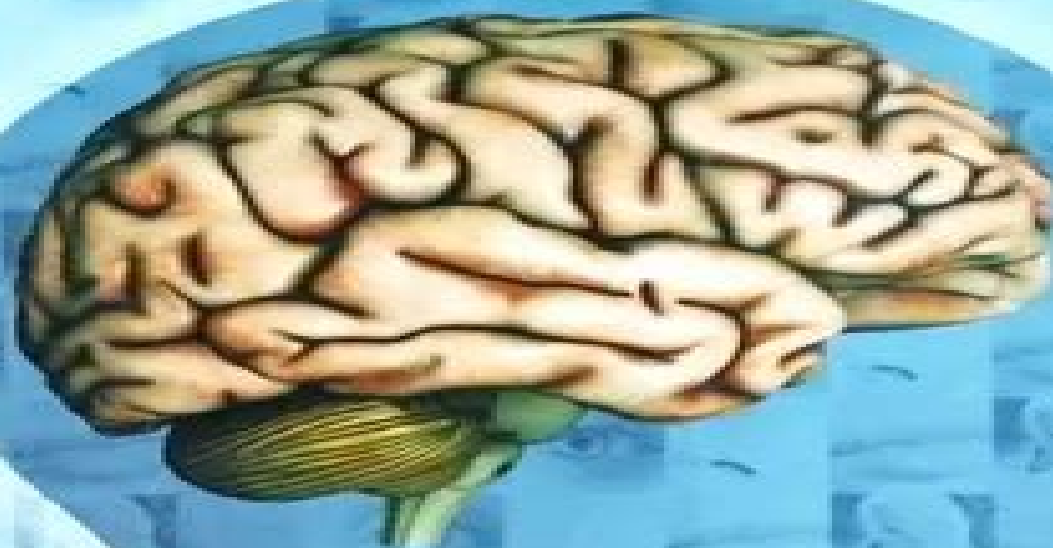


NEUROMANAGEMENT

COMO UTILIZAR A PLENO EL CEREBRO
EN LA CONDUCCIÓN EXITOSA DE LAS ORGANIZACIONES

Néstor Braidot



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Neuromanagement Nestor Braidot

Patrici Calvo, Javier Gracia-Calandín



Neuromanagement Nestor Braidot:

Moral Neuroeducation for a Democratic and Pluralistic Society Patrici Calvo, Javier Gracia-Calandín, 2020-01-27

This book brings together a group of top scholars on ethics and moral neuroeducation to cover the specific field of moral learning. Although there are many studies on neural bases of human learning and the application processes in different fields of human activity such as education, economics or politics, very few of them have delved into the specific field of moral learning. This book brings forward a discursive and cordial ethical concept suitable for the theoretical/practical development of moral neuroeducation as well as a set of guidelines for the design of an educational model that based on moral neuroeducation contributes to the resolution of social problems and the eradication of undesirable patterns and behaviors such as hate speech, corruption, intolerance, nepotism, aporophobia or xenophobia. Furthermore, it contains a management approach for the application of this educational model to the different areas of activity involved in social and human development. A must read for students, educators and researchers in the field of moral philosophy, applied ethics, ethics and any other discipline working with reciprocity, economics, politics, health, etc.

Coaching Fernando Bayón Marín, 2018-09-17
Coaching no es sino una ayuda técnica científica y profesional en procesos de transformación que una persona ha decidido iniciar ya tengan un propósito personal o profesional. El autor coach con más de 20 años de experiencia y más de 40 dirigiendo empresas y enseñando en universidades de tres continentes describe este proceso para aquel que se acerca por primera vez o está empezando en el mundo del coaching. Y proyecta en el último capítulo lo que cree que será esta profesión en los próximos años.

La cara humana de la venta Carlos González, 2024-09-18
Puedo asegurar que estamos en presencia de un libro sobre ventas muy diferente al resto. Estamos ante una verdadera guía para mejorar el desempeño y alcanzar resultados para vendedores, supervisores, mandos medios de ventas y para gerentes y directivos que abracen la comercialización. Un conjunto de contenidos en los cuales encontrarás conexión con los propósitos y conceptualizaciones que realmente se necesitan para comprender la cara humana de la venta. Todo bajado a tierra con experiencias personales, ejemplos de la realidad, casos de estudio y una exquisita cantidad de historias, conclusiones y recomendaciones que no tienen desperdicio. El autor nos lleva a conectar, conceptualizar, concretar y concluir como parte de un andamiaje formativo que él mismo creó conscientemente para todos los lectores. Fragmento extraído del prólogo Gabriel Paradiso, CEO de Umana y autor del best seller Feedback Consciente.

