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How to Win Friends & Influence People | Summary & PDF

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UNDERSTANDING AND TREATING THE EXPLOSIVE CHILD

(4) distrust others search for the single answer: the one you will accept (5) try to win a contest of wills (6) apply pressure b. – Soft – (1) participants are friends

CHAPTER 12: APPENDIX CHAPTER 12: APPENDIX NEGOTIATION SKILLS

Looking for a comprehensive, easy-to-read summary of the best-selling book, How to Win Friends and

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