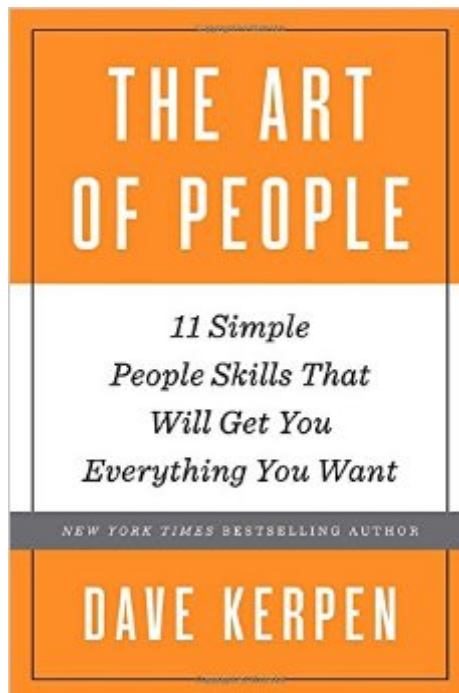


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# The Art Of People: 11 Simple People Skills That Will Get You Everything You Want



## Synopsis

What does it take to win success and influence? Some people think that in today's hyper-competitive world, it's the tough, take-no-prisoners type who comes out on top. But in reality, argues New York Times bestselling author Dave Kerpen, it's actually those with the best people skills who win the day. Those who build the right relationships. Those who truly understand and connect with their colleagues, their customers, their partners. Those who can teach, lead, and inspire. In a world where we are constantly connected, and social media has become the primary way we communicate, the key to getting ahead is being the person others like, respect, and trust. Because no matter who you are or what profession you're in, success is contingent less on what you can do for yourself, but on what other people are willing to do for you. Here, through 53 bite-sized, easy-to-execute, and often counterintuitive tips, you'll learn to master the 11 People Skills that will get you more of what you want at work, at home, and in life. For example, you'll learn:

- The single most important question you can ever ask to win attention in a meeting
- The one simple key to networking that nobody talks about
- How to remain top of mind for thousands of people, everyday
- Why it usually pays to be the one to give the bad news
- How to blow off the right people
- And why, when in doubt, buy him a Bonsai

A book best described as "How to Win Friends and Influence People for today's world," • The Art of People shows how to charm and win over anyone to be more successful at work and outside of it.

## Book Information

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## Customer Reviews

If you knew what you needed to know to get along with people better, would your life be better? Having spent the past 19 years working with people on both sides of the "learning line" (the folks who "need to know," and the others who "know they know") I have seen clearly just how disastrous it can be when people are in denial. When they deny what they don't know, it's bad... There is something we need to know about what makes people like that tick. Why WOULDN'T someone do the self-study necessary to understand themselves? Especially when they're in a position of power and influence, such as many people I meet are... But first, we need to explore what makes US tick. When we know what drives us - as I say, "what we want to be known for" - it makes it possible (but be careful, NOT probable) to meet them where they are. Where Dave starts is by giving his story of getting to look in the mirror. Want to make a change out there? Start in here... Over 53 essays, you'll discover not just tactics you could use to meet people, stand out from the crowd, and make a positive, influential difference. Do that and more. Stop. Often. And ask yourself, "What would I have done?" There are 6 specific essays that I grabbed on to (printed them out, in fact!): 1. Myers-Briggs Means Nothing; This Means Everything Or, as I think about it: Know Yourself To Lead Yourself As I read essay #1, I clicked pause, went to the BACK of the book, and went through the Personality Assessment that Dave leaves for us there. Look, this isn't the first (or the last) one of these that I've ever taken, and just like the ones before it, there weren't that many surprises.

The conclusion of Dave Karpen's book, The Art of People, nicely summarizes most of what he has to say that relates to the eleven people skills that will get you everything you want. Dave's wife Carrie tells him, "You know, the ultimate paradox is that the secret to getting everything you want at work and in life is treating people well, not trying to get everything you want. Meet the right people, listen well, connect and inspire them, and they'll want to give you everything that you want. They'll want to do this so badly, you won't even need to ask." Dave says to Carrie, "You're a genius." That, of course, is a bit of hyperbole for effect, but that also is part of Dave's plan to always look for opportunities to praise people. Let's tease out some of the important ideas from Dave's book that support his wife's comment. On page 58 Dave tells us "that if there's just one people skill you take away from this book, it should be listening." That's active listening, of course, which means giving your entire attention to the person who is talking, supporting that person through your nonverbal communication, repeating to the person's satisfaction just what he or she has said, and connecting emotionally to what the person is saying, which Dave tells us is often the most important part of the message. These are wise words and as

Dave tell us, easy to understand, but difficult to put into practice. Dave uses all of page 85 to tell us that "The most important question you'll ever ask is How can I help you?" • Throughout his book Dave makes the point that we must first change ourselves, become less self-centered and selfish, and genuinely learn to support, encourage, and help others. If we are lucky, we have met a few people in our lives that were genuinely interested in us.

Kerpen has another winner on his hands with the Art of People. If you have ever read Dale Carnegie's book "How to Win Friends and Influence People" this is a modern version of that masterpiece. Similar to Kerpen's book Likeable I really like how the book is formatted to make it easy on the reader and that each chapter ends with FAST First Action Steps to Take. While this book isn't deep - it give tangible takeaways that we can all practically use on a day-to-day basis. The tip that I've infused the most into my interactions with people are these 3 questions: 1. What are you currently working on that has you the most excited? 2. If money were no longer an issue - what would you be doing with your life? 3. What is your favorite charity? Kerpen indicates if you ask these three questions you may know the person even better than your spouse. I actually started with my spouse so that I wouldn't fall into that trap! The fact that Kerpen is a successful CEO is also helpful since he has used these skills first hand to achieve success! If it worked for him then it should work for us. I highly recommend this book. Likeable Social Media, Revised and Expanded: How to Delight Your Customers, Create an Irresistible Brand, and Be Amazing on Facebook, Twitter, LinkedIn, Instagram, Pinterest, and More

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