

How to Have **CONFIDENCE & POWER** in **DEALING** with **PEOPLE**



Les Giblin

BARNES & NOBLE
BOOKSELLERS

ONLY **\$6.98** PSY

This book made available by the Internet Archive.

How to Have CONFIDENCE & POWER in DEALING with PEOPLE

Taking a brass tacks approach to communication, *How to Have Confidence and Power in Dealing with People* explains how to interact with others as they really are, not as you would like them to be. The goal is to get what you want from them successfully—be it cooperation, goodwill, love, or security.

Les Giblin, a recognized expert in the field of human relations, has devised a method for dealing with people that can be used when relating with anyone—parents, teachers, bosses, employees, friends, acquaintances, even strangers. Giblin shows step by step how to get what you want at any time and in ways that leave you feeling good about yourself. Moreover, the people who have given you what you want wind up feeling good about themselves, too. The result?

(continued on back flap)

How to Have
CONFIDENCE
& POWER
in DEALING
with **PEOPLE**

Les Giblin

How to Have
CONFIDENCE
& **POWER**
in **DEALING**
with **PEOPLE**

and My Mother ELEANOR

When you're nervous, confident and
helpful to your family and friends

Les Giblin

**BARNES
& NOBLE
BOOKS
NEW YORK**

How to Have
CONFIDENCE
& POWER
in DEALING
with PEOPLE

Copyright © 1956 by Prentice-Hall, Inc.;
copyright renewed © 1984 by Prentice-Hall, Inc.

This edition is reprinted by Barnes & Noble, Inc.,
by arrangement with Prentice-Hall Press, a division of Prentice-Hall Direct

All rights reserved. No part of this book may be used or reproduced
in any manner whatsoever without the written permission of the Publisher.

1999 Barnes & Noble Books

ISBN 0-7607-1402-9

Printed and bound in the United States of America

03 MC 9 8 7 6 5

To My Wife GRETCHEN and My Mother ELIZABETH

whose inspiration, guidance, and help made this book possible

CONTENTS

Part One

MAKING HUMAN NATURE WORK FOR YOU

CHAPTER	PAGE
1. Your Key to Success and Happiness	3
<i>Merely getting along isn't the answer</i>	3
<i>The reason 90 per cent of people fail in life</i>	4
<i>Where success and happiness come from</i>	4
<i>Your personality problems are your problems with other people</i>	5
<i>Horse-and-buggy methods won't work in an atomic age</i>	6
<i>Davy Crockett's world is no more</i>	6
<i>Human engineering more important than technical knowledge</i>	7
<i>People are here to stay</i>	7
TESTED METHODS FOR GETTING WHAT YOU WANT	8
<i>Skill depends on mastering certain basic principles</i>	8
CHAPTER 1 IN A NUTSHELL	10
2. How to Use the Basic Secret for Influencing Others	11
<i>Let's look at the other side of egotism</i>	11
<i>We are all egotists: four facts of life</i>	14
<i>What makes people self-centered and conceited?</i>	15
<i>How to use LS/MFT</i>	15

CHAPTER	PAGE
2. How to Use the Basic Secret for Influencing Others (Cont.)	
LOW SELF-ESTEEM MEANS FRICTION AND TROUBLE . . .	15
<i>How to turn a lion into a lamb</i>	<i>17</i>
<i>The same principle works on children or kings . .</i>	<i>18</i>
<i>Give the other fellow a personal reason to help you .</i>	<i>19</i>
THE ESSENCE OF CHAPTER 2	19
 3. How to Cash in on Your Hidden Assets	 21
<i>Try giving away your wealth</i>	<i>21</i>
<i>Everyone is hungry for this food</i>	<i>22</i>
<i>You must "recognize" the other person</i>	<i>23</i>
THREE WAYS TO MAKE PEOPLE FEEL IMPORTANT . . .	24
1. <i>Think other people are important.</i>	<i>24</i>
2. <i>Notice other people.</i>	<i>26</i>
3. <i>Don't lord it over people.</i>	<i>29</i>
POINTS TO REMEMBER IN CHAPTER 3	31

Part Two

**HOW TO CONTROL THE ACTIONS AND
ATTITUDES OF OTHERS**

4. How to Control the Actions and Attitudes of Others	35
<i>How to adopt the attitude and action you want the other fellow to express</i>	<i>36</i>
<i>When you're shouted at, you must shout back . .</i>	<i>36</i>
<i>How to control anger in others</i>	<i>37</i>
<i>Enthusiasm is catching</i>	<i>37</i>
<i>Confidence breeds confidence: How to make the most of it</i>	<i>40</i>

CONTENTS

ix

CHAPTER	PAGE
4. How to Control the Actions and Attitudes of Others (Cont.)	
<i>Money in the bank for salesmen</i>	41
<i>How to put magnetism in your personality</i>	41
LITTLE THINGS GIVE YOU AWAY	42
1. <i>Watch your walk</i>	42
2. <i>Your tattle-tale handshake</i>	43
3. <i>Your tone of voice</i>	43
HOW TO USE THE ONLY WAY TO MAKE PEOPLE DO BETTER	43
CHAPTER 4 IN BRIEF	45
5. How You Can Create a Good Impression on Other People	47
<i>Know what you want, then sound off accordingly</i>	48
HOW TO CREATE A GOOD FIRST IMPRESSION	49
<i>Other people accept you at your own appraisal</i>	50
<i>How many people unwittingly create a bad impression</i>	51
<i>Getting people to say yes to you</i>	53
<i>Assume that the other person will do what you want</i>	54
CHAPTER 5 IN A FEW WORDS	56

Part Three

TECHNIQUES FOR MAKING AND
KEEPING FRIENDS

6. How to Use Three Big Secrets for Attracting People	59
THE TRIPLE-A FORMULA FOR ATTRACTING PEOPLE	60
1. <i>Acceptance</i>	60
<i>How to make your marriage vows come true</i>	61
<i>Acceptance is a two-edged sword</i>	62
<i>How to make your husband successful</i>	62