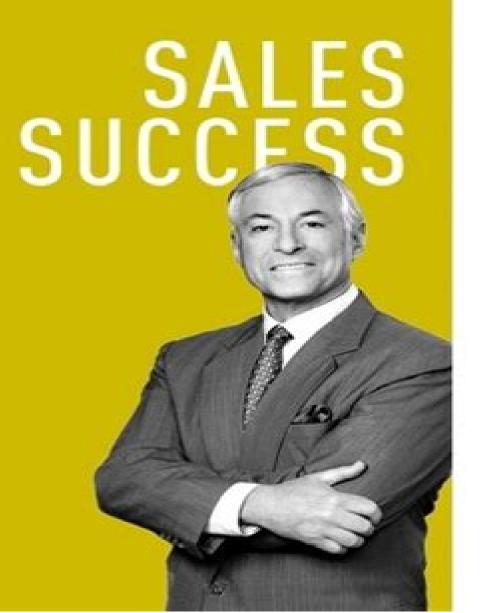
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guesswork in the two most important tasks you face as a manager Hiring and firing are difficult to get right and potentially costly to get wrong both for your career and for the business Hiring Firing is the indispensable guide you absolutely must have by your side Business expert Brian Tracy breaks down the simple but powerful strategies you can use to both bring stronger employees on board and weed out those not up to par By learning to implement these techniques that Tracy can testify firsthand to the effectiveness of you will make better leadership decisions that positively effect you and the business In Hiring Firing you will be able to Write appealing and accurate job descriptions Use the law of three in interviews to find suitable candidates Ask the right questions Probe past performance Listen for the questions that indicate interviewees are qualified and serious Provide clear direction and regular feedback De hire gracefully and more At best hiring and firing are key to improving your team and reaching your goals Bringing on and letting go of the wrong people wastes company time and money while also reflecting poorly upon you At worst it could be crucial for the business in several ways Hiring Firing will ensure that you make the right decisions **Creativity and Problem Solving (The Brian Tracy Success Library)** Brian Tracy, 2014-10-15 The hallmark of an exceptional career is the ability to devise innovative solutions for work challenges Therefore creative thinking skills are vital for your professional advancement Recent research has revealed a direct causality between ideas and profitability which means that in today s competitive and technology rich work environment the most crucial element separating an extraordinary career from an ordinary one is creative thinking skills As one of the world s premiere success experts Brian Tracy knows anyone can become more creative by practicing with a few helpful tools This concise easy to read book guides you to immediately begin generating a stream of productive ideas In Creativity Problem Solving Tracy reveals 21 proven techniques that will help you Stimulate the three primary triggers to creativity Inspire a creative mindset in staff through recognition rewards and environment Use methods to solve problems improve systems devise new products and come up with fresh exciting marketing angles Ask focused questions to generate elegant solutions Understand the difference between mechanical and adaptive thinking Rigorously evaluate new ideas without shutting down the creative impulse Containing mind stimulating exercises and down to earth strategies Creativity Problem Solving will help you tap into the root source of their own intuitive genius and gain the winning edge they ve been missing all this time

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Table of Contents Sales Success The Brian Tracy Success Library

- 1. Understanding the eBook Sales Success The Brian Tracy Success Library
 - The Rise of Digital Reading Sales Success The Brian Tracy Success Library
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Sales Success The Brian Tracy Success Library
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sales Success The Brian Tracy Success Library
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Sales Success The Brian Tracy Success Library
 - Personalized Recommendations
 - Sales Success The Brian Tracy Success Library User Reviews and Ratings

- Sales Success The Brian Tracy Success Library and Bestseller Lists
- 5. Accessing Sales Success The Brian Tracy Success Library Free and Paid eBooks
 - Sales Success The Brian Tracy Success Library Public Domain eBooks
 - Sales Success The Brian Tracy Success Library eBook Subscription Services
 - Sales Success The Brian Tracy Success Library Budget-Friendly Options
- 6. Navigating Sales Success The Brian Tracy Success Library eBook Formats
 - o ePub, PDF, MOBI, and More
 - Sales Success The Brian Tracy Success Library Compatibility with Devices
 - Sales Success The Brian Tracy Success Library Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sales Success The Brian Tracy Success Library
 - Highlighting and Note-Taking Sales Success The Brian Tracy Success Library
 - Interactive Elements Sales Success The Brian Tracy Success Library
- 8. Staying Engaged with Sales Success The Brian Tracy Success Library
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sales Success The Brian Tracy Success Library
- 9. Balancing eBooks and Physical Books Sales Success The Brian Tracy Success Library
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sales Success The Brian Tracy Success Library
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Sales Success The Brian Tracy Success Library
 - Setting Reading Goals Sales Success The Brian Tracy Success Library
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sales Success The Brian Tracy Success Library
 - Fact-Checking eBook Content of Sales Success The Brian Tracy Success Library
 - Distinguishing Credible Sources

- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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