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The bottom line is that a big part of integrity is telling people what they need to hear instead of what they want to hear, and while it might hurt a few egos in the short term, integrity is a long term game and there may be some adversity on the road to success. 3) Standard Employment: Integrity is equally important for non-management ...

**Why Integrity is the Most Critical Professional Skill to ...**

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In 1984, Laborde published the communication and negotiation book Influencing with Integrity: Management Skills for Communication and Negotiation, which sold over 151,000 copies and was translated into several languages. The book's instructional content supports her three-day Influencing with Integrity seminar.

**Genie Z. Laborde - Wikipedia**

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