

Winning With People John C Maxwell

Whatever the desire of your heart—better schools, better neighborhoods, more positive workplaces, more connected families, or more engaged communities—Change Your World will guide you through the entire process to take action and start making an impact today right where you are. You can bring about positive, lasting change in the world, and you don't have to be rich and famous or lead a big organization to do it. Global leadership and development icons John C. Maxwell and Rob Hoskins provide the inspiring and practical roadmap to get started being the change you want to see—in your community and beyond. For many of us, the world we live in feels broken, yet change is easier than we think. Learn from the firsthand experiences shared by the authors from their work helping to transform communities, businesses, and millions of lives around the world. In Change Your World, they show you how to Identify your cause Live out the values that make a difference Become a catalyst for change Join the right team or recruit one of your own Work together with others to make a difference Measure your impact and keep improving You'll not only be encouraged to make a difference based on the needs you see around you; you'll be equipped to take action and start making an impact today.

Hiroshima is the story of six people--a clerk, a widowed seamstress, a physician, a Methodist minister, a young surgeon, and a German Catholic priest--who lived through the greatest single manmade disaster in history. In vivid and indelible prose, Pulitzer Prize-winner John Hersey traces the stories of these half-dozen individuals from 8:15 a.m. on August 6, 1945, when Hiroshima was destroyed by the first atomic bomb ever dropped on a city, through the hours

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and days that followed. Almost four decades after the original publication of this celebrated book, Hersey went back to Hiroshima in search of the people whose stories he had told, and his account of what he discovered is now the eloquent and moving final chapter of Hiroshima. Being a leader means working with people, and that's not always easy! Whether in your office, church, neighborhood, or elsewhere, your interpersonal relationships can make or break you as a leader. That's why it's so important to be a "people person" and develop your skills in tapping that most precious of all resources: people. In this powerful book, America's leadership expert John Maxwell helps you: discover and develop the qualities of an effective "people person" improve your relationships in every area of life understand and help difficult people overcome differences and personality traits that can cause friction inspire others to excellence and success Loaded with life-enriching, life-changing principles for relating positively and powerfully with your family, friends, colleague, and clients, Be a People Person is certain to help you bring out the best in others—and that's what effective leadership is all about. 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.

Don't wait for that promotion! Start leading NOW...right where you are! What's the number one question leadership expert John C. Maxwell is asked while conducting his leadership conferences? "How can I implement what you teach when I'm not the top leader?". Is it possible to lead well when you're not the top dog? How about if the person you work for is a

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bad leader? The answer is a resounding yes! Welcome to *The 360° Leader*. People who desire to lead from the middle of organizations face unique challenges. And they are often held back by myths that prevent them from developing their influence. Dr. Maxwell, one of the globe's most trusted leadership mentors, debunks the myths, shows you how to overcome the challenges, and teaches you the skills you need to become a 360° leader. If you have found yourself trying to lead from the middle of the organization, as the vast majority of professionals do, then you need Maxwell's insights. You have a unique opportunity to exercise influence in all directions—up (to the boss), across (among your peers), and down (to those you lead). The good news is that your influence is greater than you know. Practice the disciplines of 360° leadership and the opportunities will be endless . . . for your organization, for your career, and for your life.

#1 New York Times bestselling author John C. Maxwell's latest book will enhance the lives of leaders, professionals, and anyone who wants to achieve success and personal growth. We often treat the word capacity as if it were a natural law of limitation. Unfortunately, most of us are much more comfortable defining what we perceive as off limits rather than what's really possible. Could it be that many of us have failed to expand our potential because we have allowed what we perceive as capacity to define us? What if our limits are not really our limits? In his newest book, John Maxwell identifies 17 core capacities. Some of these are abilities we all already possess, such as energy, creativity and leadership. Others are aspects of our lives controlled by our choices, like our attitudes, character, and intentionality. Maxwell examines each of these capacities, and provides clear and actionable advice on how you can increase your potential in each. He will guide you on how to identify, grow, and apply your critical

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capacities. Once you've blown the "cap" off your capacities, you'll find yourself more successful--and fulfilled--in your daily life.

