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KEY=EDITION - FREEMAN LILLY

Human Relations The Art and Science of Building Effective Relationships *Prentice Hall* Relationships are the very foundation of our lives. Whether personal or professional, our ability to understand and communicate effectively with the people in our lives can make the difference between a satisfying, fulfilling life and one filled with tension and frustration. With this in mind, it's surprising that so few of us take the time to critically examine the makeup and workings of these connections. This text examines human relations by integrating key components of successful relationships: internal influences on thoughts, feelings, and behaviors ; external or sociocultural influences and communication principles and skill building. These main features help drive students towards better understanding and more effective communication within all of their relationships. **Human Relations The Art and Science of Building Effective Relationships** *Pearson* This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. For courses in Adjustment, Interpersonal Behavior, and Human Relations A conceptual and skills-based overview of relationship building in today's world Human Relations: The Art and Science of Building Effective Relationships helps students learn how to communicate more effectively within all of their personal and professional relationships. Employing a three-tiered approach to human relations, author Vivian McCann helps students to understand the psychological concepts that underlie relationships, to build the skills needed to communicate effectively, and to consider the influence of cultural norms and backgrounds throughout the relationship-building process. Revised to reflect the latest data and research, the Second Edition also includes updated information about how new technologies have greatly impacted today's relationships. NOTE: This ISBN is for a Pearson Books a la Carte edition: a convenient, three-hole-punched, loose-leaf text. In addition to the flexibility offered by this format, Books a la Carte editions offer students great value, as they cost significantly less than a bound textbook. Human Relations: The Art and Science of Building Effective Relationships, Second Edition is also available via REVEL™, an interactive learning environment that enables students to read, practice, and study in one continuous experience. **Social Intelligence The New Science of Human Relationships** *Bantam* Emotional Intelligence was an international phenomenon, appearing on the New York Times bestseller list for over a year and selling more than five million copies worldwide. Now, once again, Daniel Goleman has written a groundbreaking synthesis of the latest findings in biology and brain science, revealing that we are "wired to connect" and the surprisingly deep impact of our relationships on every aspect of our lives. Far more than we are consciously aware, our daily encounters with parents, spouses, bosses, and even strangers shape our brains and affect cells throughout our bodies—down to the level of our genes—for good or ill. In Social Intelligence, Daniel Goleman explores an emerging new science with startling implications for our interpersonal world. Its most fundamental discovery: we are designed for sociability, constantly engaged in a "neural ballet" that connects us brain to brain with those around us. Our reactions to others, and theirs to us, have a far-reaching biological impact, sending out cascades of hormones that regulate everything from our hearts to our immune systems, making good relationships act like vitamins—and bad relationships like poisons. We can "catch" other people's emotions the way we catch a cold, and the consequences of isolation or relentless social stress can be life-shortening. Goleman explains the surprising accuracy of first impressions, the basis of charisma and emotional power, the complexity of sexual attraction, and how we detect lies. He describes the "dark side" of social intelligence, from narcissism to Machiavellianism and psychopathy. He also reveals our astonishing capacity for "mindsight," as well as the tragedy of those, like autistic children, whose mindsight is impaired. Is there a way to raise our children to be happy? What is the basis of a nourishing marriage? How can business leaders and teachers inspire the best in those they lead and teach? How can groups divided by prejudice and hatred come to live together in peace? The answers to these questions may not be as elusive as we once thought. And Goleman delivers his most heartening news with powerful conviction: we humans have a built-in bias toward empathy, cooperation, and altruism—provided we develop the social intelligence to nurture these capacities in ourselves and others. **Reading Book for Human Relations Training Human Relations in Education** *Routledge* As a teacher, how can I increase my personal effectiveness, and how can I improve the quality of relationships in the classroom? These are the two fundamental questions which Human Relations in Education sets out to answer - in a way that will appeal to all those concerned with education. Eric and Carol Hall examine issues such as self-concept, social and emotional learning, the dynamics of the staffroom and the classroom, as well as stress management and relaxation. They demonstrate how these affect human relations in schools and colleges. Interpersonal communications and counselling skills are then examined in terms of language.

