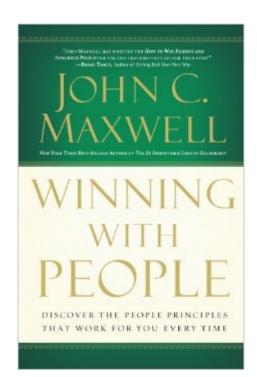
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Winning With People: Discover The People Principles That Work For You Every Time





Synopsis

Relationships are at the heart of every positive human experience. Maxwell, a master communicator and relational expert, makes learning about relationships accessible to everyone. 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.

Book Information

Paperback: 304 pages Publisher: Thomas Nelson (April 1, 2007) Language: English ISBN-10: 0785288740 ISBN-13: 978-0785288749 Product Dimensions: 5.4 x 0.8 x 8.3 inches Shipping Weight: 15.8 ounces (View shipping rates and policies) Average Customer Review: 4.7 out of 5 stars Â See all reviews (101 customer reviews) Best Sellers Rank: #48,043 in Books (See Top 100 in Books) #75 in Books > Business & Money > Industries > Hospitality, Travel & Tourism #139 in Books > Christian Books & Bibles > Christian Living > Dating & Relationships #166 in Books > Business & Money > Biography & History > Company Profiles

Customer Reviews

Winning With People takes the reader on a 360-degree tour of our interactions with other people. The book is built around five questions designed to stimulate self-reflection. This helps us see ourselves as others see us and to see them as valuable even when we do not agree or understand them. I suspect almost anyone can find something, perhaps many things, in this book to help them grow in interpersonal skills. Maxwell insists that we be authentic and even sacrificial in our relationships to get along with others. He is absolutely right to instruct us that meeting someone half-way simply is not good enough. If we value the other person (and why shouldn't we?) half-way is just a half hearted approach and the other person will eventually perceive our lack of care towards them.Maxwell helped me see most of our relational problems are in ourselves. I must take ownership of my shortcomings and strive to correct them. Along with my own housecleaning I must learn to build healthy relationships with others accepting that they too have housecleaning needs they may or may not ever address. Failure in either area on my part (housecleaning or skills building) can quickly destroy relationships I am currently blessed with. The first priority is learning

how not to destroy relationships (get the beam out of my own eye), then learn to build good ones.Maxwell's straightforward style reaches out to everyone using interpersonal examples from sports, pastoring, business, gangsters, marriage, Abraham Lincoln and other great leaders. Also, if you like to collect great quotes as I do, you will find dozens of good ones here (several from honest Abe).I enjoyed reading the book but I have a few bones to pick that might bother some readers more or less so than they did me.

According to John C. Maxwell, author of WINNING WITH PEOPLE"Our ability to build and maintainhuman relationships is the single most important factor in how we getalong--in every area of our life."Maxwell shows how this can be done in this book in this, his latest book, provided that you use the 25 people principles that he clearly presents. In reading it, I felt like I had in front of me an updated version HOWTO WIN FRIENDS AND INFLUENCE PEOPLE--the Dale Carnegieclassic ... what makes WINNING so valuable was the fact that ithas many examples that can be applied to any aspect of our worklives; e.g., this one: The best way to keep from stepping on other people's toes is to putyourself in their shoes. In the 1930's, American Airways, which laterbecame American Airlines, had a tremendous problem with complaintsfrom passengers about lost luggage. LaMotte Cohn, general managerof the airline at that time, tired to get his station managers to overcomethis issue, but he saw little progress. Finally he came upon an ideato help the airline's personnel to see things from their customers' points of view. Cohn asked all of the station managers from across the countryto fly to company headquarters for a meeting. Then he made sure thatevery manager's luggage was lost in transit. Afterward, the airlinesuddenly made a huge leap of efficiency in that area. I also liked how Maxwell used humor to make other points, such as in the case with this story: A middle-aged man entered a cocktail lounge and walked directlyto the bar.

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