Coaching mañana Fernando Bayón Marín, 2018-09-17
Coaching hoy. Teoría general del coaching. Primer volumen de Coaching mañana es una obra coral que dirige Bayón Marín en esta misma editorial y que en la actualidad ya va por la quinta edición en la que colaboraron más de una veintena de autores, los más expertos y configuraron un texto que a modo de teoría general se convirtió en la biblia del coaching y en una referencia ineludible. Coaching mañana. Teoría general del coaching II va más allá partiendo de la realidad de la herencia recibida, se adentra en los diversos caminos que debe reconocer el coaching para llegar en un futuro próximo a ser herramienta útil y usual en la gestión cotidiana de personas.

profesionales y empresas En definitiva un elemento estratégico en el desarrollo humano **Neuromanagement** Néstor Braidot, 2008 El autor aborda en forma amena y precisa el enorme campo de aplicaciones de las neurociencias en las organizaciones y explica cómo este avance puede optimizar tanto su conducción como el funcionamiento de sus áreas clave La mayor parte de las técnicas que utilizan las empresas para comprender la conducta de las personas se basan en la reflexión consciente Sin embargo la ciencia ha demostrado que la mayoría de las decisiones que tomamos se originan en procesos cerebrales no conscientes y que estos pueden ser estudiados mediante neuroimágenes y otros recursos no invasivos como la evaluación del funcionamiento del sistema nervioso autónomo por lo que aplicar la neurociencia a la gestión empresarial exige que los especialistas en neurociencia piensen acerca del mundo de los negocios y a su vez que los hombres de negocios reflexionen acerca del mundo de la neurociencia **Management 5.0 - 1ra edición** Ruth Arroyo Tobar, 2020-05-13 El libro presenta de manera sucinta un recorrido por las diferentes formas de administración y gestión organizacional en los últimos años hasta llegar a las prácticas contemporáneas que han reinventado la forma de trabajar administrar el talento y concebir los negocios en la actualidad En este mundo globalizado en el que la tecnología el tiempo y las actividades nos llevan a un ritmo frenético volvemos la mirada hacia la esencia vital de qué es el ser humano con todo lo que ello implica dentro del contexto organizacional En ese sentido esta es una obra integral de tendencias y perspectivas actuales en administración y gestión organizacional con énfasis en la gestión humana según la construcción de ambientes humanizados y felices bienestar organizacional y productividad alineados con los objetivos de desarrollo sostenible 2030 emanados de la ONU El libro está estructurado en siete capítulos Visión general histórica y actual de la empresa Management 1.0 la empresa Management 2.0 la gestión del talento y el capital humano Management 3.0 el engagement y la experiencia del colaborador Management 4.0 el talento humano y las TIC management 5.0 personas y empresas socialmente responsables que generan rentabilidad impacto y felicidad organizacional por último nueve casos de estudio de empresas reales acompañados de un ejercicio práctico de autoconocimiento y autorreflexión para el lector Dirigido a docentes y estudiantes de pregrado y posgrado de ciencias administrativas ciencias económicas ciencias sociales A emprendedores empresarios ejecutivos de áreas técnicas estratégicas y de talento humano **Neuromanagement Nueva Edición** Néstor Braidot, 2014-07-18 Cuando las fórmulas y recetas no funcionan cuando no encontramos soluciones en las metodologías aprendidas surge el Neuromanagement como el verdadero desafío para crear y conducir organizaciones de avanzada Aplicar la neurociencia a la gestión empresarial exige que los especialistas en neurociencia piensen acerca del mundo de los negocios y a su vez que los hombres de negocios reflexionen acerca del mundo de la neurociencia Neuromanagement contiene una sólida base interdisciplinaria para aquellos que deseen atravesar ese puente porque Néstor Braidot ha sido capaz de crear un nuevo campo de estudios y fundamentalmente de trazar un camino para que otros puedan continuarlo Néstor ha realizado un excelente trabajo para simplificar y clarificar brindando ejemplos concretos y relevantes al mundo de los negocios Espero que este libro resulte ser la piedra angular tanto