Every day millions of people with high potential are frustrated and held back by incompetent leaders. New York Times bestselling leadership author John C. Maxwell knows this because the number one question he gets asked is about how to lead when the boss isn't a good leader. You don't have to be trapped in your work situation. In this book, adapted from the million-selling *The 360-Degree Leader*, Maxwell unveils the keys to successfully navigating the challenges of working for a bad boss. Maxwell teaches how to position yourself for current and future success, take the high road with a poor leader, avoid common pitfalls, work well with teammates, and develop influence wherever you find yourself. Practicing the principles taught in this book will result in endless opportunities—for your organization, your career, and your life. You can learn how to lead when your boss can't (or won't).

#1 New York Times bestselling author John C. Maxwell believes that any setback, whether professional or personal, can be turned into a step forward when you possess the right tools to turn a loss into a gain. Drawing on nearly fifty years of leadership experience, Dr. Maxwell provides a roadmap for winning by examining the eleven elements that constitute the DNA of learners who succeed in the face of problems, failure, and losses.

1. Humility - The Spirit of Learning
2. Reality - The Foundation of Learning
3. Responsibility - The First Step of Learning
4. Improvement - The Focus of Learning
5. Hope - The Motivation of Learning
6. Teachability - The Pathway of Learning
7. Adversity - The Catalyst of Learning
8. Problems - The Opportunities of Learning
9. Bad Experiences - The Perspective for Learning
10. Change - The Price of Learning
11. Maturity - The Value of Learning

Learning is not easy during down times,

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it takes discipline to do the right thing when something goes wrong. As John Maxwell often points out--experience isn't the best teacher; evaluated experience is.

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

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relationships. And once you can do that, you will become the kind of person who makes others successful too!

World-renowned leadership expert and bestselling author John C. Maxwell says if you want to be an effective leader, you must learn how to connect with people. While it may seem like some folks are just born with a commanding presence that draws people in, the fact is anyone can learn to communicate in ways that consistently build powerful connections. *Everyone Communicates, Few Connect*, helps you succeed by revealing Maxwell's Five Principles and Five Practices to develop this crucial skill of connecting, including: finding common ground, keeping your communication simple, capturing people's interest, inspiring people, and staying authentic in all your relationships. Your ability to achieve results in any organization--be it a company, church, nonprofit, or even in your family--is directly tied to the leadership skills in your toolbox. Connecting is an easy-to-learn skill you can apply today in your personal, professional, and family relationships to start living your best life.

Ask the best leaders in any organization how they learned to be successful, and you often hear the same answer: they had a good mentor. That's why in this essential and easy-to-read reference book, international leadership expert John C. Maxwell gives readers the bottom line on mentoring--what it is, why they

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should do it, and how they can do it most effectively. In *Mentoring 101*, he guides readers in the art of mentoring by explaining how to choose the right person to mentor, how to create the right environment for leaders to thrive and grow, how to help people become better, and how to overcome the most intimidating hurdle of all: getting started. What if you spent your entire life achieving but never shared your wisdom with anyone else? Mentoring is the key to creating a lasting legacy, and *Mentoring 101* is your personalized key to seeing that journey through.

Why it matters who's stirring the pot *Soup* offers an inspirational business fable that explains the "recipe" you can use to create a winning culture and boost employee morale and engagement. The story follows Nancy, the newly anointed CEO of America's Favorite Soup Company. She has been brought in to reinvigorate the brand and bring success back to a company that has lost its flavor and profit and has fallen on hard times. Fatefully, while eating lunch at a local soup shop, Nancy discovers the key ingredients to unite, engage, and inspire her team and create a culture of greatness. From the bestselling author of *The Energy Bus*, *The No Complaining Rule*, and *Training Camp* Find out how culture drives behavior, behavior drives habits, and habits deliver results Create relationships that are the foundation upon which successful careers and winning

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teams are built Features quick takeaways you can use to invest in your people, build trust, create unity, and enhance engagement A turnaround tale like few others, Soup will inspire you to work in your own company to unleash the passion that delivers superior results.

