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# EFFECTIVE PSYCHOLOGY

## FOR MANAGERS

by Mortimer R. Feinberg, Ph.D.

Contains practical, down-to-earth techniques that can be put to work effectively in day-to-day business and personnel relations. A helpful working tool for the hands that hold the reins of management. Tells just how to coach, motivate, counsel, persuade and criticize others in order to get lasting results while at the same time earning the respect of subordinates. If your personal success is dependent on getting others to work as hard as you do, you can't afford not to read this book.

### **Effective Psychology For Sales Managers**

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