para estudiantes como para practicantes de Neuroliderazgo y Neuromarketing David Rock Ph D Author global consultant and founder of the NeuroLeadership summit La mayor parte de las técnicas que utilizan las empresas para comprender la conducta de las personas se basan en la reflexión consciente Sin embargo la ciencia ha demostrado que la mayoría de las decisiones que tomamos se originan en procesos cerebrales no conscientes y que estos pueden ser estudiados mediante neuroimágenes y otros recursos no invasivos como la evaluación del funcionamiento del sistema nervioso autónomo Tal como lo hizo en Neuromarketing neuroeconomía y negocios en esta obra el Dr Braidot aborda en forma amena y precisa el enorme campo de aplicaciones de las neurociencias en las organizaciones y explica cómo este avance puede optimizar tanto su conducción como el funcionamiento de sus áreas clave Daniel Cardinali Médico y doctor en Ciencias Biológicas doctor honoris causa en Medicina por la Universidad Complutense de Madrid y doctor honoris causa en Medicina por la Universidad de Salamanca He tenido la fortuna de probar personalmente y junto a mi equipo de Huntsman en Europa los nuevos conceptos que Néstor Braidot desarrolla en este su nuevo libro y creo que estamos frente a una nueva dimensión en cuanto a herramientas para el liderazgo y la conducción de organizaciones con beneficios tanto en el orden empresarial como personal Creo que experimentar y vivir este nuevo enfoque aporta una gran claridad y sosiego en el negocio y la toma de decisiones de todos los días lo que nos lleva al éxito y equilibrio personal Lo recomiendo muy especialmente Francis Merinos Director de ventas para España Francia Portugal y Benelux Huntsman Tioxide

Elemental, Mi Querido Consultor Antonio Oswaldo Ortega Reyes, 2016-05-05 Qué está afectando las ventas las utilidades y hasta los procesos de gestión Por qué las iniciativas que se implementan no tienen consecuencias positivas Acaso nadie sabe qué sucede Ser que mi gente no puede hacer bien su trabajo Para saber qué hacer y hacia dónde ir debe tenerse un mapa un análisis a fondo que permita conocer y distinguir claramente las causas y los efectos Lo primero es el diagnóstico Elemental mi querido consultor desarrolla los principios básicos del razonamiento abductivo aplicados al diagnóstico organizacional desde el rol del consultor a partir de los métodos técnicos y premisas de la célebre creación del novelista inglés sir Arthur Conan Doyle con su personaje el detective Sherlock Holmes El estudio de las organizaciones representa un campo vasto para el académico experimentado el estudiante en formación y el interesado novicio Si bien existen colecciones y obras suficientes para llenar y saturar bibliotecas enteras y bases de datos acerca del tema Elemental mi querido consultor cobra realce al sustentarse en los procesos de investigación científica y en la práctica académica y profesional del doctor Antonio Oswaldo Ortega Reyes quien habiendo comprobado y validado en múltiples experimentaciones y ante diversos públicos académicos y científicos los contenidos de su propuesta presenta un método de diagnóstico organizacional fundamentado en la teoría de la disciplina y basado en la investigación y la ciencia administrativa No pierda la pista y descubra todo lo que Sherlock Holmes puede hacer por usted Cómo funciona tu cerebro para Dummies Néstor Braidot, 2013-09-03 Cómo lo hace el cerebro para aprender y memorizar Hasta qué punto somos seres racionales emocionales o instintivos Por qué tu cerebro es diferente al de tu pareja Si te hicieran un trasplante de

