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Chapter 1 : The Most Dangerous Business Book You'll Ever Read by Gregory Hartley

Filled with case studies of strategies in action and fascinating insights from Hartley's two careers in interrogation and business, The Most Dangerous Business Book You'll Ever Read is a gripping and practical guide to winning business battles.

Many of the strategies that glean intelligence and lead to victory in cold and hot wars can also be used to execute mergers, target and acquire top talent, and mobilize teams to create new business initiatives. The trick is in knowing exactly how to apply intelligence tactics to the business arena. Gregory Hartley has taken the behavioral knowledge and hard analysis that made him an interrogation expert for the U. Army and shaped them into a set of strategies that have launched his success in the business world. These skills and his time-tested tactics will help you: Greg and Maryann explain the skills needed to accurately assess people and relationships to enhance success and avoid failure. Sort like a Profiler. Question like a Polygrapher. Network like a Spy. The Brain of a Spy. Interview like an Interrogator. Tools of Interviewing Job Candidates. Turning around a bad meeting. Close a Deal like a Hostage Negotiator. Reading body language in negotiation. Research like an Analyst. Matching audience and packaging. Decide like a SEAL. Team-Build like Special Ops. Mechanics of Team Leadership. Backbone or No Backbone.

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Chapter 2 : Editions of The Most Dangerous Business Book You'll Ever Read by Gregory Hartley

Hone your skilled strategy to a razor's edge utilizing classes from army and civilian intelligence. The Most Dangerous Business Book You'll Ever Read brings experience from army and civilian intelligence operations into your business life.

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The Most Dangerous Business Book You'll Ever Read features former Army interrogator Gregory Hartley's unique system of profiling, formula for persuasion, and framework for establishing expertise quickly. Gregory makes his system concrete with case studies, tables, diagrams, and more.

Chapter 4 : The Most Dangerous Business Book You'll Ever Read

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