imagery and non-verbal communication. With its original blend of theory and practical exercises, *Human Relations in Education* is essential reading for both experienced teachers and teachers in training. **Human Relations and Other Difficulties Essays** Farrar, Straus and Giroux An incisive collection of essays by the editor of the London Review of Books, whom Hilary Mantel has called “a presiding genius” Mary-Kay Wilmers cofounded the London Review of Books in 1979, and has been its sole editor since 1992. Her editorial life began long before that: she started at Faber and Faber in the time of T. S. Eliot, then worked at the Listener, and then at the Times Literary Supplement. As John Lanchester says in his introduction, she has been extracting literary works from reluctant writers for more than fifty years. As well as an editor, Mary-Kay Wilmers is, and has been throughout her career, a writer. The deeply considered pieces in *Human Relations and Other Difficulties*, whether on Jean Rhys, Alice James, a nineteenth-century edition of the Pears’ Cyclopaedia, novel reviewing, Joan Didion, mistresses, seduction, or her own experience of parenthood, are sparkling, funny, and absorbing. Underlying all these essays is a concern with the relation between the genders: the effect men have on women, and the ways in which men limit and frame women’s lives. Wilmers holds these patterns up to cool scrutiny, and gives a crisp and sometimes cutting insight into the hard work of being a woman. **Displaying Death and Animating Life Human-Animal Relations in Art, Science, and Everyday Life** University of Chicago Press The number of ways in which humans interact with animals is almost incalculable. From beloved household pets to the steak on our dinner tables, the fur in our closets to the Babar books on our shelves, taxidermy exhibits to local zoos, humans have complex, deep, and dependent relationships with the animals in our ecosystems. In *Displaying Death and Animating Life*, Jane C. Desmond puts those human-animal relationships under a multidisciplinary lens, focusing on the less obvious, and revealing the individualities and subjectivities of the real animals in our everyday lives. Desmond, a pioneer in the field of animal studies, builds the book on a number of case studies. She conducts research on-site at major museums, taxidermy conventions, pet cemeteries, and even at a professional conference for writers of obituaries. She goes behind the scenes at zoos, wildlife clinics, and meetings of pet cemetery professionals. We journey with her as she meets Kanzi, the bonobo artist, and a host of other animal-artists—all of whom are preparing their artwork for auction. Throughout, Desmond moves from a consideration of the visual display of unindividuated animals, to mourning for known animals, and finally to the marketing of artwork by individual animals. The first book in the new Animal Lives series, *Displaying Death and Animating Life* is a landmark study, bridging disciplines and reaching across divisions from the humanities and social sciences to chart new territories of investigation. **Family Planting A Farm-fed Philosophy of Human Relations** John Hunt Publishing In this passionate philosophical memoir, Kimerer LaMothe unfolds an earth-friendly vision of what love can be. Moving to a farm after years spent teaching and writing at Harvard University, LaMothe faces new challenges in her relationships with her parents, her partner, and their children. In her struggle to respond she comes to a radical conclusion: we humans are nothing more or less than an impulse to connect, born to love, but not born knowing how. In vivid accounts of family life, LaMothe reveals how moving our bodily selves in the natural world can foster the sensory awareness we need to cultivate life-affirming connections with those who enable us to be. **Winning Ways: The Funeral Profession's Guide to Human Relations** McGraw Hill Professional Publisher's Note: Products purchased from Third Party sellers are not guaranteed by the publisher for quality, authenticity, or access to any online entitlements included with the product. Written for the funeral service industry by a funeral service professional, this unique book teaches effective methods of interacting with people. **Human Relations in Business Developing Interpersonal and Leadership Skills** Wadsworth Publishing Company This applied text, designed to increase the student's human resource skills, is a self-contained text, workbook, and study guide—all for one price. Written in a conversational style using stories, real-world examples, and humor, the book is sure to engage the reader. The authors include free-writes, case studies, projects, and personality tests to help students apply what they have read. The pages are perforated to make it easier for students to hand in their projects. **Human Relations for Career and Personal Success** Prentice Hall **Spiritual Roots of Human Relations** Shadow Mountain **HUMAN RELATIONS IN ORGANIZATIONS Applications and Skill Building INTRODUCTION TO HUMAN RELATIONS STUDIES