



L.E.T. Líderes Eficaz y Técnicamente Preparados (Spanish Edition)

Thomas Gordon

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Como líder, usted sabe que toma más que habilidad técnica y entendimiento de los negocios para ser exitoso el medio global actual.

El clima emocional que usted cree con su equipo de trabajo es aún más importante. Como el líder, usted es el elemento decisivo. Su habilidad para comunicarse y lidiar con el conflicto eficazmente es esencial tanto para su éxito personal, como para el de su compañía.

L.E.T. es un modelo desarrollado por el Dr. Thomas Gordon, que le enseñará un conjunto de habilidades de comunicación interpersonal y resolución de conflictos, concreto, específico y probado, que le ayudará a crear un clima positivo: un clima que contribuirá a una mayor productividad, eficiencia y realización.

El entrenamiento L.E.T. del Dr. Gordon ha sido el programa principal en más de 1,000 organizaciones alrededor del mundo, incluyendo varias compañías Fortune 500. Los métodos y habilidades que han probado ser esenciales para tantos líderes, también trabajarán para usted.

L.E.T. le provee habilidades específicas para que pueda:

- Hacer que la gente trabaje con usted, no sólo para usted,
- Resolver conflictos entre las necesidades de los individuos y las de las organizaciones
- Motivar a los miembros de su equipo para trabajar independiente y responsablemente
- Evaluar el desempeño de otros (o manejar su conducta inaceptable) sin crear resentimiento o dañar la autoestima
- Hacer las reuniones más productivas, pasar de la palabra a la acción, acelerar la toma de decisiones y garantizar el seguimiento
- Promover el trabajo en equipo, tomar ideas creativas de los miembros del equipo y resolver estancamientos
- Disminuir luchas de poder e incrementar su influencia en sus superiores
- Tener una mayor productividad en su organización

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