Explains how Billy Beene, the general manager of the Oakland Athletics, is using a new kind of thinking to build a successful and winning baseball team without spending enormous sums of money.

You can make a difference! Believe it or not, the most effective way to make an impact on the world is to make an impact on individual people. How do you do that? Through influence. In *How to Influence People*, leadership guru John C. Maxwell and his friend Jim Dornan tell you how to make a positive impact on every person in your life, from your children and coworkers to your customers and the barista at the coffee shop. *How to Influence People* will empower you to become a potent and positive influence in the lives of those around you without using a position or title. By “pouring your life into other people” (Dr. Maxwell’s definition of mentoring), “you can truly make a difference in their lives.” And when you make a difference in the lives of others, it makes a difference in your life too. Learn to perceive the stages of influence in your relationships and skillfully navigate your progress from perfect stranger to helpful confidant, to

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inspiring mentor and multiplier of influencers. Let this book impact your relationships, great and small, and make you a positive influencer and better leader in the lives of those around you.

Christian Reflections on The Leadership Challenge is a faith-based companion to the best-selling leadership book of all time--The Leadership Challenge. Grounded in Jim and Barry's time-tested research, Christian Reflections on The Leadership Challenge describes their Five Practices of Exemplary Leadership® --Model the Way, Inspire a Shared Vision, Challenge the Process, Enable Others to Act, and Encourage the Heart—and offers practical guidance and inspiring examples about how Christian leaders can have a powerful impact in their workplaces, communities, and congregations by bringing their faith into their leadership. In addition to Jim and Barry's foundational wisdom, the book brings together five leaders who reflect on the Five Practices from a Christian perspective. John C. Maxwell, David McAllister-Wilson, Patrick Lencioni, Nancy Ortberg, and Ken Blanchard share insights and stories culled from personal experience and the lives of other Christian leaders who have accomplished extraordinary things in churches, communities, classrooms, and corporations. Their thoughtful reflections on the role of faith in leadership will propel leaders and aspiring leaders

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This enhanced digital edition features ten exclusive video commentaries from America's favorite CEO Jack Welch, who shares his trademark straight-talk advice and real-world management philosophy with readers at every level of an organization. Jack Welch knows how to win. During his forty-year career at General Electric, he led the company to year-after-year success around the globe, in multiple markets, against brutal competition. His honest, be-the-best style of management has become the gold standard in business, with his relentless focus on people, teamwork, and profits. Now regarded as the bible of business, *Winning* lays out the answers to the most difficult questions people face both on and off the job—from line workers to MBAs, from project managers to senior executives. Video commentary from Jack Welch expands on the book's treatment of the real "stuff" of work—the importance of positive energy in a leader, the proper role of HR within an organization, how to lead change effectively, why strategy doesn't have to be rocket science, the potential pitfalls of mergers and acquisitions, how to launch a new business within a big company, and more. The insights and solutions offered in the text, combined with lively video interviews with Welch, will change the way you work, lead, and succeed.

John C. Maxwell, #1 New York Times bestselling author, shows you how to shift from success to significance by leading with passion and purpose in a compact new book derived from his

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previous title, *Intentional Living*. We all want to live a life that matters. But what is true significance? How do we define it, and how do we achieve it? In *THE POWER OF YOUR LEADERSHIP*, Maxwell demonstrates what can come from combining personal passion and leadership in a way that goes beyond mere success. By finding like-minded people and putting them first, you can make a difference in their lives and create a united effort that leaves a lasting positive impact. Learn how to attract people to your cause, articulate your vision, and add value from your sweet spot. Using his personal story of how he became one of the most recognized leadership experts in the world, John Maxwell shows you how to lead others according to your own purpose and create a lasting legacy.

