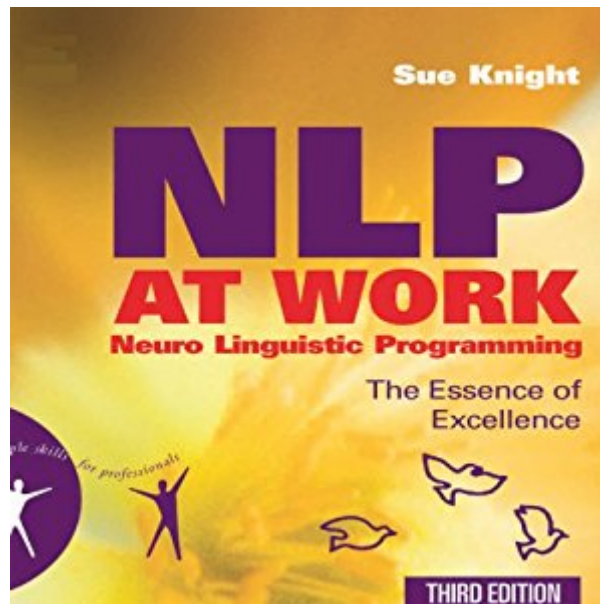


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# NLP At Work: The Essence Of Excellence, 3rd Edition (People Skills For Professionals)



## Synopsis

Since the first edition, NLP at Work has pioneered the use of neurolinguistic programming (NLP) in the business world to improve communication, negotiation, teamwork, and influence. With more 100,000 copies sold and now in its third edition, NLP at Work is a clear and comprehensive introduction to using NLP in the workplace, with a unique personal style and approach.

## Book Information

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## Customer Reviews

Generally speaking I only review books if I find the material compelling enough to make a difference in my life. I know this book will be the difference that will make a difference as Gregory Bateson would say. I've read a lot of material over the years pertaining to NLP including the classics from the co-creators and a few more from other such dignitaries including Dilts, O'Connor, Andreas and Faulkner, but this book now sits on my desk as a dog eared manual. I bought this book when it was first published many moons ago and it was far better than any of the actual training materials I received when I first did my practitioner course. What you'll find if you choose to buy this book is that there is no ambiguity, no fluff, just solid explanations, loads of how-to's and a little background knowledge along the way. What I'm really impressed about is how the information is packaged and presented in a lovely linear format, just a shame that I've defaced the book with highlighter and page markers, but that's what a book like this is for. As a sales coach, trainer and facilitator of my own trainings to the corporate market place, this book would not be out of place as a communication bible for any in-house training team. If you're a copywriter/editor, you'll find plenty of magic to woo your readership with, if you're in sales you'll find ways to fine tune your communication style, in fact

there is something for everyone in this book. My only caveat to buying this book is this; only buy if you are going to read, digest, practice and refer back to...otherwise you're just wasting your time and money as this book deserves to be in the hands of people who want to empower themselves in the real world not just inside their head.

'NLP at Work' has been my NLP Bible for years and the third edition has even more to offer. The additions around using metaphor, clean questions, time and humour make this book feel so NOW and relevant to where NLP is today. The 3rd edition is a must to anyone new to the subject and also to those seasoned practitioners. Get it if you want to understand NLP in a clear non-jargon way and discover how NLP is already a part of who you are and what you do. It truly delivers what it promises. The summaries, checklists and case-studies also make it a fantastic aid to those formally studying NLP.

NLP At Work has been my personal and business guide for the past 8 years and this third edition has moved right up to date with its addition of sections on clean questions and humour in particular and a revised and modern layout. What makes NLP At Work so effective is that it provides the tools and templates which prove the maxim that "people will often forget what you say, forget what you do, but never forget how you make them feel." There is a technique to getting the most from it which I commend to all readers - read each chapter, reflect, do the exercises and re-read the chapter. Sue Knight's writing is deceptively simple, but each time I read a chapter over again I extract a new perspective, new learning. Treat the book if you must as a 'Cook's Tour' of NLP, but you will gain far more if you regard it as a wonderful atlas that takes you on a journey of discovery. This book has helped me play my part in growing a multi-million dollar business: the best £15 I ever spent!

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The Book "NLP at Work" is a trigger of what I am today. I love the structure and thought provokers in each chapter. The question, "What is important to you about what you do and what values do you communicate to others by doing what you do?"... helped me reflect deeply to open my thoughts and now clear about my values towards life. I am blessed to read, live and experience NLP. Sue Knight's personal experiences and examples are interesting and mind-boggling for me in a way to connect the concepts at various level. References in each chapter gave me an opportunity to explore more on the subject. "NLP at Work" is an evidence of Sensory Rich Language and a treasure for my life. Having read NLP at work and attended Sue Knight's training, I find Sue Knight

as a wonderful person who lives and celebrate excellence all the time.

I happened to come across this book in one of the workshops I had attended sometime ago. The workshop was good in its own way ofcourse but after sometime I needed to refresh myself with what I had learnt. I went through this book at that stage and found it exceptional for the reason that there is clarity of thought in the subject by the author. The topics are complicated but have been simplified by the author in the manner she connects and also by the simplicity of the approach. There is a saying that if you know something and if you are able to explain it to a six year old child, then you actually know it. The author has done this in this book. I think this should sum up the book...

Well written, thought-through, pedagogic, relevant and inspiring. A great map reference for communication with yourself and others! A great choice before, during and after NLP training and practise.

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