

DINOSAUR BRAINS



Dealing With All
Those Impossible
People At Work

ALBERT BERNSTEIN AND
SYDNEY CRAFT ROZEN



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Dinosaur Brains Albert J. Bernstein, Sydney Craft Rozen, 1989-03-20 This book will help you deal with your employees and co workers by giving you the keys to understanding the way their brains and yours work Using the metaphor of the dinosaur brain the authors detail a whole range of human responses dictated by a part of the human brain sometimes beyond our control They then show you what to expect from that part of the brain and how to be prepared for it including such problems as turf battles reflexive competitiveness and office courtship Outlines the rules of lizard logic and how to use them to your advantage *25 Role Plays for to Teach Negotiation* Ira Asherman, Ira G. Asherman, Sandy Vance Asherman, Sandy Asherman, 2004 25 Role Plays to Teach Negotiation contains exercises that will inspire you to think and act like a negotiation expert Select role plays by industry or by training objectives Build an entire workshop or supplement related training with a negotiation exercise *The Law of the Office* Karen Farrington, 2006-09-28 Working in an office can be dull The start time is always the same you can set your clock by the tea trolley lunch has a plastic taste to it and the last hour before knocking off time is by far the longest of the day Yet for the thousands of us locked into these administrative zoos it s a reality that can test the senses So it is not entirely surprising that the inmates of some of these zoos often behave like animals looking for trouble sensing frailty in others hungry for action permitting base instincts to prevail The law of the jungle can frequently be modified to apply to office workers with frequently hilarious results Here s an A Z to cover the law of the office covering everything from photocopying to groping choosing one s friends and using a clipboard **Powerful Professionals** Murray Hiebert, 2007-02-22 If you are a professional working in an organization this is the book you ve been waiting for Chock full of checklists dos and don ts models assessments worksheets and flowcharts this book is designed to help you market your skills sell your ideas and proposals secure client commitment to action establish 50 50 partnerships with managers establish powerful professional roles make client resistance work for you Using these skills effectively you will experience increased impact and career satisfaction while being viewed as a valued core member of your organization This practical down to earth how to book will become your constant reference It also offers you the unique opportunity to rate yourself against the world s largest database of client customer feedback With this book as your Success Guide turn your Expertise into Results

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