



# Como ganarse a la gente: Descubra los principios que siempre funcionan con las personas

*John C. Maxwell*

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# Como ganarse a la gente: Descubra los principios que siempre funcionan con las personas

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Ask the successful CEOs of major corporations, entrepreneurs, top salespeople, and pastors what characteristic is most needed for success in leadership positions, and they'll tell you-it's the ability to work with people.

Some people are born with great relationship skills, but those who are not can learn to improve them. In *Winning with People* Maxwell has translated decades of experience into 25 People Principles that anyone can learn.

Maxwell has divided the People Principles in this book according to the questions we must ask ourselves if we want to win with people:

Readiness: Are we prepared for relationships? Connection: Are we willing to focus on others? Trust: Can we build mutual trust? Investment: Are we willing to invest in others? Synergy: Can we create a win-win relationship?

Each section contains guiding People Principles. Some are intuitive, such as *The Lens Principle: Who We Are Determines How We See Others*. Others may go against your instincts, such as *The Confrontation Principle: Caring for People Should Precede Confronting People*. All of them are 100 percent practical!

## Como ganarse a la gente: Descubra los principios que siempre funcionan con las personas Details

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## **From Reader Review Como ganarse a la gente: Descubra los principios que siempre funcionan con las personas for online ebook**

### **Paula says**

I've read other books by Maxwell. There was a man in my church who suggested I read a book by John Maxwell. I trusted his opinion so I did. Then I decide to read another. I read another and when this 'unofficial spiritual mentor' of mine asked me what I thought, I was afraid to say anything. Turns out he even believed "if you've read one John Maxwell book, you've pretty much read them all." Epigraphs in the little book on teamwork include quotes by himself. (that was a turn-off) Other books, I can't even remember the titles unless I look them up by author name.

I know he's popular and is considered a leadership guru. He does offer a great deal of sound advice from years of experience as a pastor and leader. He mentions having been mentored himself. I believe he is a man of integrity. He's even funny at times. However, I won't spend more time reading another leadership book by him.

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### **Zara says**

Great book! I learned quite a deal from it. He touches on some important and useful life lessons in terms of relationships and daily interactions. Read it if you don't easily take to people (generally speaking) or often find yourself in negative dysfunctional relationships. And read it even if neither one of those applies.

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### **Farhan Safi says**

He has become my favourite writer on leadership after this book. Truly amazing.

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### **Isis Sousa says**

Like other Maxwell books, this one is also a very pleasant read. Maxwell's captivating writing style and the interesting topics he brings up within this book will inspire you.

As I read each principle, I reflected upon the complex subject of relationships. Here are some of the eye-openers for me:

The lens principle: who you are determine how you see others.

The charisma principle: people is interested in people who is interested in them.

The bedrock principle: trust is the foundation of any relationship.

The Bob principle: when Bob has a problem with everyone, Bob is usually the problem.

The 101 principle: Find the 1% we agree upon and give it 100% of our effort. - *This particular principle helped me to re-discover a friend, I learned how to appreciate and enjoy a friendship with this individual.*

The friendship principle: all things being equal, people will work with people they like; all things not being equal, they still will. - *The most inspiring of all principles, I think.*

If you have great skills with people, this book can be handy on helping you reflect where you are.

If you need to enhance your people skills, this book has a solid foundation for you to start with!

This is a great book for everybody, but essential for those who work with people.

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### **Nicholas Bradley says**

I read this book with a group of people and we had a good time discussing the various chapters and pinpointing where we were strong and where we were weak. Maxwell always uses great analogies and stories and his books are always filled with good lessons you can use later. This book is no exception.

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### **Lisa Tobin says**

Even if you don't work directly with people, this can help you in every facet of your life

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### **Osama Elboushi says**

Some people are born with great relationship skills, but those who are not can learn to improve them. In *Winning with People* Maxwell has translated decades of experience into 25 People Principles that anyone can learn.

this is my problem

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### **Beckynovacek says**

Love John Maxwell's books. You can just count on him for consistently good and practical ideas for living out your life in a way that has a positive impact.

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### **X says**

the modern How to win friends and influence people

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### **Christopher says**

One word, GAY.

This might be good for the touchy feel sensitive person but for me I could not stand to read this. It mentions different strategies on how to deal with people and some principles behind it, but the entire time I kept saying to myself "TELL THESE PEOPLE TO STOP BEING SUCH WHINEY BRATS"

I'll take my advice from Jim Collins where he says that if you hired properly in the first place, then you eliminate most of your people problems in the future.

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### **Cynthia O'Donnell says**

You just can't go wrong with any of John Maxwell's books. If you deal directly with people, then this book is for you. This book helps you identify ways to strengthen your relationships with people and helps you grow your interpersonal skills. A must for all sales people.

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### **Ray Chan says**

#### **Transform your people skills & hence your life!**

Many practical & effective ideas to help you build stronger & happier relationship at work and life!  
Highly recommended to all!

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### **McKinley says**

Very gentle approach to friendly, kind ways to interact with others. Discusses 5 central concerns: readiness, connection, trust, investment and synergy. Lots of examples and questions bring points home.

Readiness - who we are determines how we see others, know yourself first, hurting people hurt people, never hammer someone, we can lift up or take people down

Connection - entire world, except 1, is composed of others; put ourselves in our place not others; each person has potential to teach us something; people are interested in others who are interested in them; believing the best of others usually brings out the best of people; caring precedes confronting others

Trust - foundation of any relationship; never let situation mean more than relationship; when bob has a problem with everyone, bob is usually the problem; being at ease with self helps other be at ease with us; when preparing for battle, dig a hole big enough for a friend

Investment - all relationships need cultivation; find 1% we agree on and focus 100% on it; journey with others is slower than journey alone; celebrate success of friends; take higher road when interacting with others

Synergy - when we help others, we help ourselves; people work well with others they like; working together increases odds of winning together; joy of being together as bottomline

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### **Vegajose says**

Este es un libro que debe usted leer, su pareja, su familia y sus amigos.

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### **Scott says**

Former pastor turned leadership guru, John C. Maxwell is known for his insight and experience when it comes to the business industry. What I find helpful is Maxwell's teachings are applicable to other environments such as church, small groups, and relationships. His 2004 release *Winning With People* specifically deals with relationships. Quite frequently the mindset of the business world is "What can I do to get ahead?" or "How can I succeed?" Maxwell challenges the reader to think outside of the box and change his or her thoughts to "How can I help others succeed?" (Read my entire review at: <http://scottcouey.com/2012/05/21/maxw...>)

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