

## Skills With People Les Giblin

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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 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

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