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Alan Fensin

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Turn conflicts into opportunities for financial gain. Behavior-analysis expert Alan Fensin recognizes that conflicts are inevitable in life, but strong people skills and knowledge of human nature guarantee success. This book reveals how to use every encounter to build the good relationships crucial to business success. He also explains how changing onei; ½s relationship with money can increase onei; ½s income. Readers will even learn the principals of Tai Chi necessary to use other people�s aggressive forces to neutralize situations and achieve their goals.



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