

Launching!



Launching takes all of the principles described in Jeffrey Hugh Newman's first two books, *Listening and Leading* and melds them into a compendium of skills to succeed as an effective leader, negotiator, marketer and businessperson. And, these skills are just as useful in the everyday world of family and friends. Professionals dedicate their school lives to learning a profession. They are taught the substantive knowledge necessary to be smart lawyers, doctors, accountants and businesspersons. Yet, there are scant few, if any, courses teaching the skills and techniques of marketing, leadership and negotiation. *Launching* will improve these skills and fuse the underlying tools and principles that need to be mastered in order to succeed, not just as a bright professional, but also on an even higher level as an effective marketer, leader and negotiator. What is needed is, simply, focus and practice. All of these can be mastered sufficiently to allow every professional to enhance performance. Each chapter in *Launching* addresses one or more skills, techniques and principles, and the methods of acquiring, enhancing and honing them. Perhaps not surprisingly, the skills and techniques focused upon and developed throughout *Launching* form a common foundation and are exhibited by all successful marketers, leaders and negotiators. By employing the principles and techniques laced throughout *Launching*, you will enhance and improve your craft in whatever profession you have chosen.

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