Using insights from the Bible, dynamic pastor and motivational speaker Maxwell gives detailed steps for developing the attitude of mind which brings peace, courage, and success--to help turn problems into opportunities.

Challenging times will come, but great leaders know how to lead their teams and emerge even stronger—prepare yourself now using this helpful guide to personal and professional success. Great leaderships will face challenges. Markets will collapse; pandemics will come; people will always provide new and interesting ways to makes things difficult. But leaders must achieve results and build a team that produces, even when you are faced with difficult circumstances. This all-new book from John Maxwell, created using content from several of his previous bestselling titles, is the ultimate guide to helping your team survive and even thrive when the unexpected happens. Maxwell helps leaders identify their team's main challenges, take stock of their liabilities, understand what they can control, and use challenges as opportunities to rethink the way they do things. He ultimately gives leaders the tools to grow their teams in the

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midst of difficult times. Through humor, in-depth insight, and examples, internationally recognized leadership expert John C. Maxwell reassures leaders that they can still lead well and help people develop the skills they need to become great leaders, even when times are tough.

Use this helpful book to learn about the leadership tools to fuel success, grow your team, and become the visionary you were meant to be. True leadership isn't a matter of having a certain job or title. In fact, being chosen for a position is only the first of the five levels every effective leader achieves. To become more than "the boss" people follow only because they are required to, you have to master the ability to invest in people and inspire them. To grow further in your role, you must achieve results and build a team that produces. You need to help people to develop their skills to become leaders in their own right. And if you have the skill and dedication, you can reach the pinnacle of leadership—where experience will allow you to extend your influence beyond your immediate reach and time for the benefit of others. The 5 Levels of Leadership are: 1. Position—People follow because they have to. 2. Permission—People follow because they want to. 3. Production—People follow because of what you have done for the organization. 4. People Development—People follow because of what you have done for them personally. 5. Pinnacle—People follow because of who you are and what you represent. Through humor, in-depth insight, and examples, internationally recognized leadership expert John C. Maxwell describes each of these stages of leadership. He shows you how to master each level and rise up to the next to become a more influential, respected, and successful leader.

Dr Maxwell challenges you to look at your goals and construct a team that can make it to the

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top. Learn the basic steps to building a strong organization that can make the journey, and how obstacles and difficulties will become stepping stones to success through a well-built chain of team members.

Developing the Leader Within You is Dr. Maxwell's first and most enduring leadership book, having sold more than one million copies. In this Christian Leaders Series edition of this Maxwell classic, you will discover the biblical foundation for leadership that John Maxwell has used as a pastor and business leader for more than forty years. These same principles and practices are available for everyday leaders in every walk of life. It is a lofty calling to lead a group—a family, a church, a nonprofit, a business—and the timeless principles in this book will bring positive change in your life and in the lives of those around you. You will learn: The True Definition of Leader. "Leadership is influence. That's it. Nothing more; nothing less." The Traits of Leadership. "Leadership is not an exclusive club for those who were 'born with it.' The traits that are the raw materials of leadership can be acquired. Link them up with desire, and nothing can keep you from becoming a leader." The Difference Between Management and Leadership. "Making sure the work is done by others is the accomplishment of a manager. Inspiring others to do better work is the accomplishment of a leader." God has called every believer to influence others, to be salt and light. Developing the Leader Within You will equip you to improve your leadership and inspire others.

Sethe, an escaped slave living in post-Civil War Ohio with her daughter and mother-in-law, is haunted persistently by the ghost of the dead baby girl whom she sacrificed, in a new edition of the Nobel Laureate's Pulitzer Prize-winning novel. Reader's Guide available. Reprint. 60,000 first printing.

