



Winning With People

John C. Maxwell



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Winning with People John C. Maxwell, 2004 Tools to improve your existing relationships as well as begin new ones

Winning with People Workbook John C. Maxwell, 2005-09-10 What does it take to win with people Does an individual have to be born with an outgoing personality or a great sense of intuition to succeed relationally When it comes to people skills are there simply the haves and the have nots and we just have to accept whatever abilities God has given us In this interactive workbook great for individual or group study best selling author John C Maxwell helps you answer these questions while leading you through the 25 People Principles which are designed to help make you relationally successful Features include Questions for in depth study and reflection Insightful quotes A system to help you learn and understand the 25 Key People Principles In life the skills you use and the people you choose will make or break you **Winning with People Workbook** divided the 25 People Principles according to five critical questions we must ask ourselves if we want to win with people Readiness Are we prepared for relationships Connection Are we willing to focus on others Trust Can we build mutual trust Investment Are we willing to invest in others Synergy Can we create a win win relationship Learn and practice the 25 People Principles and you will not only be able to answer each of these questions in a positive way but you will become skillful relationally able to build healthy effective and fulfilling relationships And once you can do that you will become the kind of person who makes others successful too

25 Ways to Win with People John C. Maxwell, 2005-06-05 Specific action steps you can take to develop your business skills by building up others *25 Ways to Win With People* based on John Maxwell s best selling **Winning with People** is ideal for a quick refresher course on interpersonal relationships for leaders and aspiring leaders alike Each chapter explains the action step describes why it works and uses specific real life success stories A small sampling of the twenty five specific actions readers can take to build positive healthy relationships includes Complimenting People in Front of Others Creating a Memory and Visiting It Often Encouraging the Dreams of Others

Winning with People John C. Maxwell, 2007-04-01 The most important characteristic that is needed to be successful in any leadership position whether it s in business church or your community is the ability to work with people Relationships are at the heart of every positive human experience John C Maxwell a master communicator and relational expert makes learning about relationships accessible to everyone in **Winning With People** Within this book Maxwell has translated decades of experience into 25 People Principles that anyone can learn In **Winning With People** Maxwell divides these principles into sections based off different questions we must ask ourselves such as Readiness Are we prepared for relationships Connection Are we willing to focus on others Trust Can we build mutual trust Investment Are we willing to invest in others Synergy Can we create a win win relationship Each section contains guiding People Principles Some are intuitive such as The Lens Principle Who We Are Determines How We See Others Others may go against your instincts such as The Confrontation Principle Caring for People Should Precede Confronting People The most sophisticated leaders and salespeople will pick up on skills that will make them

even better and relational novices will learn skills that can transform them into relational dynamos

Winning Jack Welch, Suzy Welch, 2009-10-13 A champion manager of people Jack Welch shares the hard earned wisdom of a storied career in what will become the ultimate business bible With Winning Jack Welch delivers a wide ranging in depth no holds barred management guidebook about the tough strategic organizational and personal challenges that face people at every stage of their careers Loaded with candid personal anecdotes hard hitting advice and invaluable dos and don ts Jack explains his theory of business by laying out the four most important principles that form the foundation of his success Chapters include How to Get Promoted How to Think about Strategy How to Write a Budget that Works How to Work for a Jerk How Find Work Life Balance and How Start Something New Enlivened by quotes from business leaders that Welch interviewed especially for the book it s a tour de force that reflects Welch s mastery of execution excellence and leadership

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