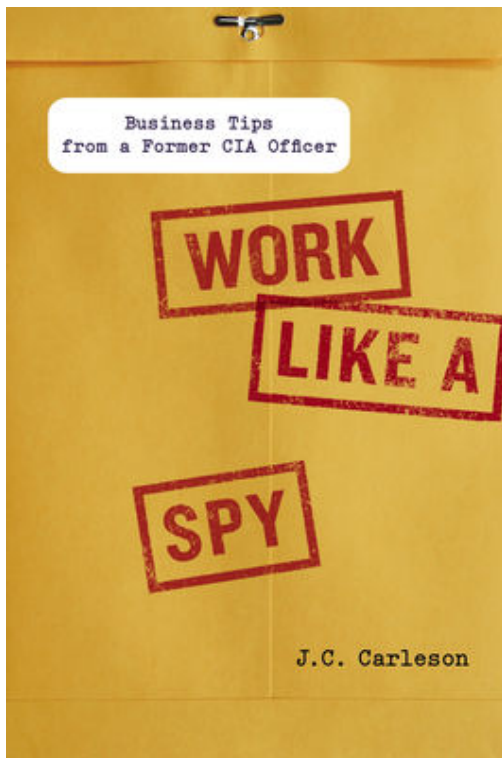


Work Like a Spy Scaricare Libri J. C. Carleson (PDF, ePub, Mobi) Gratuito



"The book you are holding will fundamentally change the way you look at the collection, compartmentalization, analysis, distribution, application, and protection of intelligence in your business. J. C. Carleson's presentation of years of spy tradecraft will make you a more effective force within your organization."

—James Childers, CEO, ASG Global, Inc.

When J. C. Carleson left the corporate world to join the CIA, she expected an adventure, and she found it. Her assignments included work in Iraq as part of a weapons of mass destruction search team, travels throughout Afghanistan, and clandestine encounters with foreign agents around the globe. What she didn't expect was that the skills she acquired from the CIA would be directly applicable to the private sector.

It turns out that corporate America can learn a lot from spies—not only how to respond to crises but also how to achieve operational excellence. Carleson found that the CIA gave her an increased understanding of human nature, new

techniques for eliciting information, and improved awareness of potential security problems, adding up to a powerful edge in business.

Using real examples from her experiences, Carleson explains how working like a spy can teach you the principles of:

Targeting—figuring out who you need to know and how to get to them
Elicitation—a subtle way to get the answers you need without even asking a question
Counterintelligence—how to determine if your organization is unwittingly leaking information
Screening—CIA recruiters' methods for finding and hiring the right people

The methods developed by the CIA are all about getting what you want from other people. In a business context, these techniques apply to seeking a new job, a promotion, a big sale, an advantageous regulatory ruling, and countless other situations.

As Carleson writes, "In a world where information has a price, it pays to be vigilant." Her book will show you how.

Título	:	Work Like a Spy
Autor	:	J. C. Carleson
Categoria	:	Affari e finanze personali
Pubblicato	:	07/02/2013
Editore	:	Penguin Publishing Group
Pagine	:	208
Lingua	:	Inglese

Size : 1.23MB

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<http://new.beebok.info/it-1441364873/un-cattivo-ragazzo-come-te.html>

«Vorrei leggerlo ancora e ancora.» Penelope Douglas Autrice della serie bestseller LOVE Tornare a casa è molto doloroso per Lane. Il suo adorato zio Harry, infatti, è morto improvvisamente. E fare i conti con la sua scomparsa significa accettare...

[PDF] Sono io Amleto



<http://new.beebok.info/it-1448338659/sono-io-amleto.html>

Sono nato l'11 luglio del 1990. I miei amici non hanno mai smesso. Sono riconoscente, un angelo mi ha protetto fino a oggi. Quando ho firmato il mio primo contratto, dormivo in una macchina. Sono stato una troia. Sono stato una santa. Sono la solitudine. Sono l'eleganza. Sono la moda. Sono quello...

[PDF] La ragazza nell'acqua



<http://new.beebok.info/it-1442732300/la-ragazza-nell-acqua.html>

Autore del bestseller La donna di ghiaccio Oltre 2 milioni di copie vendute Il detective Erika Foster ha appena ricevuto una soffiata che le indica il luogo in cui è nascosta la prova per sventare un grosso traffico di droga. Seppure sospettosa, ordina la perquisizione di una cava in disuso...

[PDF] Rien ne va plus



<http://new.beebok.info/it-1446255547/rien-ne-va-plus.html>

Un nuovo capitolo del grande Romanzo di Rocco Schiavone, un uomo duro, ruvido, cinico ma con una umanità insospettabile, «l'amico di cui non si può più fare a meno» Bruno Ventavoli (TuttoLibri).

[PDF] King



<http://new.beebok.info/it-1449197092/king.html>

Assist. Tiro. Goal. Palla al centro. La vita di Alexander King è tutta qui, perlomeno adesso. Il suo mondo è andato in frantumi da poco tempo e, nonostante il successo, vive ogni giorno con un unico obiettivo: essere un bravo papà e giocare al meglio delle proprie...
