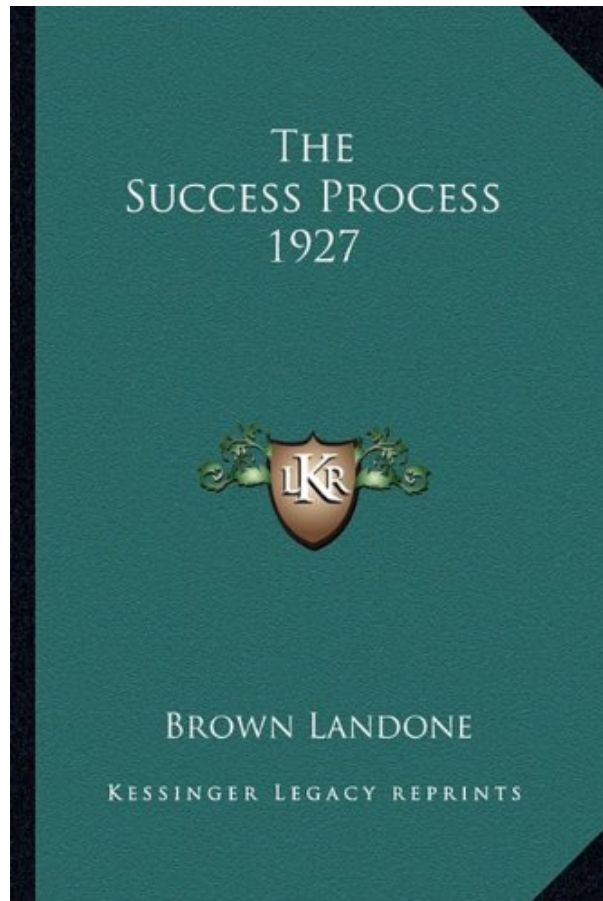


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- Sales Rank: #8631559 in Books
- Published on: 2010-09-10
- Original language: English
- Number of items: 1
- Dimensions: 9.02" h x .49" w x 5.98" l, .70 pounds
- Binding: Paperback
- 232 pages

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Rare old Gem, unique keys to mastery

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This has many unusual keys to success, of the high caliber of Atkinson or Shaftesbury at their best.

Excerpts

"In this chapter, I present the doing process which always leads to success.

Even planned doing based upon ideas, desires, and thought-out processes fails unless the process is idealized.

Idealizing the process is more than merely thinking about the process.

Thinking of how to do things has gone on since the world began.

Every one who has earnestly tried to succeed and who has failed has thought out what he wanted to do and how to do it. Such failures have been caused by lack of idealizing the process.

The process itself must be idealized as well as the result one wishes to attain. It is such an idealized process which makes success certain"

...

"Many a person is a failure because he does not know how to use the three means of communication effectively in persuading and convincing others to accept his word and render him just compensation.

Tones are more important than words.

No young man can succeed in convincing a girl that he loves her by sitting across the room, twenty feet from her, and shouting "I love you!" in the high pitched tones of a campaign orator.

Many a person fails to secure a raise in salary, because at the time he is requesting a raise by use of words his tones and actions tell his employer that the applicant is afraid he will not receive the raise requested.

You have heard one woman you know the kind compliment another. Her words are complimentary. But, one little spiteful inflection of her tone tells you that the compliment is insincere. The woman may talk for ten minutes (600 seconds) and the spiteful inflection of her tone may last but one second. Yet, you believe the one unit of tone, and discredit the 600 units of words!

Action is more effective than words and tones.

Also, a man may compliment you for ten minutes in pleasing words, spoken in most agreeable tones. But, one tiny sneer of the upper lip will belie all the complimentary ideas expressed by his words and all the agreeable feelings aroused by his pleasing tones. The little sneer is action. It may last but one second. Yet, action is so much more effective than words and tones, that you discredit the 600 units of words and the 600 units of tone, and depend upon the one unit of action.

Is it any wonder that so many people fail when they try mainly by means of words to communicate that which they wish to communicate to others

Remember that leadership is one of the factors which determines success. It is one of the factors which guarantee it.

Remember also that your success depends upon dealing effectively with other people.

In doing so, you can use but three means words, tones, and actions. If you have been attempting to succeed by a major use of words, you have failed again and again for words are less effective than tones, and tones are less effective than action.

Use words to express your ideas.

Use tones to express your feeling.

Use only action to express motives.

Then you will not be misunderstood.

And you will be understood."

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