



## Basic Influencing Skills, 4th Edition /

Counseling session Instructional

Material Projectable

This is a completely new series with relevant and important options for your classroom. Students will observe the specifics of influencing skills in reality based demonstrations with many subtitles and discussion questions. Here is what you'll find on the new Basic Influencing Skills DVD: Listening Skills, Client Change Scale, Confrontation, Focusing, Reflection of Meaning/The Community Genogram, Reframing/Interpretation, Feedback/Self Disclosure, Logical Consequences, Directives/Psychoeducation, Integration of Skills

<https://rebiunoda.pro.baratznet.cloud:38443/OpacDiscovery/public/catalog/detail/b2FpOmNlbGVicmF0aW9uOmVzLmJhcmF0ei5yZW4vMjYwMTIxODE>

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**Título:** Basic Influencing Skills, 4th Edition by Allen E. Ivey, Mary Bradford Ivey, Norma Gluckstern-Packard, Carlos Zalaquett and S. Kent Butler

**Editorial:** Alexandria, VA Microtraining Associates 2011

**Descripción física:** 1 online resource (213 minutes)

**Duración:** 033311

**Mención de serie:** Basic Influencing Skills 1

**Nota general:** Title from resource description page (viewed March 29, 2016)

**Lengua:** In English Original language in English

**Materia:** Multicultural Counseling

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