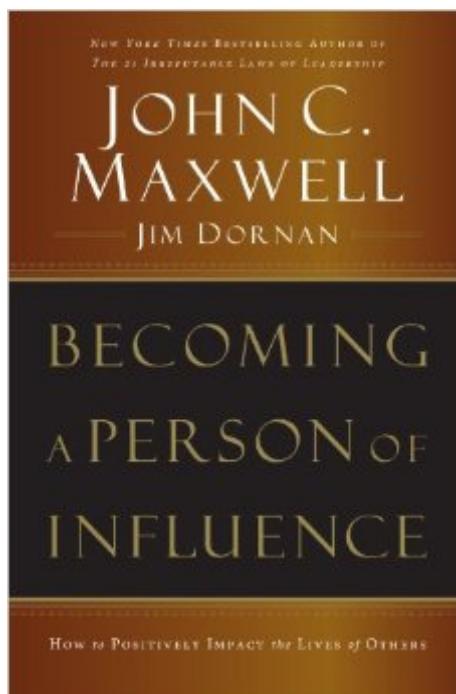


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# Becoming A Person Of Influence: How To Positively Impact The Lives Of Others



## **Synopsis**

America's leadership expert teaches that if your life in any way connects with other people, you are an influencer. Whatever your vocation or aspiration is, you can increase your impact with Maxwell's simple, insightful ways to interact more positively with others. Watch your personal and organizational success go off the charts!

## **Book Information**

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## **Customer Reviews**

This is the first book I ever read of the author. Therefore, my comment might look more positive than other reviewers who had read the authors' other books. In fact, when I bought it, I took it as a book of communications. Of course I was wrong and it is a book about "leadership". As a middle aged mid-tier manager who had read many books about leadership, I am obliged to say that this is not outstanding. However, I must give my praise to the part devoted to the importance and practice of "listening". The author gave interesting messages about it and presented even more interesting sayings, such as:-"No man would listen to you talk if he didn't know it was his next turn. - Edgar Watson HoweYou aint learning nothing when you're doing all the talking. - Lyndon JohnsonBig people monopolize the listening. Small people monopolize the talking. - David SchwartzAfter watching the novice take several swings at the tennis ball, the pro stopped him and suggested ways he could improve his stroke. But each time he did, the student interrupted him and gave his opinion of the problem,...and the coach began to nod his head in agreement. When the lesson ended, a woman who had been watching said to the pro, "why did you go along with that arrogant man's

stupid suggestions?" The pro smiled and replied, "I learned a long time ago that it's a waste of time to try to sell real answers to anyone who just wants to buy echoes." Beware of putting yourself into a position where you think you know all the answers. Anytime you do, you'll be putting yourself in danger. It's almost impossible to think of yourself as "the expert" and continue growing and learning at the same time. All great learners are great listeners.

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