

It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone

By Robin Dreeke

Despite the age-old saying, individuals everywhere still have a hard time realizing that it's not all about them. Robin Dreeke uses his research and years of work in the field of interpersonal relations and behavior to help readers focus on building relationships with others in "It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone". Dreeke has used the techniques listed in "It's Not All About Me" with skilled professionals within the law enforcement community as well as with sales professionals, educators and individuals across the country and world. He knows the information provided will apply to business professionals of all sectors, those just entering the workforce and those leading companies. "It's Not All About Me" offers readers a look into the human mind, explaining how it really works. From reading body language to massaging egos in order to learn more information, Dreeke provides techniques he's tested and mastered when it comes to building rapport with others. In some aspects, Dreeke's "It's Not All About Me" is about the individual and his wants, goals, desires and dreams. The 10 techniques covered in this guide will help readers achieve their goals by treating others well and placing communal wants and needs above individual ones. Dreeke believes the short and simple nature of his guide to building rapport makes the points easy to understand and adapt to one's life. ** Warning, the content of this book is so effective that the reader should think carefully about how it is used. Dreeke does not endorse or condone the malicious use of these skills. **

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It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone by By Robin Dreeke ebook read online.

pdetail:

- Sales Rank: #64970 in Books
- Brand: Brand: Robin K. Dreeke
- Published on: 2011-11-01
- Original language: English
- Number of items: 1
- Dimensions: 7.81" h x .23" w x 5.06" l, .24 pounds
- Binding: Paperback
- 102 pages

editorial:

About the Author

Although Robin always had aspired to become a great leader, he realized from his time at the United States Naval Academy and in the United States Marine Corps that leadership was much more than just telling people what to do: a great leader uses interpersonal skills to influence, rather than command, others. As a commander in charge of over 200 recruits and 16 drill instructors at Parris Island, South Carolina, Robin learned the fundamentals of leadership and influence. Upon entering service in the FBI in 1997, Robin began his journey as a behaviorist in the agency's efforts to thwart the effort of our country's adversaries. Throughout his life, Robin has received advanced training and experience in the area of social psychology and the practical application of the science behind relationship development. Robin's remarkable journey began as a 1992 graduate of the United States Naval Academy and former U. S. Marine Corps Officer. He has studied interpersonal relations for the past 27 years of his government service. Through observations of nonverbal behavior, use of the Personal Discernment Inventory, the Myers Briggs Type Indicator, and his own unique techniques, Robin has built highly effective tools for all aspects and stages of interpersonal communication. Robin has combined all these tools and techniques and created a one-of-a-kind formula for success with people. Today, Robin is a recognized expert, author, and gifted lecturer in the art of interpersonal communication. These skills are used every day in leadership, sales, human resources, and all relationships, both business and personal.

Disclaimer: The views and information expressed do not represent the views of the FBI.

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