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You've read John Maxwell's best-selling *Winning with People*, and now you're ready for some specific action steps to build on the knowledge you gained. *25 Ways to Win With People* has just what you need! This complementary companion to the full-sized book is ideal for a quick refresher course on interpersonal relationships. 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

NATIONAL BESTSELLER • WINNER OF THE PULITZER PRIZE • A searing, post-apocalyptic novel about a father and son's fight to survive, this "tale of survival and the miracle of goodness only adds to McCarthy's stature as a living master. It's gripping, frightening and, ultimately, beautiful" (*San Francisco Chronicle*). A father and his son walk alone through burned America. Nothing moves in the ravaged landscape save the ash on the wind. It is cold enough to crack stones, and when the snow falls it is gray. The sky is dark. Their destination is the coast, although they don't know what, if anything, awaits them there. They have nothing; just a pistol to defend themselves against the lawless bands that stalk the road, the clothes they are wearing, a cart of scavenged food—and each other. *The Road* is the profoundly moving story of a journey. It boldly imagines a future in which no hope remains, but in which the father and his son, "each the other's world entire," are sustained by love. Awesome in the

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totality of its vision, it is an unflinching meditation on the worst and the best that we are capable of: ultimate destructiveness, desperate tenacity, and the tenderness that keeps two people alive in the face of total devastation.

Are there tried and true principles that are always certain to help a person grow? John Maxwell says the answer is yes. He has been passionate about personal development for over fifty years, and for the first time, he teaches everything he has gleaned about what it takes to reach our potential. In the way that only he can communicate, John teaches . . .

- The Law of the Mirror: You Must See Value in Yourself to Add Value to Yourself
- The Law of Awareness: You Must Know Yourself to Grow Yourself
- The Law of Modeling: It's Hard to Improve When You Have No One But Yourself to Follow
- The Law of the Rubber Band: Growth Stops When You Lose the Tension Between Where You are and Where You Could Be
- The Law of Contribution: Developing Yourself Enables You to Develop Others

This third book in John Maxwell's Laws series (following the 2-million seller *The 21 Irrefutable Laws of Leadership* and *The 17 Indisputable Laws of Teamwork*) will help you become a lifelong learner whose potential keeps increasing and never gets "used up."

What can make the difference in your life today? How can two people with the same skills and abilities, in the same situation, end up with two totally different

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outcomes? Leadership expert John C. Maxwell says the difference maker is attitude. For those who have ever wondered what may be separating them from achieving the kind of personal and professional success they've always dreamt of, Dr. Maxwell has some words of insight: "Your attitude colors every aspect of your life. It is like the mind's paintbrush." In *The Difference Maker*, Maxwell shatters common myths about attitude—what it can do for you and what it can't. Showing you how to overcome the five biggest attitude obstacles, Dr. Maxwell teaches the skills you need to make attitude your biggest asset. Most importantly, you'll learn not only how to develop an attitude that will have a tremendous impact on career, family, and daily living, but also how to maintain that attitude for the rest of your life.

Bestselling author John C. Maxwell shows you how the Golden Rule works everywhere, and how, especially in business, it brings amazing dividends. Who cares about a person's attitude? As long as someone can do the job, you shouldn't worry too much about it, right? If John Maxwell believed that, you wouldn't have *Attitude 101* in your hands right now. As America's leadership expert, Dr. Maxwell has devoted his life to helping people become more successful. His books and seminars teach that anyone can be a REAL success if they master skills in four areas: Relationships, Equipping, Attitude, and

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Leadership. This book is designed to give you the essentials of attitude. People's lives are so hectic. Their time is valuable, and yet, they are also on information overload. More new information has been produced in the last thirty years than in the previous five thousand. A weekday edition of the New York Times contains more information than average people in seventeenth-century England were likely to come across in their lifetime. The amount of information available in the world has doubled in the last five years, and it will keep doubling. So this book, a companion to Leadership 101, Relationships 101 (available January 2004), and Equipping 101 (available January 2004), is the short course on attitude. Dr. Maxwell recognizes that as an individual, your attitude has a profound impact on your life. As a leader, you cannot ignore the attitudes of the people you lead and expect to achieve success—whether you're leading a business, a family, a sports team, or a group of volunteers. A person's attitude impacts their relationships, colors their view of failure, and defines their approach to success. Attitude can make or break you.

