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# Persuasion:

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# **Persuasion The Art Of Influencing People James Borg**

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Hacking the Human Ian Mann,2017-11-28 Information security is about people yet in most organizations protection remains focused on technical countermeasures The human element is crucial in the majority of successful attacks on systems and attackers are rarely required to find technical vulnerabilities hacking the human is usually sufficient Ian Mann turns the black art of social engineering into an information security risk that can be understood measured and managed effectively. The text highlights the main sources of risk from social engineering and draws on psychological models to explain the basis

for human vulnerabilities Chapters on vulnerability mapping developing a range of protection systems and awareness training provide a practical and authoritative guide to the risks and countermeasures that are available There is a singular lack of useful information for security and IT professionals regarding the human vulnerabilities that social engineering attacks tend to exploit Ian Mann provides a rich mix of examples applied research and practical solutions that will enable you to assess the level of risk in your organization measure the strength of your current security and enhance your training and systemic countermeasures accordingly If you are responsible for physical or information security or the protection of your Сила убеждения. Искусство business and employees from significant risk then Hacking the Human is a must read оказывать влияние на людей Джеймс Борг, 2015-08-03 Reflections on performance at work Brian Groves, 2014-04-04 Personal Performance Potential at Work Brian Groves, 2015-07-13 By approaching workplace performance from the perspective of the theatre my previous books2 have attempted to illustrate the connection between work and the world of drama and dramatic texts Here now the emphasis is on performance at work borrowing in many instances as we shall see from the theatre for the sake of satisfying an audience comprised of our stakeholders That we are all performing at any moment is a noted idea With the increasing presence of surveillance cameras in many towns and cities today we are indeed almost continually in the spotlight That said personal performance in this book relates to our intentional actions as opposed to activities merely performed as habits or reactions to stimuli deriving from external sources Focusing on performance potential and the workplace certain ideas were originally produced as material for my personal blog3 over the Making It Lou Gimson, Allison Mitchell, 2009-08-20 Many period June 2013 June 2014 Excerpted from the Introduction women have great dreams about owning their own business yet sadly it often remains just a dream The reason All too often it s simply lack of confidence and self belief that lets them down and a feeling of being too far removed from the famous women entrepreneurs of today and unable to compete on that level In truth though there are thousands of women out there who are just like them but who do own a business and are living their dreams on a scale they choose successfully mixing home lives with a business and feeling fulfilled Making It is a compilation of inspirational women's start up stories that lets you share their accounts of how the businesses came to be as well as the highs and lows that came along the way Packed full of hints and tips from the real life experts this book is guaranteed to inspire anyone towards achieving their goal and with the powerful NLP exercises included you ll be able locate your strengths and weaknesses and build up exactly the right attitude for success

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