

The New York Times Bestselling Authors of *Click*

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the instant
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ori brafman and rom brafman

[Click The Magic Of Instant Connections Ori Brafman](#)

Matthew E. May



Click The Magic Of Instant Connections Ori Brafman:

Click Ori Brafman, Rom Brafman, 2011-07-05 You know the feeling You meet someone new at a party or at work and you just hit it off There is an instant sense of camaraderie In a word you click From the bestselling authors of *Sway* *Click* is a fascinating psychological investigation of the forces behind what makes us click with certain people or become fully immersed in whatever activity or situation we're involved in From two co-workers who fall head over heels for each other while out to dinner and are married a month later and fifteen years later remain just as in love to a team of scientists who changed the world with the magic of their invention these kinds of peak experiences when our senses are completely focused on the moment are something that individuals and companies strive to achieve After all when you're in the zone you're happier and more productive Why is it that we click in certain situations and with certain people but not with others Can this kind of magical connection be consciously encouraged Is there a way to create such peak experiences whether on a date or in your job According to Ori and Rom Brafman there is In a powerful story driven narrative that weaves together cutting edge research in psychology and sociology the Brafmans explore what it means to click the common factors present when our brain and senses are fully engaged They identify five accelerators that increase the likelihood of these kinds of magic connections in our work and relationships From actors vying for a role on a popular TV series to police officers negotiating with hostage takers we learn how one can foster an environment where we can click with another person and shape our thinking behavior and emotions A fascinating journey into how we engage with the world around us *Click* will transform our thinking about those moments when we are in the zone and everything seems to fall into place Acclaim for *Sway* A provocative new book about the psychological forces that lead us to disregard facts or logic and behave in surprisingly irrational ways *New York Times* A unique and compulsively readable look at unseen behavioral trends *Fortune* A breathtaking book that will challenge your every thought *Sway* hovers above the intersection of *Blink* and *Freakonomics* Tom Rath coauthor of the *New York Times* 1 bestseller *How Full Is Your Bucket* An engaging journey through the workings and failings of the mind Their stories of senselessness are as fascinating as the lessons we learn from them *Fast Company* Count me swayed but in this instance by the pull of entirely rational forces Ori and Rom Brafman have done a terrific job of illuminating deep seated tendencies that skew our behavior in ways that can range from silly to deadly We'd be fools not to learn what they have to teach us Robert B Cialdini author of *New York Times* bestseller *Influence* If you think you know how you think you'd better think again Take this insightful delightful trip to the sweet spot where economics psychology and sociology converge and you'll discover how our all too human minds actually work Alan M Webber founding editor of *Fast Company*

Summary of Ori Brafman & Rom Brafman's *Click* Everest Media, 2022-05-21T22:59:00Z Please note This is a companion version not the original book Sample Book Insights 1 At a Pasadena hotel Paul was about to do something impulsive even by his standards He was in charge of the proposal for a 15 billion project to clean up a nuclear weapons

facility in Colorado He had assembled a team of experts from around the world 2 When we click with someone we feel a deep and meaningful connection with them and the world around us It can be difficult to explain but it is something that only happens to us when we are with someone who clicks with us 3 The instant connection between two people can be just as deep and meaningful as romantic love It can be found in the most unexpected of places and can change the course of a person's career 4 When we click with someone we experience a unique euphoric state We permanently alter the fundamental nature of our relationship and it can elevate our own personal abilities **Enchantment** Guy Kawasaki,2012-12-31

Enchantment as defined by bestselling business guru Guy Kawasaki is not about manipulating people It transforms situations and relationships It converts hostility into civility and civility into affinity It changes skeptics and cynics into believers and the undecided into the loyal Enchantment can happen during a retail transaction a high level corporate negotiation or a Facebook update And when done right it's more powerful than traditional persuasion influence or marketing techniques Kawasaki argues that in business and personal interactions your goal is not merely to get what you want but to bring about a voluntary enduring and delightful change in other people By enlisting their own goals and desires by being likable and trustworthy and by framing a cause that others can embrace you can change hearts minds and actions [Click](#) Ori

Brafman,Rom Brafman,2011 From the bestselling authors of Sway Click is a fascinating psychological investigation of the forces behind how we fully engage with people work and everything we do *The Shibumi Strategy* Matthew E.

May,2010-10-12 Gold Medal Winner Business Fable 2012 Axiom Business Book Awards A personal leadership fable on applying principles of Zen to work life choices The Shibumi Strategy is a little book about a big breakthrough It tells the story of a hardworking family man who finds himself in crisis when his company closes Through his struggle and guidance from unlikely sources he learns subtle lessons in the form of personal zen principles coming to understand that it is often the involuntary challenge the setbacks that harbor the power to transform When approached as an opportunity no easy task when simple survival is the first order of business unforeseen trials can sometimes result in an altogether new lease on life Shows how personal leadership can lead to real and not always easy breakthroughs Includes key lessons on commitment preparation struggle breakthrough and transformation Is based on Shibumi a Japanese word without literal definition that describes the height of personal excellence elegant performance and effortless effectiveness For those struggling with personal breakthroughs The Shibumi Strategy offers a new way to face work and life challenges for balanced solutions