cerebro seguir así siendo tú mismo La respuesta a estas y muchas otras fascinantes cuestiones la encontrarás en estas páginas que te presentan de forma muy ordenada y clara las aportaciones más importantes que han hecho las distintas ciencias que estudian el cerebro para que puedas sacarle el máximo rendimiento a ese maravilloso órgano que tienes dentro de la cabeza Un complejo sistema hemisferio derecho e izquierdo los tres cerebros del hombre el cableado neuronal y el procesamiento de la información Tu cerebro te necesita descubrir cuáles son los hábitos que debes cambiar para tener una mente ágil y sana En el equilibrio está la virtud intelecto y emoción razón e instinto libran verdaderas batallas dentro de tu cerebro Aprender y memorizar los distintos tipos de aprendizaje y por qué a veces no podemos recordar las cosas Neuromanagement Néstor Braidot, Andrea Álvarez Delvenne, Pablo A. Braidot, Viviana Brunatto, 2008 **Neuromarketing en acción** Néstor Braidot, 2012-07-10 Se puede leer la mente del consumidor conocer sus motivaciones sus deseos y su proceso de toma de decisiones para diseñar programas de marketing más eficaces De la convergencia entre las neurociencias y el marketing surge el neuromarketing disciplina cuya finalidad es incorporar los conocimientos en los procesos cerebrales para aplicarlos a la relación entre la empresa y sus clientes en campos tales como la comunicación el posicionamiento el producto el precio el branding y todos aquellos de los que se sirve una organización para lograr satisfacer las necesidades de sus clientes En este libro Néstor Braidot le explica cómo aprovechar el neuromarketing independientemente del tamaño de la empresa en la que pertenezca del producto que venda y del tipo de consumidores a los que se dirija Un libro en definitiva que pone a su alcance técnicas y conocimientos a las que hasta ahora solo accedían las multinacionales Ponte al día con la disciplina que está revolucionando el mundo del marketing Por qué elegimos Coca Cola por encima de Pepsi Por qué tomamos la decisión de colocar un producto y no otro de forma instintiva en el carro de compra Néstor Braidot te lo cuenta en Neuromarketing una guía imprescindible para navegar y seducir a los consumidores Marc Cortés socio director de RocaSalvatella y profesor de Marketing de ESADE Por fin llega de la mano de alguien tan renombrado en la materia como lo es Néstor Braidot un libro en castellano sobre el neuromarketing Javier Piedrahita director del portal www.marketingdirecto.com Neurociencias para tu vida Braidot, Néstor, 2016-05-23 El desarrollo de nuestro cerebro cuerpo mente espíritu no es una atribución determinada por la suerte el destino o los genes Es el resultado sobre todo de lo que cada uno hace por sí mismo y de la relación que construye con el entorno Esto se traduce en una conformación cerebral que define la posibilidad de ser creativos inteligentes y eficaces en las actividades que debemos y queremos realizar y en definitiva de lograr una vida plena A partir de la información que proporcionan las neurociencias y sus avances más recientes este libro propone el desarrollo neurocognitivo y el autoliderazgo emocional para que cada persona pueda optimizar sus capacidades mejorando sus funciones cerebrales actuales y paralelamente crear reservas para superar o reducir el deterioro que pueden generar el estrés y la edad entre otros factores en el futuro Néstor Braidot hace accesibles complejos conocimientos sobre los sistemas que rigen el funcionamiento del cerebro y ayuda a definir caminos de desarrollo que abren nuevas perspectivas para nuestro cerebro y esencialmente

para nuestra existencia El desarrollo de nuestro cerebro cuerpo mente espíritu no es una atribución determinada por la suerte el destino o los genes Es el resultado sobre todo de lo que cada uno hace por sí mismo y de la relación que construye con el entorno Esto se traduce en una conformación cerebral que define la posibilidad de ser creativos inteligentes y eficaces en las actividades que debemos y queremos realizar y en definitiva de lograr una vida plena A partir de la información que proporcionan las neurociencias y sus avances más recientes este libro propone el desarrollo neurocognitivo y el autoliderazgo emocional para que cada persona pueda optimizar sus capacidades mejorando sus funciones cerebrales actuales y paralelamente crear reservas para superar o reducir el deterioro que pueden generar el estrés y la edad entre otros factores en el futuro Néstor Braidot hace accesibles complejos conocimientos sobre los sistemas que rigen el funcionamiento del cerebro y ayuda a definir caminos de desarrollo que abren nuevas perspectivas para nuestro cerebro y esencialmente para nuestra existencia

Sácale partido a tu cerebro Néstor Braidot, 2011-10 Cómo podemos conseguir tomar las mejores decisiones es posible dominar el miedo en una crisis se puede entrenar el sistema emocional del cerebro para combatir el estrés En Sácale partido a tu cerebro el experto en neuromanagement Nestor Braidot responde con un lenguaje sencillo y accesible a estos interrogantes El autor de Neuromarketing Gestión 2000 aborda conceptos tan novedosos como el del cerebro sistematizador o el del maletín de los conocimientos de forma rigurosa y directa para que usted pueda aprovechar todo su potencial Además incluye una extensa parte práctica para que pueda entrenar sus capacidades intelectuales desde hoy mismo

Neuroventas Néstor Pedro Braidot, 2013-08-21 Neuroventas es una obra que también profundiza en la neurocomunicación palabras silencios sonrisas miradas gestos muecas pensamientos posturas tonos de voz todo comunica dice su autor y proporciona numerosas claves para conocer al cliente y elaborar rápidamente las estrategias que conduzcan más allá de la venta a la creación de una relación que perdure en el tiempo

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