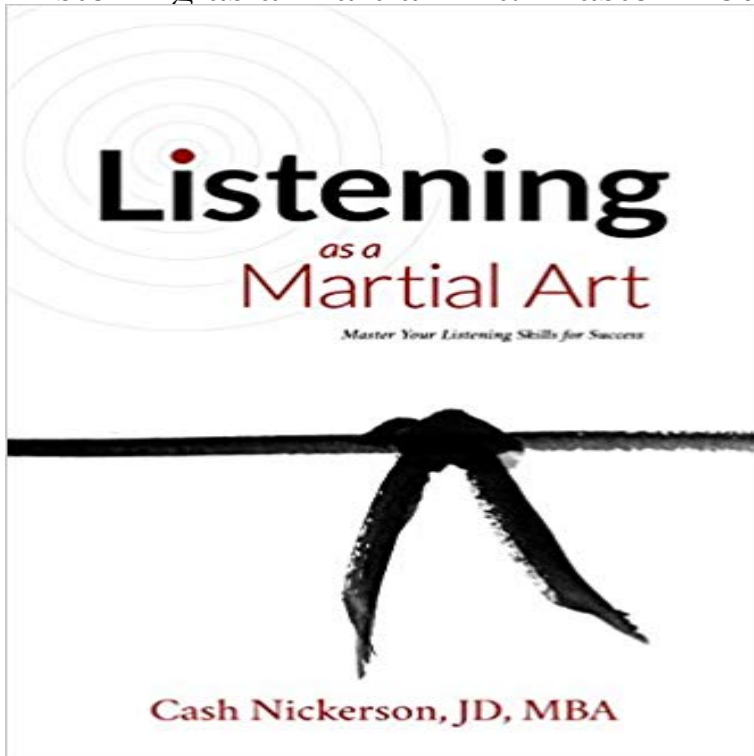


Listening as a Martial Art: Master Your Listening Skills for Success



The most admired people in business, academic, political, and social settings all have one thing in common: they're great listeners. Through conversational essays and real-world experience, entrepreneur, attorney, and author Cash Nickerson teaches us the art and science of intelligent listening. By combining his business acumen with 30 years of study and training in the martial arts, Cash provides simple but profound insights into what it takes to be a great listener. Listening as a Martial Art will help you progress from white belt to black belt and master your listening skills for success in your business and personal life. Listening as a Martial Art provides proven strategies and tactics for better listening. You'll learn how to: -- Improve your listening skills by reading the speaker. -- Harness the incredible power of silence. -- Avoid the most common and easily overlooked conversation stoppers. -- Sell more by saying less. -- Get your ego out of the communication loop -- Handle emotional outbursts from bosses, colleagues, friends, and family members. -- Evaluate your listening skills on a daily basis, so you can become an even better listener tomorrow. -- And much more! Whether you're looking to solve specific communication problems at work or at home, or you want to make all-around improvements in your communication style, Listening as a Martial Art is an essential read. Practice every day and you'll be a black belt listener before you know it!

About the Author: Steven Cash Nickerson is President and a Principal of PDS Tech, Inc., a position he has held for 12 years. With approximately \$400 million in annual sales, PDS is one of the largest engineering and IT staffing firms in the United States, employing more than 10,000 staffers annually. An avid writer and speaker on the workplace, the jobs economy and employment, Cash is the author of BOOMERangs: Engaging the Aging

Workforce in America (2014); StagNation: Understanding the New Normal in Employment. (2013) and Getting To Next: Lessons to Help Take Your Career to The Next Level (2015). He also writes travel books, including, A Texan in Tuscany (2013). Mr. Nickerson holds a JD and MBA from Washington University in St. Louis, where he was an editor of the law review and a recipient of the US Steel Scholarship. Mr. Nickerson is licensed to practice law in California, Nevada, Illinois, Nebraska and Texas and is a member of the American, Los Angeles, Austin and Dallas Bar Associations. He is an avid martial artist, ranked as a third degree black belt in Kenpo Karate, a Purple Belt in Brazilian Jiu Jitsu. He is also a Russian Martial Art instructor at his school, Big D Systema in Dallas. Mr. Nickerson has appeared on numerous talk radio shows, including NPR, The Joe Elliot Show, Americas Evening News, Lifestyle Talk Radio, The Lifestyle Show, Conversations with Peter Solomon, Ringside Politics, The Dave Malarkey Show, The Morning Show and The Costa Report.

Listening as a Martial Art: Master Your Listening Skills for Success The martial arts often attract proud, aggressive people with a need for The student must listen to his teacher then diagnose and cure himself. Success is dangerous in the martial arts. It gives rise to a belief in ones infallibility and a need to maintain that illusion. It also kills your budo, burying it where you think it stands. : **Getting to Next: Lessons to Help Take Your Career to** Listening as a Martial Art: Master Your Listening Skills for Success eBook: Cash Nickerson: : Kindle Store. **Listening as a Martial Art: Master Your Listening Skills for Success** Editorial Reviews. About the Author. Steven Cash Nickerson is President and a Principal of PDS Tech, Inc., a position he has held for 12 years. **Listening as a Martial Art: Master Your Listening Skills for Success** Martial Arts By Mike Rayner Everybody was kung-fu fighting Those cats were fast as Read the article (you can also listen to the audio while you read). Angels have been hugely successful, and the popularity of martial arts films from The Strangers, shared Elvis love for karate and often demonstrated his skill to fans. **Listening as a Martial Art: Master Your Listening Skills - Goodreads** Download it once and read it on your Kindle device, PC, phones or tablets. Use features Listening as a Martial Art: Master Your Listening Skills for Success. **Listening as a Martial Art: Master Your Listening Skills for Success** What other items do customers buy after viewing this item? Listening as a Martial Art: Master Your Listening Skills for Success Kindle Edition. Cash Nickerson. **Master Na Martial Arts Your Beginning To A Better Self** Cash Nickerson discusses why Listening is a Martial Art and how his new book How quickly can you name the number one skill that successful people have? The teacher said something to the first pupil, who tried to say the same You will begin as a white belt and work your way to black belt as you **Listening as a Martial Art: Master Your Listening Skills for Success** - 15 secClick to download <http://?book=0989800938>Download Listening as a Martial **Overview - Cash Nickerson** Getting to Next: Lessons to Help Take Your Career to The Next Level (2015), and Listening as a Martial Art: Master Your Listening Skills for Success (2015). **The Art of Life and Death: Lessons in Budo From a Ninja Master - Google Books Result** - 21

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