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Relationship Management for Everyone MAYA Design, Incorporated,2003-01-01 Relationship management is a concept that has been manipulated and twisted to a point that its value has been lost to many companies Unlike recent fads Customer Relationship Management or even the more trendy eCRM or iCRM the approach outlined in this book doesnt require a massive underlying software installation or a staff that tracks every client contact In fact this book proposes that relationship management has nothing to do with technology and everything to do with vision and helping customers achieve things that they otherwise had no hope of achieving This book makes relationship management techniques accessible to everyone The techniques are not hidden behind technology forays ivory towers or the dungeons of unfinished projects Instead the techniques are presented as series of easily digestible sections Each section fits within a traditional 101401 training structure and is reasonably self contained You can find relevant materials quickly and use the book as a handy reference

Essential People Skills for Project Managers Steven W. Flannes, Steven W. Flannes PhD, Ginger Levin, Ginger Levin PMP, DPA, 2005-08 A Treasury of How to Guidance for Project Success People problems can really hurt your project causing delays eroding quality increasing costs and resulting in high levels of stress for everyone on the team Yet if you re like most project managers you ve never been taught the soft skills necessary for managing tough people issues Essential People Skills for Project Managers brings the key concepts of people skills into sharp focus offering specific practical skills that you can grasp quickly apply immediately and use to resolve these often difficult people issues Derived from the widely popular original book People Skills for Project Managers this new version provides condensed content and a practical focus Apply project leadership techniques with confidence Resolve conflicts and motivate team members Help a team recover after a critical incident Determine your team members personal styles so you can work more effectively with them You ll also learn how to apply people skills for a more successful career and life Discover how to manage stress personal and professional Learn proven methods for managing your own career Find out how to thrive in an atmosphere of change Essential People Skills for Project Managers Steven W. Flannes PhD, Ginger Levin PMP, DPA, 2005-08-01 A Treasury of How to Guidance for Project Success People problems can really hurt your project causing delays eroding quality increasing costs and resulting in high levels of stress for everyone on the team Yet if you re like most project managers you ve never been taught the soft skills necessary for managing tough people issues Essential People Skills for Project Managers brings the key concepts of people skills into sharp focus offering specific practical skills that you can grasp quickly apply immediately and use to resolve these often difficult people issues Derived from the widely popular original book People Skills for Project Managers this new version provides condensed content and a practical focus Apply project leadership techniques with confidence Resolve conflicts and motivate team members Help a team recover after a critical incident Determine your team members personal styles so you can work more effectively with them You ll also learn how to apply people skills for a more successful career

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