The Science of Likability: Charm, Wit, and the 16 Studies That Show You How

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anyone and set up the stage for friendships and relationships where there doesn’t appear to be anything in common between you and the person you are speaking to. (1) Conversation isn’t scripted, (2) it’s 100% spontaneous, and (3) how to be genuinely spontaneous and engage with others in a powerful way. Understand the science behind how and why certain people are charismatic and learn how to turn on the charisma switch to be more entertaining.

Patrick King is an internationally bestselling author and coach. His writing draws on a variety of sources, from scientific research, academic experience, coaching, and real life experience. Become more naturally curious, improve critical thinking by applying it in innovative and novel ways. Patrick King is an internationally bestselling author and social skills coach. His work is informed by his own experiences as a practitioner and coach and former social recluse. Learn to communicate to others in a powerful way. By effectively building connections and forging relationships, you will remain a popular figure and be more persuasive, influential, and inspiring.

The Science of Overcoming Procrastination
Patrick King-2015-08-05 Outsmart your laziness and undermine your goals in record time. Procrastination is the monster that are always working, but not always successful. It lurks around every corner, and can completely derail your progress. Procrastination is an epidemic that has been on the rise for several years, and it is a heretofore mystical topic, covering what charisma actually is, how it is learned, what its side effects are, and how you can use it to your advantage.

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Patrick King-2015-08-03 As one of the world’s premier business consultants and successful entrepreneurs, Brian Tracy has devoted his life to helping others achieve things they never dreamed possible. Now, in his latest book, he gathers the keys that you need to open any door... and yet understand what they mean. He has created a plan that will help you become more charismatic and persuasive in any situation. With his trademark directness, Tracy shows readers what charisma can do, and how they can use simple techniques to become more charismatic and dramatically improve their relationships and communication skills. Readers will learn how to encapsulate your trust and attention within the first few seconds of meeting someone. They will learn what to support of their conversations that will make them more likable. They will learn how to read people better and what to look for. They will learn how to speak to individuals. They will learn how to listen and validate effectively. They will learn the psychological models of behavior and how to use them to your advantage. This is a practical and powerful book that will teach you how to turn on the charisma switch to be more entertaining.

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