Academic Foundations and Selected Social Justice Issues** Charles C Thomas Publisher This book is based on the authors' experiences as professors of human relations and community activists at the University of Oklahoma, which has the largest degree-granting human relations program in the United States. The specific objectives of this book are to prepare students to work for the provision of equal opportunities for minority groups and women, develop skills pertaining to leadership, communication, group and organizational behaviors by the analysis of behavioral science data, and to function responsibly in situations where conflict and tension call for coordination of interpersonal, intergroup and organization efforts. The programs discussed in this book were designed to provide participants with opportunities to gain self-insight, knowledge of moral and ethical codes of behaviors as well as group dynamics, communication skills, and cognitive tools used to diagnose problems and select the appropriate strategies for change. Unique features include: historical and current human relations problems and strategies; interdisciplinary approaches to the creation and development of human relations programs; an educational approach to the ways of supplementing and complementing relevant issues; emphasis on social justice and equity; and the similarities and differences among and between culturally different people. Several articles and essays that illustrate a few of the issues that concerned professional helpers may be involved in are included. Special attention is given to the consequences of unequal educational, economic, political, and social opportunities for some of our nation's citizens. This book will be a valuable tool for students who are enrolled in their first courses pertaining to professional helpers, teachers, licensed therapists, counselors, business managers, human service practitioners, and community organizers. **Human Relations Strategies for Success** McGraw-Hill Humanities, Social Sciences & World Languages *Human Relations: Strategies for Success* covers both new and time-tested theories of human relations, and shows the relationship between human relations skills and career success in one-on-one situations, groups, and organizations. Self-esteem, self-awareness, attitude, motivation, and values are covered as the text explores the personal side of human relations and how it relates to management theory. *Human Relations: Strategies for Success* stresses the human relations skills and management principles essential to functioning successfully in a global business environment. **Hospitality & Tourism Human Relations Management in Africa** AuthorHouse The book draws attention to the topic of hospitality and tourism Human Relations Management in Africa. It urges hospitality and tourism organisations in Africa to identify the urgent need for the major challenges and develop an in-depth human relations management practices which will balance global competitiveness, multi-national flexibility and the building of a worldwide interrelationship. Achieving this balance will require organisations to develop the cultural sensitivity and ability to manage and leverage learning for building future capabilities. In addressing the issues of developing effective

human relations in hospitality and tourism management, the following areas should be considered: (1) Identifying the nature and the implications of national cultural differences within the body of human resources. (2) Establishing a basis for building understanding and awareness of cultural differences and how they may be managed. (3) Formulating a framework for developing a high performance strategy which takes account of cultural differences and leverages the diversity present in their organizations. The book has emphatically drawn the attention of management to their African indigenosity. This has expressly stated that the topic of African Management Human Behavioural orientation is a cardinal prerequisite for a viable human relations management strategy. **Science, Technology, and Art in International Relations** *Routledge* This volume brings together 19 original chapters, plus four substantive introductions, which collectively provide a unique examination of the issues of science, technology, and art in international relations. The overarching theme of the book links global politics with human interventions in the world: We cannot disconnect how humans act on the world through science, technology, and artistic endeavors from the engagements and practices that together constitute IR. There is science, technology, and even artistry in the conduct of war—and in the conduct of peace as well. Scholars and students of international relations are beginning to explore these connections, and the authors of the chapters in this volume from around the world are at the forefront. **Marriageology The Art and Science of Staying Together** *Simon and Schuster* The fault lines that can fracture a marriage are all contained in these six words: FAMILIARITY, FIGHTING, FAMILY, FINANCES, FOOLING