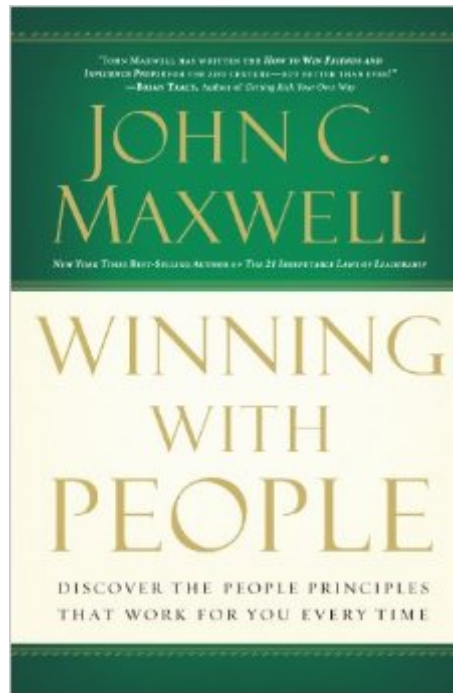


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# Winning With People: Discover The People Principles That Work For You Every Time



## 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

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## 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 maintain human relationships is the single most important factor in how we get along--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 HOW TO WIN FRIENDS AND INFLUENCE PEOPLE--the Dale Carnegie classic . . . what makes WINNING so valuable was the fact that it has many examples that can be applied to any aspect of our work lives; e.g., this one: The best way to keep from stepping on other people's toes is to put yourself in their shoes. In the 1930's, American Airways, which later became American Airlines, had a tremendous problem with complaints from passengers about lost luggage. LaMotte Cohn, general manager of the airline at that time, tired to get his station managers to overcome this issue, but he saw little progress. Finally he came upon an idea to help the airline's personnel to see things from their customers' point of view. Cohn asked all of the station managers from across the country to fly to company headquarters for a meeting. Then he made sure that every manager's luggage was lost in transit. Afterward, the airline suddenly 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 directly to the bar.

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