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Gregory Hartley, Maryann Karinch

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In business, school, romance, or your neighborhood, it is valuable to know what attracts people, what repels them, and what makes them tick. How do people see you? And how do you see others? In *-Get People to Do What You Want*, you'll find the practical answers to these questions and, in the process, discover how to win people over. You will gain an upper hand in your interaction with others that translates into higher starting salaries, greater productivity, and better relationships in which you are never the victim.

Get People to Do What You Want is the perfect modern complement to Dale Carnegie's 1937 classic work on the topic. In fact, you might think of them as the Old and New Testaments of interpersonal skills. Interrogation is about getting people who do not like you (the enemy) to side with you long enough to get your desired outcome. It means motivating human behavior to create a bond that allows someone who may dislike you to feel obliged to cooperate with you. This book teaches you skills honed in years of interrogation and expanded by use in the business world. By combining these skills with your unique background, you will easily attract the people you want - and get rid of the ones you don't.

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