

Confidence Power Dealing People Giblin Prentice Hall

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Taking a brass tacks approach to communication, How to Have Confidence and Power in Dealing With People explains how to interact with others as they really are, not as you would like them to be. The goal is to get what you want from them successfully — be it cooperation, goodwill, love or security. Les Giblin, a recognized expert in the field of human relations, has devised a method for dealing with people that can be used when relating with anyone — parents, teachers, bosses, employees, friends, acquaintances, even strangers. Giblin shows step by step how to get what you want at any time and in ways that leave you feeling good about yourself. Moreover, the people who have given you what you want wind up feeling good about themselves, too. The result? Nobody gets shortchanged. It's a win-win situation. Each chapter includes a handy summary, so there's absolutely no chance of missing the book's

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key points. You can also use these recaps to refresh your memory after you've finished the book. Instead of feeling miserable about your interpersonal skills, read this best-selling guide and learn to succeed with people in every area of your life.

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Are you having problems with the boss? Wishing you could be a better spouse? Not communicating well with your employees? Having trouble building business relationships? Or would you just like to improve your people skills and your ability to make strong, lasting impressions on the men and women you meet every day? The solution is "Skill With People!" Les Giblin's timeless classic has what you need to get on the fast track to success at home, at work, and in business. Life lessons from the Master of basic people skills. Described as "the most wisdom in the least words", *Skill With People* has sold over 2 Million copies and has been translated into 20 languages. Credited with transforming the lives of its many readers, *Skill with People* is a must-have for everyone's personal library. Communicate with impact. Influence with certainty. Listen with sensitivity. "Skill With People" shows you how!

What is the one quality that all successful people have in common? They have mastered the art of dealing with people! Let this book show you how to: Achieve your goals Handle the human ego Become a master conversationalist Make others feel good about themselves And much more! Skill with people is the one essential ingredient for success and happiness at home and in business. "The Art of Dealing With People" gives you the skills to take your people skills to a level that you never thought possible! Skill in human relations is similar to skill in any other field, in that success depends on understanding and mastering certain basic general principles. You must not only know what to do, but why you're doing it. As far as basic principles are concerned, people are all the same. Yet each individual person you meet is different. If you attempted to learn some gimmick to deal successfully with each separate individual

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you met, you would be face with a hopeless task. Influencing people is an art, not a gimmick. When you apply gimmicks in a superficial, mechanical manner, you go through the same motions as the person who "has a way," but it doesn't work for you. The purpose of this book is to give you knowledge based upon an understanding of human nature: why people act the way they do. The methods presented in this book have been tested on thousands of people who have attended my human relations seminars. They are not just my pet ideas of how you should deal with people, but ideas that have stood the test of how you must deal with people. That is, if you want to get along with them and get what you want at the same time. Yes, we all want success and happiness. And the day is long past, if it ever existed, when you could achieve these goals by forcing people to give you what you want. And begging is no better, for no one has respect for, or any desire to help, the person who constantly kowtows and literally goes around with his hand out, begging other people to like him. The one successful way to get the things you want from life is to acquire skill in dealing with people. Download now and you will learn how.

SELLING IS ALL ABOUT PEOPLE This book talks about the fundamentals of selling "how to sell to people. In a digital age where product knowledge is easily acquired, the art of handling people to get sales, is more relevant than ever before. Cutting out the jargon, the author of multi-million copy bestsellers such as **SKILL WITH PEOPLE**, gives you the tools to take your sales sky-high. **WITH A SIMPLICITY OF STYLE THAT WILL STAY WITH YOU, THIS BOOK SHOWS YOU HOW TO:** - Win At Selling - Learn The Art Of Being Agreeable - Become A Master Of Opening the Sale - Handle Objections To Get Buying Decisions - Sell Yourself - Master The Art Of Effective Listening - Acquire Techniques of Conducting a Sale - Get The Skills Of Sales Presentations - How To Close The Sale Les Giblin not only gives you the skills and techniques, but tells you how to apply them when out there handling prospects. This book will change your appreciation to sales and make you a master at people skills. "You must learn to work with human nature, rather than against it, if you want to have power with people" **ABOUT THE AUTHOR** One of the pioneers of the personal development industry, Les Giblin was born in Cedar Rapids, Iowa. After serving in the military, Giblin began a sales job with the Sheaffer Pen Company. His successful career in door-to-door sales allowed him to become an ardent observer of human nature and eventually earned him the title of National Salesman of the Year. Taking lessons from his sales career, Giblin penned his classic **SKILL WITH PEOPLE** in 1968 and began conducting thousands of seminars for companies and associations including Mobile, General Electric, Johnson & Johnson, to name a few. **SKILL WITH PEOPLE** has sold over two million copies and translated into over 20 languages across the world.

This unique program teaches listeners how to "decode" and reply to non-verbal signals from friends and business associates when those signals are often vague and thus frequently ignored.

A business classic endorsed by Dale Carnegie, **How I Raised Myself from Failure to Success in Selling** is for anyone whose job it is to sell. Whether you are selling houses or mutual funds, advertisements or ideas or anything else this book is for you. When Frank Bettger was twenty-nine he was a failed insurance salesman. By the time he was forty he owned a country estate and could have retired. What are the selling secrets that turned Bettger's life around from defeat to unparalleled success and fame as one of the highest paid salesmen in America? The answer is inside **How I Raised Myself from Failure to Success in Selling**. Bettger reveals his personal experiences and explains the foolproof principles that he developed and perfected. He shares instructive

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anecdotes and step-by-step guidelines on how to develop the style, spirit, and presence of a winning salesperson. No matter what you sell, you will be more efficient and profitable—and more valuable to your company—when you apply Bettger's keen insights on: □ The power of enthusiasm □ How to conquer fear □ The key word for turning a skeptical client into an enthusiastic buyer □ The quickest way to win confidence □ Seven golden rules for closing a sale

The classic bestseller on performance management is updated to reflect changes in today's working environment. When an employer needs to know how to gain maximum performance from employees, renowned behavioral psychologist--Aubrey Daniels is the man to consult. What has made Daniels the man with the answers? His ability to apply scientifically based behavioral stimuli to the workplace while making it fun at the same time. Now Daniels updates his ground-breaking book with the latest and best motivational methods, perfected at such companies as Xerox, 3M, and Kodak. All-new material shows how to: create effective recognition and rewards systems in line with today's employees want; Stimulate innovations and creativity in new and exciting ways; overcome problems associated with poorly educated workers; motivate young employees from the minute they join the workforce.

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