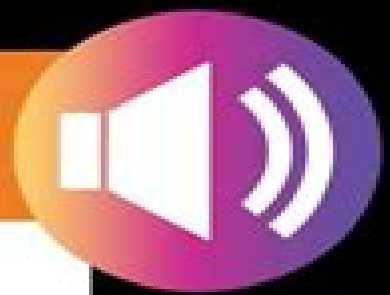
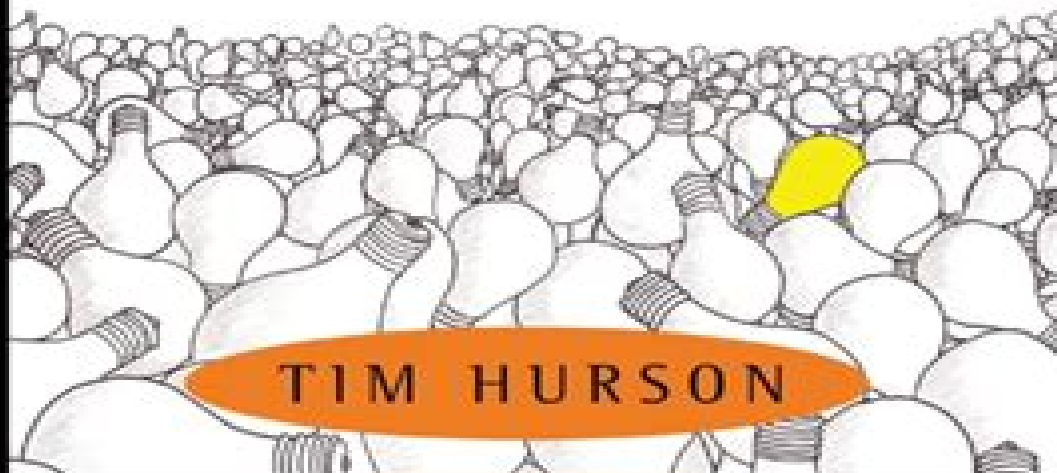


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PRODUCTIVE THINKING



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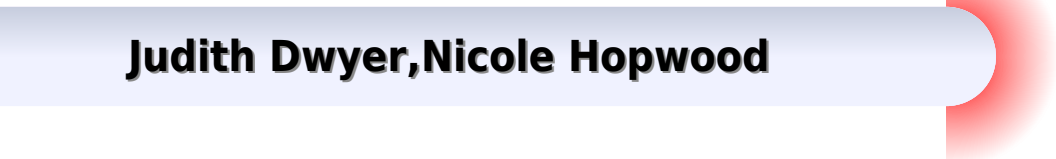
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TIM HURSON

Think Better Tim Hurson

Judith Dwyer, Nicole Hopwood



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current techniques analyze them and re assemble them in a dynamic way The authors include practical advice mixed with helpful anecdotes to build mutually productive relationships between seller and client including The Rashomon Effect which teaches readers how to bridge the gap between different perspectives The Hitchcock Method which offers readers strategies on developing a script about themselves their company and their products The Sales Conversation a three step structure to explore the client s needs establish credibility and deliver value Tim Hurson is the founding partner of Manifest Communications one of North America s leading social marketing agencies He launched ThinkX Intellectual Capital in 2004 and is the author of Think Better An Innovator s Guide to Productive Thinking Tim Dunne is a consulting partner with ThinkX KnowInnovation and New Improved firms that offer leadership innovation and sales training to companies worldwide **The Canadian Who's who** ,2000 **Think Better** Tim Hurson,2007 *THINK BETTER*( HardCover) TIM HURSON,2009-01-05 Think Better Ulrich L. Lehner,2021-11-16 In a world dominated by half truths illogic and intellectual laziness Think Better helps readers understand what reason is and how to use it well Reason is a powerful tool not only for finding our way in an increasingly complex world but also for growing intellectually and emotionally This short accessible volume unlocks the dynamics of human reason helping readers to think critically and to use reason confidently to solve problems It enables readers to think more clearly and precisely about the world and it tackles a number of profound philosophical questions without getting bogged down with jargon Topics include knowledge identity leadership creativity and empathy Written in an accessible style that integrates philosophy illustrations personal anecdotes and statistical data this book is well suited for use in undergraduate classical school and home school contexts It is an invaluable guide for anyone interested in gaining better reasoning skills and a more rational approach to life

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