Relationship Management In The Professional World
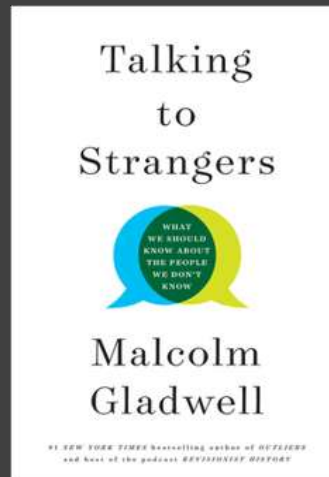
Presented by: Nicholas T. Barricella

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HOW TO WIN FRIENDS & INFLUENCE PEOPLE

DALE CARNEGIE

Unravel the secrets of dealing with people
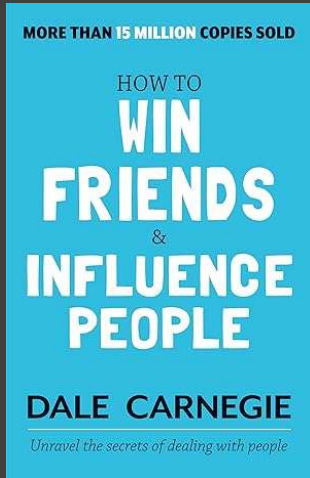
Emotion label	"Happy": Smiling	"Sad": Pouting	"Angry": Scowling	"Fear": Gasping	"Disgust": Nose-scrunching	Neutral
Trobrianders (n = 68)						
Happiness	**.58**	.08	.04	.08	.00	.23
Sadness	.04	**.46**	.04	.04	.23	.19
Anger	.20	.17	**.07**	.30	.20	.07
Fear	.08	.27	.04	**.31**	.27	.04
Disgust	.18	.11	.08	.29	**.25**	.11
Spaniards (n = 113)						
Happiness	**1.00**	.00	.00	.00	.00	.00
Sadness	.00	**.98**	.00	.00	.00	.02
Anger	.00	.00	**.91**	.00	.09	.00
Fear	.00	.07	.00	**.93**	.00	.00
Disgust	.00	.02	.00	.15	**.83**	.00

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"BRILLIANT AND VITALLY IMPORTANT!"—STEPHEN R. COVEY, AUTHOR OF *THE 7 HABITS OF HIGHLY EFFECTIVE PEOPLE* AND *THE 8TH HABIT*

ego nomics

what makes ego our
g r e a t e s t
a s s e t
(or most expensive liability)

david marcum & steven smith
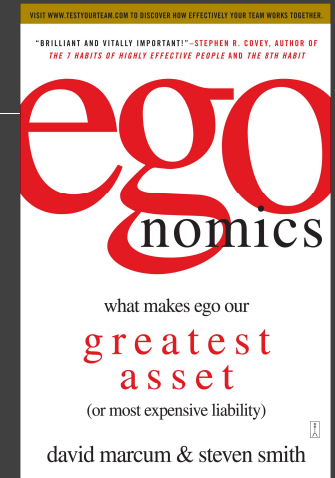
How To Win Friends and Influence People teaches the reader people skills. Also, how to apply them to the real world. Some examples include how to be a good conversationalist, how to make a good impression and how to interest others.

Talking to Strangers

WHAT WE SHOULD KNOW ABOUT THE PEOPLE WE DON'T KNOW

Malcolm Gladwell

#1 NEW YORK TIMES bestselling author of *OUTLIERS* and host of the podcast *REVISIONIST HISTORY*

Talking with strangers informs its reader how to read body language. This is taught through transparency which is how honest and open someone is. What actions presented by another mean yes or no? How someone is feeling by expression alone etc.

Egonomics informs the audience of how ego gets in the way of business. The book goes on to explain how to get around ego and improve as a person. In examples such as "too much competitiveness is unmotivating ", and the" difference in defending ideas vs being defensive". These just a couple ways that ego can get in the way of business but they can be learned from and improved upon like anything else.