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Influence People

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Conflicts (Dale
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November 17,
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**The 5 Essential
People Skills:
How to Assert
Yourself ...**

To assert
yourself
effectively
enough to
influence
others, develop
the five
essential people
skills: rapport

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building,
curiosity,
communication,
ambition and
conflict
resolution.

Funny how the
essential people
skills are
called

'ambition' and
'conflict
management' and
the book ended

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up telling us
how to deal with
ambitious people
and problematic
people.

**The 5 Essential
People Skills:
How to Assert
Yourself ...**

Communication is
key in all
aspects of our
lives. RAPPORT

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BUILDING. Not only do you have to respect others, you must first respect yourself. Once you do this, you can...

Curiosity. Take that time to learn about others without an agenda. Show sincere

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Essential. Share
your own stories
with... ..

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People Skills |
Focus Lab® | We
Build ...**

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essential people
skills are:
rapport building
curiosity
communication

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Essential

ambition

conflict

resolution

rapport building

curiosity

communication

ambition

conflict

resolution

Assertiveness is

the core skill

which fuels all

positive

interpersonal

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to Others, and

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walked away from
a conversation
full of doubts
and...

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How to Assert
Yourself ...**

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will help you be

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the most
positively
commanding,
prosperous, and
inspired
professional you
can be. You will
learn how to: •
Relate to the
seven major
personality
types...

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Essential Skills:

How to Assert Yourself ...

Communication

Call people by
name Admit

making mistake

Hold people too
high standards

Show sincere
interest in

colleagues Offer
specific rather
than general

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Essential Avoid
praise making promises
People Skills that cannot be
Dale Carnegie fulfilled Show
gratitude Be
considerate Help
others Be humble
Help others save
face

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Summary - SeeKen
Assertive Ways**

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to Improve Your
Life To assert
yourself
effectively
enough to
influence
others, develop
the "five
essential people
skills":
"rapport
building,
curiosity,
communication,

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Essential" and

"conflict
People Skills
resolution."
Dale Carnegie

Empower yourself
by applying the
recommendations
that follow and
carrying out the
"action steps."

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People Skills
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That's high on the list of 13 essential people skills to succeed in your career. 13.

Negotiation Skills.

Possessing good negotiation skills is very good for your career. A lot of people tend to

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think of
negotiation
skills in the
context of hard
core, wheeling
and dealing with
the money hungry
businessmen.
That's the image
but not the
reality.

**13 Essential
People Skills to**

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**Succeed in Your
Career**

The 5 Essential
People Skills
Dale Carnegie

will help
identify and
explore five
essential people
skills; rapport
building,
curiosity,
communication,
ambition, and
conflict

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Essential. Once
you've mastered
these powerful
skill you be the
most positively
commanding,
prosperous, and
inspired
professional you
can be.

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How to Assert**

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Yourself...

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will help you be
the most
positively
commanding,
prosperous, and
inspired
professional you
can be. You will
learn how to: •
Relate to the
seven major

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personality

types...

People Skills

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will help you be

the most

positively

commanding,

prosperous, and

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Essential

professional you
can be. You will
learn how to:

Relate to the
seven major
personality
types • Live up
to your fullest
potential while
achieving
personal success

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Essential Skills:

How to Assert Yourself ...

Seventy years ago, when the legendary Dale Carnegie taught millions of people how to win friends and influence people, he inspired an interpersonal

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Dale Carnegie

revolution. In
The 5 Essential
People Skills:
How to Assert
Yourself, Listen
to Others, and
Resolve
Conflicts, his
legacy continues
into the 21st
century.

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types • Live up
to your fullest

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Essential while
achieving
personal success
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Essential Associates,
Inc.... Have you
People Skills
Dale Carnegie
ever walked away
from a

conversation

full of doubts

and

insecurities? Do

you feel as if

you've lost a

little ground

after every

staff meeting?

Most of us are

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either too
passive or too
aggressive in
our business

life, and we end
up never getting
the support,
recognition, or
...

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Instantly!

People skills are the tools you use to communicate and interact effectively with others.

Individuals with strong people skills are able to predict behavior, relate to others, and

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socialize
easily. People
People Skills
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skills also are
known as soft

skills,

interpersonal

skills, social

skills,

emotional

intelligence,

and

interpersonal

intelligence.

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