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The 5 Essential People Skills Dale Carnegie Training Business Book Summaries © August 3, 2010 © Copyright © 2010 EBSCO Publishing Inc. © All Rights Reserved Page 3 the list to a friend. Doing so often provides unexpected feedback, as other people often see traits that the individual does not see. 3.

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Assertiveness, the ability to speak and act in ways that naturally cause people to respond attentively . and positively is the basic core element that is at the center of each of the five essential . people skills. • Skill #1: Rapport Building. To develop rapport with strangers, smile and be friendly. Don't volunteer your personal opinions.

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## **the 5 essential people skills | Download eBook PDF/EPUB**

The 5 essential people skills summary Assertiveness is the mature response, first understand your position then formulate the professional argument Making reasonable requests and making clear that you make a point Be objective, detached

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

In The 5 Essential People Skills, Dale Carnegie's principles are broken down to help you become more assertive person in the aspects of rapport building, curiosity, communication, ambition, and conflict resolution. The book delves into these aspects deeply. The overarching theme is being assertive and various ways to apply assertiveness to become a well-rounded individual that can communicate ...

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