



Influencing Links

Summary of How to Win Friends and Influence People

www.westegg.com/unmaintained/Carnegie/win-friends.html

How to Win Friends and Win Them Over

www.4hb.com/08inceinfluencepeople.html

How Do You Influence questionnaire

www.ccl.org/leadership/pdf/publications/howdoYouInfluence.pdf

Listening Skills questionnaire

www.highgain.com/SELF/index.php

Are you assertive or aggressive? www.inc.com/articles/2000/04/18619.html

Get your point across without being rude - includes tips for authenticity

www.inc.com/articles/2000/07/19634.html

Dealing with breakdowns in communication

www.listeningway.com/rogers1-eng.html

Passion, People & Principles. How to be Intimate

www.Davidmaister.com/blog/125

Young Professionals: Cultivate the Habits of Friendship

www.Davidmaister.com/articles/1/47/

E-Booklet

Free E-Booklet containing Four articles on Active Listening

<http://www.mindtools.com/CommSkill/Mind%20Tools%20Listening.pdf>

Tutorial

The Essentials of Compassionate Communication

www.listeningway.com/cctutorial-1.html