos artículos en revistas especializadas.

PARTE I Capítulo 1 En un tiempo muy lejano Capítulo 2 Influencia persuasiva y cambio de actitudes Capítulo 3 Las variables del proceso persuasivo **PARTE II** Capítulo 4 ¿Qué es esa cosa llamada Programación Neurolingüística PNL? Capítulo 5 La mente a persuadir Capítulo 6 El proceso de persuasión de radio corto Capítulo 7 La calibración identificando patrones de funcionamiento Capítulo 8 La sintonización adaptándote a tu interlocutor Capítulo 9 El manejo de la palabra conduciendo a tu interlocutor

Banca comercial con talento Fernando Moroy Hueto, Daniel Primo Niembro, 2011-09. Teniendo en cuenta la especificidad del negocio bancario y la actual situación de mercados maduros con saturación de productos y de canales de distribución la eficiente gestión de la red comercial es sin duda uno de los vectores estratégicos básicos que distinguen a las entidades financieras ganadoras de las que se irán marchitando y se quedarán en el camino. La gestión óptima de la red de oficinas es consustancial al negocio de la banca comercial particulares y comercios, empresas y banca personal que sigue teniendo una excepcional importancia dentro de la cuenta de resultados de las entidades financieras. En una red comercial la autorregulación del gestor es necesaria pero no es suficiente. Se requiere un esquema vinculado a la planificación y gestión comercial de las oficinas con la inclusión de los más modernos parámetros que afectan definitivamente a personas, procesos y tecnología. La moderna dirección de red involucra el desarrollo de herramientas tecnológicas que ayuden en la planificación y gestión comercial de las oficinas al tiempo que debe combinar una excelente gestión de las personas a través de la cual se materializan dichas estrategias que se revalidan en las cuentas de resultados. El libro **Banca comercial con talento** trata de descubrir las claves para optimizar el desempeño comercial de una red de oficinas financieras a través de la industrialización y generalización de rutinas de buenas prácticas comerciales. Para ello además de repasar el actual mapa bancario y la evolución que han sufrido los clientes de las entidades financieras el libro profundiza en el conocimiento de los aspectos críticos de cualquier modelo comercial exitoso planteando los retos de futuro a los que se enfrentarán las redes de oficinas. Estos nuevos retos y riesgos incluidos los reputacionales no sólo vendrán de los competidores tradicionales sino de la aparición de nuevos

operadores que irrumpir n en este negocio Por todo ello el libro va dirigido tanto a profesionales que desempe en su labor en las reas comerciales de negocio y de marketing de entidades financieras como a estudiantes de titulaciones universitarias relacionadas con el mundo de la Econom a la Empresa el Marketing las Ventas ndice El sistema bancario espa ol un referente a nivel mundial El mapa bancario espa ol La banca multicanal Principales canales de venta Evoluci n en la gesti n del cliente bancario La gesti n comercial en la oficina bancaria Gesti n carterizada de clientes La red bancaria un reto de direcci n comercial La optimizaci n de las soluciones CRM un largo camino por recorrer Tendencias de futuro en la configuraci n de la oficina bancaria Bibliograf a *Nada es personal* Martha Isabel Saavedra,2020-04-01 Martha Isabel Saavedra ha dedicado m s de 35 a os de experiencia laboral en diferentes campos a estudiar a las personas y a comprender por qu sufren En este proceso y gracias tambi n a sus estudios en Programaci n Neuroling stica obtuvo el conocimiento para crear *Nada es personal* T cnica NEP en donde a trav s de veinti n pasos el lector recorre un camino de autodescubrimiento que le permite entender c mo alcanzar la ventana que le ayudar a ser feliz A trav s de diversas herramientas y ejercicios cada escal n de este viaje es un paso que crea consciencia sobre el comportamiento interno y sobre las reacciones externas para actuar en consecuencia *Nada es personal* T cnica NEP abre las puertas del interior para soltar y comprender que tenemos opciones frente a c mo nos afecta el comportamiento de los dem s y que nosotros tenemos el poder para cambiar la percepci n de los eventos del d a a d a *Delibros* ,2005-07 **Diario oficial de la federaci n** Mexico,2007 Diario oficial Mexico,2010 **Gesti n** ,2000 Bolet n bibliogr fico mexicano ,1997 **Bibliograf a espa o la** ,2003 El peque o libro de las grandes teor as del management : las 89 grandes teor as del management y c o mo aplicarlas Roc o Lorente Garc a ,Jim Mcgrath,Bob Bates,2014-10 Las 89 grandes ideas m s importantes del management procedentes de los m s reputados autores y especialistas para facilitar las tareas del d a de d a de empresarios directivos y profesionales *C o mo pensar bien* Daniel Al varez Lamas,2016-09-30 El autor relata c mo son los procesos mentales a partir de los que se generan los conflictos c mo se genera tanto el conflicto interno como externo y c mo ambos se retroalimentan Y a partir de esta doble perspectiva explica herramientas habituales de la PNL para facilitar la resoluci n de conflictos y generar soluciones creativas ¡DesESTRÉSate! Javier Carril,2012-01-24 Es una visi n integradora y global sobre un nuevo modo de afrontar la realidad compleja y estresante que viven las empresas y sus trabajadores a trav s de todo tipo de t cnicas tanto orientales como occidentales La principal aportaci n es la visi n de una empresa nueva con valores nuevos donde los profesionales alcancen su mayor nivel de productividad creatividad y al mismo tiempo de bienestar Este libro cubrir la necesidad acuciante que tienen millones de profesionales y directivos de tener herramientas pr cticas para controlar eficazmente su estr s y emociones negativas *Meeting* Inter-American Council for Education, Science, and Culture. Meeting,1983

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