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connections that have evolved over millions of years, so that we can become fully conscious beings, in control of ourselves and our destinies," writes one of America's top communication and speech coaches, Nick Morgan in the concluding chapter of his latest book, *Power Cues: The*

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comprehensive exploration of where and what determine the value of interactions [comma] for better or worse, In this exceptionally thoughtful and thought-provoking book, Morgan notes that our conscious minds can handle (i.e. process) about 540 bits of information per second whereas our

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and can be vocalized later even if the speakers are not aware of the concepts consciously.” ? Nick Morgan, Power Cues: The Subtle Science of Leading Groups, Persuading Others, and Maximizing Your Personal Impact. 0 likes.

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"It's time for us to take charge
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control of ourselves and our destinies," writes one of America's top communication and speech coaches, Nick Morgan in the concluding chapter of his latest book, Power Cues: The Subtle Science of Leading Groups, Persuading Others, and Maximizing Your Personal Development.

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does

What if someone
told you that your behavior was
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Nick Morgan, communications expert
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May 13, 2014, Harvard Business
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Explains how to use the unconscious mind to influence people, citing recent findings in brain and behavioral sciences as a way to use the hidden cues programmed into humans to apply and adjust leadership styles and directives.

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Do you remember the topic of the last speech you heard? If not, you're not alone. In fact, studies show that audiences remember only 10% to 30% of speech or presentation content. Given those bleak statistics, why do we give speeches at all? We give them, says communications expert

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Leading Groups Because they remain the most powerful way of connecting with audiences since ancient Greek times. But as we've evolved to a more conversational mode of public speaking, thanks to television, we have forgotten much of what the Greeks taught us about the nonverbal

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aspects of speech-giving: the physical connection with audiences that can create an almost palpable emotional bond. Morgan says this "kinesthetic connection" comes from truly listening to your audience—not just with your brain but with your body. In this book, he draws from more than 20 years as

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a speech coach and consultant, combining the best of ancient Greek oratory with modern communications research to offer a new, audience-centered approach to public speaking. Through entertaining and insightful examples, Morgan illustrates a 3 part process—focusing on content

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development, rehearsal, and delivery—that will enable readers of all experience levels to give more effective, passion-filled speeches that move audiences to action.

Nick Morgan shows how anyone can be an effective speaker by presenting

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an image of authenticity and respect for their audience, whether in a group presentation or a one-on-one conversation. He presents a four-step process, perfected in his teaching at Harvard, that enables the reader to use their own personal speaking style while becoming a more persuasive

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and charismatic communicator and leader. The basis of this process is the fact that when words and body language are in conflict, body language wins every time. This isn't easy to overcome, because normally body language is immediate, while the words lag slightly behind, and even a

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momentary conflict is perceptible to the audience. The key to success is to train your body language to unconsciously align with your message. The four steps: Form the attitude and intent to be open, and then let your body naturally express that intent. This feeling of openness

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will naturally affect the content of what you are saying, and it's that natural evolution that is at the heart of the process. Become connected to your audience. This creates a mutual energy, and you will naturally begin to think in terms of what the audience wants and needs in shaping your

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content. Ask yourself, what's my underlying emotion? Why does this matter to me? Becoming passionate about what you have to say naturally makes your audience care about it too. Really listen to the audience. Understanding their needs and reactions will enable you to direct your

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communication in mutually beneficial ways.

A Washington Post Bestseller Hello?
Are you there? Can you hear me?

Communicating virtually is cool, useful,
and ubiquitous. But whenever there's
a glitch with the technology or a

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message is unclear, we're reminded that the quality of human connection we experience in many forms of virtual communication is awful. We've all felt disconnected and bored in a video conference, frustrated that we're not getting through on the phone, or upset when our email is badly

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misinterpreted. The truth is, virtual communication breeds misunderstanding because it deprives us of the emotional knowledge that helps us understand context. How can we fix this? In this powerful, practical book, communication expert Nick Morgan outlines five big problems with

