



The Language of Success: The Confidence and Ability to Say What You Mean and Mean What You Say in Business and Life

Kim Wilkerson, Alan Weiss

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The Language of Success provides pragmatic and practical advice on how to harness the power of language in business and in life. Influencing for results, creating a culture of intelligent inquiry, utilizing critical questioning skills, and managing critical situations are all integral to success in any setting. The concepts, skills, and techniques to achieve results are applicable whether in the office or with family or friends. In this day and age of intense focus on engagement, commitment, and most significantly, results achieved, the readers will benefit by learning thought-provoking key principles, applicable practices, and techniques to leverage and ensure success with the language they use every day.



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