



# Introducing NLP: Psychological Skills for Understanding and Influencing People (Neuro-Linguistic Programming)

*Joseph O'Connor, John Seymour*

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*Introducing NLP* by Joseph O'Connor, a leading international NLP trainer and the author of *NLP Workbook*, offers the practical skills used by outstanding communicators. Excellent communication is the basis of creating excellent results. NLP skills are proving invaluable for personal development and professional excellence in counseling, education and business.

*Introducing NLP* includes:

- How to create rapport with others
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