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Implementing Sales Knowledge
Book Review

Coaching with NLP
Joseph O'Connor

Reviewed by Rae Stephenson

Coaching with NLP is an insightful and useful read for front line managers, leaders and trainers. Coaching is about exploring potential and unleashing the power of the individual and this book offers practical examples of how to do this. Again it's not for the faint-hearted, but as with the NLP workbook you can dip in and out of this book as need arises.