



Communicating for results: A guide for business and the professions

Cheryl Hamilton

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COMMUNICATING FOR RESULTS, 4th Edition, draws on case studies and research, from the management and communications fields, to provide students with the basic concepts and techniques necessary to communicate in business today. Packed with practical information on communication strategies in business, the text covers listening and interpersonal skills before moving on to small group communication and informative and persuasive presentations.

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