Talent wins games, but teamwork wins championships. This is true in sports, pop culture, and every other industry--including business. In this essential guidebook, New York Times bestselling author John C. Maxwell explains why teamwork is the heart of great achievement in the game of business and shows readers how

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to prioritize teamwork and collaboration to achieve winning results. You'll learn how to: build a team that lasts; create positive energy on the team; harness a team's creativity; identify weak players who negatively impact your team; and judge if your team can accomplish the dream. You'll also discover how a winning team is self-fulfilling fuel: because everyone wants to be part of the winning team, you'll continue to attract only the best talent--and stay on top. A great team is the key to great results--for individual employees, leaders, and the company as a whole. Teamwork 101 demonstrates how to build and maintain one for yourself so you can leverage the benefits--and fun--of exceptional teamwork.

Pulitzer Prize winner Tracy Kidder memorably records the drama, comedy, and excitement of one company's efforts to bring a new microcomputer to market. Computers have changed since 1981, when *The Soul of a New Machine* first examined the culture of the computer revolution. What has not changed is the feverish pace of the high-tech industry, the go-for-broke approach to business that has caused so many computer companies to win big (or go belly up), and the cult of pursuing mind-bending technological innovations. *The Soul of a New Machine* is an essential chapter in the history of the machine that revolutionized the world in the twentieth century.

As the Reverend John Ames approaches the hour of his own death, he writes a

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letter to his son chronicling three previous generations of his family, a story that stretches back to the Civil War and reveals uncomfortable secrets about the family of preachers. Reader's Guide available. Reprint.

In the present book, *How to Win Friends and Influence People*, Dale Carnegie says, "You can make someone want to do what you want them to do by seeing the situation from the other person's point of view and arousing in the other person an eager want." You learn how to make people like you, win people over to your way of thinking, and change people without causing offense or arousing resentment. For instance, "let the other person feel that the idea is his or hers" and "talk about your own mistakes before criticizing the other person." This book is all about building relationships. With good relationships, personal and business successes are easy and swift to achieve.

Twelve Ways to Win People to Your Way of Thinking

1. The only way to get the best of an argument is to avoid it.
2. Show respect for the other person's opinions. Never say "You're wrong."
3. If you're wrong, admit it quickly and emphatically.
4. Begin in a friendly way.
5. Start with questions to which the other person will answer yes.
6. Let the other person do a great deal of the talking.
7. Let the other person feel the idea is his or hers.
8. Try honestly to see things from the other person's point of view.
9. Be sympathetic with the other person's ideas and desires.
10. Appeal to the nobler motives.
11. Dramatize your ideas.
12. Throw down a challenge.

Winning with People Workbook HarperChristian Resources

Most of us look at our days in the wrong way: We exaggerate yesterday. We overestimate tomorrow. We underestimate today. The truth is that the most important day you will ever

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experience is today. Today is the key to your success. Maxwell offers 12 decisions and disciplines-he calls it his daily dozen-that can be learned and mastered by any person to achieve success.

Gather successful people from all walks of life-what would they have in common? The way they think! Now you can think as they do and revolutionize your work and life! A Wall Street Journal bestseller, HOW SUCCESSFUL PEOPLE THINK is the perfect, compact read for today's fast-paced world. America's leadership expert John C. Maxwell will teach you how to be more creative and when to question popular thinking. You'll learn how to capture the big picture while focusing your thinking. You'll find out how to tap into your creative potential, develop shared ideas, and derive lessons from the past to better understand the future. With these eleven keys to more effective thinking, you'll clearly see the path to personal success. Winning With People and 17 Indisputable Laws is authored by John C. Maxwell and bundled into a 2-in-1 collection.

Maxwell has created a workbook that teaches readers what successful CEOs of major corporations, entrepreneurs, top salespeople, teachers, pastors, and parents already know--the ability to work with people is the characteristic most needed for success in leadership positions.

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