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communication in the virtual world--lack of feedback, lack of empathy, lack of control, lack of emotion, and lack of connection and commitment--sharply highlighting what is lost in our accelerating shift to a more virtual world. And he provides a clear path forward for helping us

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connecting better with others. Morgan argues that while virtual communication will never be as rich or intuitive as a face-to-face meeting, recent research suggests that what will help--and what we need to learn--is to consciously deliver a whole set of cues, both verbal and nonverbal, that

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we used to deliver unconsciously in the pre-virtual era. He explains and guides us through this important process, providing rules for virtual feedback, an empathy assessment and virtual temperature check, tips for creating trust in a virtual context, and advice for specific digital channels

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such as email and text, the conference call, Skype, and more. Whether you're an entrepreneur, an independent professional, or a manager in an organization that has more than one office or customers who aren't nearby, *Can You Hear Me?* is your essential communications manual for twenty-

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How understanding the signaling
within social networks can change the
way we make decisions, work with

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Leaders, and manage organizations.

How can you know when someone is bluffing? Paying attention? Genuinely interested? The answer, writes Alex

Pentland in *Honest Signals*, is that subtle patterns in how we interact with other people reveal our attitudes toward them. These unconscious

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social signals are not just a back channel or a complement to our conscious language; they form a separate communication network.

Biologically based “honest signaling,” evolved from ancient primate signaling mechanisms, offers an unmatched window into our intentions, goals, and

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values. If we understand this ancient channel of communication, Pentland claims, we can accurately predict the outcomes of situations ranging from job interviews to first dates. Pentland, an MIT professor, has used a specially designed digital sensor worn like an ID badge—a “sociometer”—to monitor and

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analyze the back-and-forth patterns of signaling among groups of people. He and his researchers found that this second channel of communication, revolving not around words but around social relations, profoundly influences major decisions in our lives—even though we are largely unaware of it.

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Pentland presents the scientific background necessary for understanding this form of communication, applies it to examples of group behavior in real organizations, and shows how by “reading” our social networks we can become more successful at pitching

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an idea, getting a job, or closing a deal. Using this “network intelligence” theory of social signaling, Pentland describes how we can harness the intelligence of our social network to become better managers, workers, and communicators.

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This instant classic explores how we can change our lives by changing our habits. NAMED ONE OF THE BEST BOOKS OF THE YEAR BY The Wall Street Journal • Financial Times In The Power of Habit, award-winning business reporter Charles Duhigg

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takes us to the thrilling edge of scientific discoveries that explain why habits exist and how they can be changed. Distilling vast amounts of information into engrossing narratives that take us from the boardrooms of Procter & Gamble to the sidelines of the NFL to the front lines of the civil

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Habit is an exception. Charles Duhigg not only explains how habits are formed but how to kick bad ones and hang on to the good.”—Financial Times

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FOREWORD BY GUY KAWASAKI

Presentation designer and
internationally acclaimed

communications expert Garr

Reynolds, creator of the most popular
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presentationzen.com — shares his experience in a provocative mix of illumination, inspiration, education, and guidance that will change the way you think about making presentations with PowerPoint or Keynote. Presentation Zen challenges the conventional wisdom of making "slide

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presentations" in today's world and encourages you to think differently and more creatively about the preparation, design, and delivery of your presentations. Garr shares lessons and perspectives that draw upon practical advice from the fields of communication and business.

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Combining solid principles of design with the tenets of Zen simplicity, this book will help you along the path to simpler, more effective presentations.

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Draws on cutting-edge research and the authors' work with Fortune 500 executives, politicians and Nobel Prize

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winners to demystify the human process of social evaluation while explaining how to build personal strength and kindness to win the admiration, respect and affection of others.

Think about the last time you tried to

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changing someone's mind about something important: a voter's political beliefs; a customer's favorite brand; a spouse's decorating taste.

Chances are you weren't successful in shifting that person's beliefs in any way. In his book, *Changing Minds*, Harvard psychologist Howard Gardner

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explains what happens during the course of changing a mind – and offers ways to influence that process.

Remember that we don't change our minds overnight, it happens in gradual stages that can be powerfully influenced along the way. This book provides insights that can broaden our

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