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logical arguments
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Manager is more aware of their employees, but it wouldn't be correct to say that the persuasive style of management is more inclusive of employees. Just as there are occasions where the use of an autocratic management style would be

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appropriate, there are also instances where a company will benefit from a persuasive management style.

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without becoming
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promises, being
reliable and taking
responsibility, being
sincere, genuine, and
honest, knowing
their subject, and
believing in it,

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building rapport, and being entertaining, as well as not arguing and providing solutions that work.

The key skills for successful persuasion, then, are pretty wide.

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Title: The Persuasive

Project Manager:

Communicating for
Understanding

Author: Dr. Bill

Brantley, PMP, PMI-

ACP Publisher: Self-

published List Price:

US\$14.99 (Amazon)

Format: Paperback,

87 pages Publication

Date: 2019 ISBN: 13:

9781795728492

Reviewer: Mary Jane

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Manager Review Date:

September 2019

Introduction Dr.

Brantley describes
why he wrote this
book: “ In [...]

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your way of thinking
without forcing them
to or without
coercion is incredibly
beneficial. If you are a
manager or leader,
you need to be able
to show people that

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Manager
you know what you
are doing and
motivate them to
work in a productive
manner.

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A persuasive letter is
a communique that is
drafted by a person
to another party to

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Manager consider his point of view or give his course some worth considering. This letter is utilized by persons from all walks of life. A student in a school may draft it to persuade the school to drop corporal punishments, for instance.

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Willingness of the audience, and the environment in which the speech is given, all affect the success of a persuasive speech.

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