


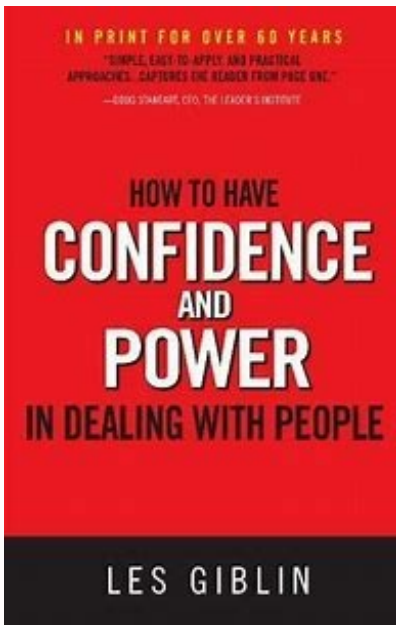
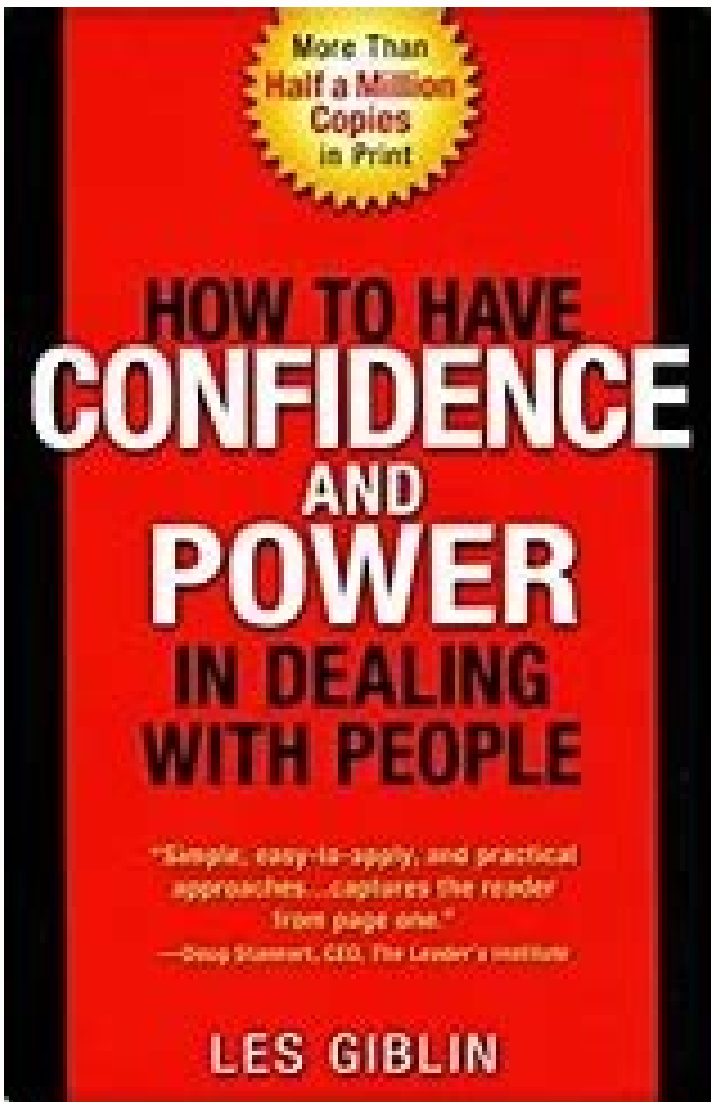
How to have confidence and power in dealing with people by les goblin pdf