SHE'S THE BOSS. RISE OF WOMEN LEADERS Rajeev R Sharma,2022-05-24 Women face different roadblocks from men as they advance in their careers Their scripts are different From early childhood girls are taught that their ultimate success depends upon acting in certain stereotypical ways such as being polite soft spoken compliant and relationship oriented So women wind up acting like girls even after they are grown up They have to learn that they have choices Behaviors that were appropriate in girlhood but not in womanhood may be contributing to their career stagnation plateauing or even derailing

from their career path Nice girls don't enter the corner office says bestselling author Lois P Frankel Success doesn't come from acting more like a man but by acting more like a woman instead of a girl This book based on leadership research interviews and insights from thousands of successful women participating in UN Global Compact Network India's Developing Women Leadership A Roadmap to Success workshops will enable upcoming and successful women leaders to Exhibit courage to speak to the unspoken Make decisions without being overly concerned with what others will say Turn weaknesses into strengths by leading with heart and vulnerability Leverage workplace relationships to their advantage Learn how to negotiate and say no gracefully Maintain work life harmony Practice and replicate proven skills of successful women leaders She's The Boss How Women Leaders Rise is about empowerment It is a must have book for any woman looking to get ahead It does not matter whether you are a young corporate executive CEO of a start up captain of a sports team head of an academic institution or a political leader this book will guide you to avoid the pitfalls women leaders often make in their careers adapt to successful women's leadership styles direct your destiny and move you into your company's executive suite

MWF Seeking BFF Rachel Bertsche, 2011-12-20 When Rachel Bertsche first moves to Chicago she's thrilled to finally share a zip code let alone an apartment with her boyfriend But shortly after getting married Bertsche realizes that her new life is missing one thing friends Sure she has plenty of BFFs in New York and San Francisco and Boston and Washington D C Still in her adopted hometown there's no one to call at the last minute for girl talk over brunch or a reality TV marathon over a bottle of wine Taking matters into her own hands Bertsche develops a plan She'll go on fifty two friend dates one per week for a year in hopes of meeting her new Best Friend Forever In her thought provoking uproarious memoir Bertsche blends the story of her girl dates whom she meets everywhere from improv class to friend rental websites with the latest social research to examine how difficult and hilariously awkward it is to make new friends as an adult In a time when women will happily announce they need a man but are embarrassed to admit they need a BFF Bertsche uncovers the reality that no matter how great your love life is you've gotta have friends Body & Soul, 2010 The Writers Directory, 2013 Han Xin Yue Kan, 2012 *Click* Brafman, Ori Brafman, Rom Brafman, 2010 In a book that combines psychology and sociology with an

insightful understanding of human interactions Ori and Rom Brafman have written a compelling narrative that helps us to understand the magic behind those moments when we form an incredible connection with other people or which cause us to become fully engaged in whatever we are doing In a page turning narrative in the fashion of their previous book *Sway* the co authors explore those peak moments in our lives when people or hobbies or activities fully engage our attention when they click with us Drawing from recent research in psychology and sociology and told through the same kinds of engaging stories that made *Sway* a New York Times bestseller *Click* takes us on a roller coaster journey of discovery into those moments in our lives when we are in the zone when the rest of the world drops away and everything seems to fall into place **Instant**

Connection The INSTANT-Series, 2014-10-24 The Instant Series Presents Instant Connection How to Build Rapport with

Anyone Instantly Remember the last time you met somebody you really liked you got along with and you wanted to connect with but they wouldn't budge or worse distance away from you didn't want anything to do with you Whether that was a potential friend member of the opposite sex crucial client valuable network or important boss that hurt didn't it Or at least made you felt rejected and unworthy Look just because they turned you down doesn't make you less significant or mean you're of little value It could have been how you came across or might not even have anything to do with you but they were having a bad day Whatever the case may be the truth is you need to be able to build connection with people Creating rapport and building connection with people is a must Just ask anybody who is successful in friendship love and work Within Instant Connection How to build instant connections with people doing some of the simplest things you can imagine How to make yourself somebody who can just easily turn strangers you meet into connections What are ways to work on building rapport everyday so you when you see people you know what to do What is the one most important skill you need to develop in order to connect with anybody What to do after you establish the connection and how to maintain it so it becomes a lasting connection Plus custom practical how to strategies techniques applications and exercises to making connection with people and much more Establish rapport and build your connections now with Instant Connection

How to Make Instant Connections: Taylor James, 2025-08-14 How to Make Instant Connections In a world overflowing with fleeting interactions and surface level conversations How to Make Instant Connections is your essential guide to creating genuine bonds that last This book isn't about memorizing lines or performing social tricks it's about cultivating the awareness empathy and practical skills that help you truly see others and make them feel seen in return From mastering first impressions to reading subtle social cues you'll learn to navigate any room any culture and any situation with confidence and authenticity This is the blueprint for turning a brief encounter into a meaningful relationship personal professional or anywhere in between Whether you're networking at a conference meeting new colleagues traveling abroad or simply hoping to enrich your everyday conversations you'll find powerful actionable strategies to transform your approach to connection and communication Inside This Book You'll Discover The Power of First Impressions Reading the Room Social Awareness Secrets Mastering the Art of Small Talk Body Language That Builds Trust The Listening Advantage How to Make Anyone Feel Heard Asking the Right Questions Instant Connections Across Cultures Packed with real world insights and timeless techniques this book empowers you to build rapport quickly while laying the foundation for deep lasting connections that enrich every area of your life No matter who you are or where you come from these pages will help you become the kind of person people remember and want to know better Scroll Up and Grab Your Copy Today

Whispering the Secrets of Language: An Psychological Quest through **Click The Magic Of Instant Connections Ori Brafman**

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