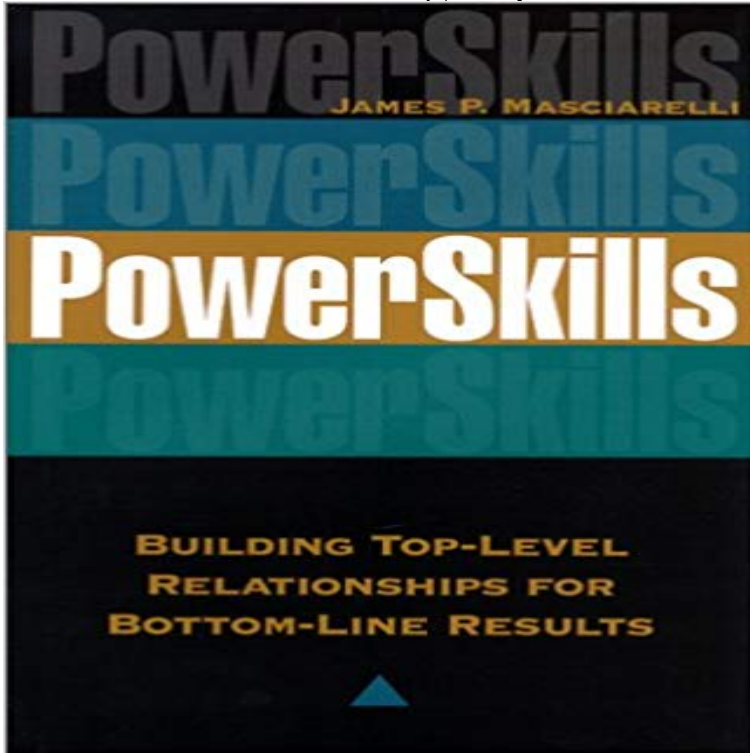


PowerSkills : Building Top-Level Relationships for Bottom-Line Results



Collaborative relationships open doors to markets and careers. Build the right ones, integrate and apply them, and they become assets for individuals, teams, and companies. In *PowerSkills: Building Top-Level Relationships for Bottom Line Results*, James P. Masciarelli demonstrates how leaders and professionals at every level can grow relationship-smart and produce spectacular business results. Based on interviews with over 10,000 executives, and on the authors own successful business practices, *PowerSkills* will provide you with a proven SYSTEM and five core skills: positioning, hunting, coaching, leading and farming to help you build the right business relationships for both personal and organizational effectiveness. With *PowerSkills*, you can: Develop a powerbase of key relationships. Have greater impact/broader influence. Leverage your time/accomplish more. Make better decisions. Enhance your professional/career development. Develop loyal customers and clients. Foster growth for yourself and others. Grow your business! *PowerSkills* will help you to map your goals, diagnose your personal development needs, develop powerful business strategies, take appropriate actions and track your progress. Apply the *PowerSkills*, and profit by putting the human touch back in business.

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