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As the first month of the new year ends, I have taken the decision to start making my public notes of books so that other users can potentially benefit from them if they wish. It took me a new book recently, how to have confidence and be able to deal with people, who is an interesting reading when comparing and contrasting with the principles of the famous how to win friends and influence people. It is a guide on how to interact better with the others, which leads to success and happiness, since people are so important in our lives! I decided to start writing my notes of books on the blog, so that other users can access them and to help motivate myself to take notes: D. Most of the content in this blog post is from the book: How to have confidence and be able to deal with people, by Les Giblin. The next post is just notes that I took from the book to help summarize that when I want to refer to it later. The notes are not structured, it is not perfect in grammatic, and of course they contain a lot of book content. I tried to put in quote direct quotes, but I just want to make it clear almost none of the following content is me. If you enjoy the notes, buy the book - I think it's worth the time! The structure of the book structures les Giblin books in six main parts: Practical start of human nature for you. How to control the actions and attitudes of the other techniques to do and keep friends how do they go to People with just a simple, effective plan of actions that will take success and happiness books I will be immersed in each part, along with the individual chapters to summarize and highlight the important points to carry. Before chapter is split, however, the book shows only what reading this book can do for you. This book can do it for you the introduction demonstrates Pure truth that "we want things from other people, we want good from other people will be and friendship, we want your acceptance and recognition ...". Every normal human wants me and happiness "part part our happiness and success really depends on others, because the way we interact with them makes a big difference in our own success. By better understanding human nature and being honest that we need things from others, and they need things from us, we can increase our abilities to find situations that benefit everyone through our interactions with them. Here's a quote that sums it up: "Let's make one thing clear: successful human relationships mean giving the other individual something he wants in exchange for something you want. Any other method of dealing with people just doesn't work". In short, by understanding that you have skills and assets that you can give in exchange for skills or assets of others, you can find ways to give people what they want or need in exchange for what you want or need. This fair exchange is the best way to deal with people in a positive way! The rest of the book will help determine how we can do better, based on knowing more about human nature and using it with confidence. Part One à Making Human Nature Work for You Chapter 1 à TOWARDS We've all developed ways to get along with others, from being aggressive, assertive, passive, or somewhere in between. We travel the world with our mind model without problems, but that does not mean that it will bring us personal satisfaction and properly handle the ego of those we are dealing with. Both sides must come out with their egos intact - that's the key ladies and gentlemen! When you step back and analyze who are the most successful people you meet, what traits do you think about? Are they the smartest or the smartest? "You will most likely say that the people you meet who are most successful, and who enjoy life the most, are those who "have a way" with other people. Problems of When we are shy, shy, extroverted, confident or bossy, people just try to be accepted. They learn quickly, however, that you can not force friendship or acceptance, and when we try, our "Bonaro sobrestreet, ..., says that disruptive emotional problems always have their roots in our relationships with other people." Learning to better engage with others helps our emotional health, as well as our success! Social skills in engineers literally pay Purdue kept records of their engineering graduates for about 5 years to determine which skills led to a higher payout: "When the earnings of those graduates who had demonstrated a marked ability to deal with others in social situations, it was found that they averaged around 15 percent. percent more than those in the "smart" group, and about 33 percent more than those with a low personality rating". The study shows the personality stuff, but I couldn't find the exact study. What social skills were they looking for? How did they determine someone's level of social skills? I say this because there are different levels of social skills and in a world where extroverts have typically been seen as social skills, we should not confuse it with specific social skills at work. Yes Extroverts may be more social, but are they more skilled in specific situations? I'm not sure, but I think the specific skills need to be better clarified for this particular study. CHAPTER 2 - How to use the basic secret to influence others "... It can physically injure a man, it can steal his products, it can damage him in all kinds of ways, and spend it with him. But the only unforgivable sin, as far as human relationships are concerned, is to trample on someone else's dignity as a human being, you are in trouble". Ego can be defined in several ways, but the author defines it as "something deep in the heart of every man and woman that is important and demands respect." Since we are all Unique, we want to keep who we are and defend that importance against others. *** Key tip: you automatically practice good human relationships if you remember that each individual is important ... "Four facts Life from the book: We are all Egotistas. We are all more interested à €

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