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Les Giblin

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AUTHOR One of the pioneers of the personal development industry Les Giblin was born in Cedar Rapids Iowa After serving in the military Giblin began a sales job with the Sheaffer Pen Company His successful career in door to door sales allowed him to become an ardent observer of human nature and eventually earned him the title of National Salesman of the Year Taking lessons from his sales career Giblin penned his classic SKILL WITH PEOPLE in 1968 and began conducting thousands of seminars for companies and associations including Mobile General Electric Johnson Johnson to name a few SKILL WITH PEOPLE has sold over two million copies and translated into over 20 languages across the world **Persona Magnified** Karan Sondhi,2007 **50 Success Classics Second Edition** Tom Butler-Bowdon,2010-12-07 What makes a person successful What makes them motivated prosperous a great leader Inside 50 Success Classics discover the all time classic books that have helped millions of people achieve success in their work their mission and their personal lives This brand new updated edition of Tom Butler Bowdon s guide to the texts that will help you find success in your professional and personal life Contains eight brand new chapters summarising recent classics such as Grit by Angela Duckworth and Outliers by Malcolm Gladwell Millions of us are drawn each year to find the one great book that will capture our imagination and inspire us to chart a course to personal and professional fulfillment 50 Success Classics is the first and only bite sized guide to the books that have helped legions of readers unleash their potential and discover the secrets of success Mapping the road to prosperity motivation leadership and life success 50 Success Classics summarizes each work s key ideas to make clear how these timeless insights and techniques can inform inspire and illuminate a path to authentic achievement Tom Butler Bowden presents this wide ranging selection of enduring works in the literary and the legendary pioneering thinkers philosophers and powerful leaders who have shown us how to Think and Grow Rich acquire The 7 Habits of Highly Effective People become The One Minute Manager solve the challenging puzzle of Who Moved My Cheese and discover The Art of Wordly Wisdom From the inspirational rags to riches stories of such entrepreneurs as Andrew Carnegie Warren Buffet and Sam Walton to the leadership lessons of Sir Ernest Shackleton Eleanor Roosevelt Abraham Lincoln and Nelson Mandela 50 Success Classics goes back to the basics to find the classic books on staying true to ourselves and fulfilling our potential Practical yet philosophical sensible yet stimulating the 50 all time classics span biography and business psychology and ancient philosophy exploring the rich and fertile ground of books that have helped millions of people achieve success in their work and personal lives **50 Success Classics** Tom Butler-Bowdon,2010-12-07 Discover the all time classic books that have helped millions of people achieve success in their work and personal lives **SKILL WITH PEOPLE** Les Giblin,1972 Life lessons from the Master of basic people skills Described as the most wisdom in the least words Skill with People has sold over 10 Million copies and has been translated into 20 languages worldwide Credited with transforming the lives of its many readers Skill With People is a must have for everyone s personal library Learn to communicate with impact Influence with certainty and listen with sensitivity Summary of Les T. Giblin's How to Have Confidence and Power in Dealing With

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