AROUND AND FINDING HELP. It's time to get to know your F words. Using the latest scientific research, personal anecdotes and expert advice, award-winning journalist Belinda Luscombe argues that marriage is good for your health, your finances and your happiness. But it isn't always easy! Focusing on what Belinda describes as her F words, she presents facts, debunks myths, and provides an entertaining mix of data, anecdotes and wisdom from a wide range of approaches to married life, drawing on the work of experts from within the marriage and divorce industries. A brilliant guide to staying together, Marriageology offers helpful advice and gives readers something to think about whether your marriage is on the brink of collapse or just needs a bit of maintenance. **Human Relations Commissions Relieving Racial Tensions in the American City** *Columbia University Press* During the 1950s, amid increased attention to the problems facing cities—such as racial disparities in housing, education, and economic conditions; tense community-police relations; and underrepresentation of minority groups—local governments developed an interest in “human relations.” In the wake of the shocking 1965 Watts uprising, a new authority was created: the Los Angeles City Human Relations Commission. Today, such commissions exist all over the United States, charged with addressing such tasks as fighting racial discrimination and improving fair housing access. Brian Calfano and Valerie Martinez-Ebers examine the history and current efforts of human relations commissions in promoting positive intergroup outcomes and enforcing antidiscrimination laws. Drawing on a wide range of theories and methods from political science, social psychology, and public administration, they assess policy approaches, successes, and failures in four cities. The book sheds light on the advantages and disadvantages of different commission types and considers the stresses and expectations placed on commission staff in carrying out difficult agendas in highly charged political contexts. Calfano and Martinez-Ebers suggest that the path to full inclusion is fraught with complications but that human rights commissions provide guidance as to how disparate groups can be brought together to forge a common purpose. The first book to examine these widely occurring yet understudied political bodies, Human Relations Commissions is relevant to a range of urban policy issues of interest to both academics and practitioners. **Assassin of Secrets** *Mulholland Books* An elite spy risks his biggest asset to defeat an insidious international organization hell-bent on selling the most sensitive state secrets to the highest bidder. Jonathan Chase, the CIA's top field agent, is sworn to protect and serve the United States at all costs. But after a brutal period of captivity during the Korean War, Chase developed an agenda of his own: to use his mastery of war to create peace. His new target: the Zero Directorate, a cabal of rogue assassins who have embarked on a campaign to systematically interrogate and kill seasoned secret agents from across the globe. But the Directorate has set an elaborate trap, and for Chase the whole mission involves an inescapable paradox. As the world's preeminent operative, the closer he gets to the cabal, the closer the cabal gets to their primary target. **Effective Human Relations: Interpersonal And Organizational Applications** *Cengage Learning* Master the human relation skills you need to become successful in today's workplace with one of the most widely used human relations texts available. EFFECTIVE HUMAN RELATIONS incorporates hundreds of examples of real human relations issues and practices in successful companies. This comprehensive 13th edition explores goal- setting, the root causes of negative attitudes, the use of personal branding and social media in the job market, emotional intelligence, positive psychology and happiness, and how companies create a dynamic company cultures. Self-assessments and self-development opportunities throughout the book teach you to assume responsibility for improving your personal skills and competencies. This text will help you gain the insights, knowledge and relationship skills you need to deal successfully with the wide range of people-related challenges in business today. It is a text you can continue to refer to throughout your life! Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. **How to Win Friends and Influence People** *Srithi Publishers & Distributors* Do you feel stuck in life, not knowing how to make it more successful? Do you wish to become more popular? Are you craving to earn more? Do you wish to expand your horizon, earn new clients and win people over with your ideas? How to Win Friends and Influence People is a well-researched and comprehensive guide that will help you through these everyday problems and make success look easier. You can learn to expand your social circle, polish your skill set, find ways to put forward your thoughts more clearly, and build mental strength to counter all hurdles that you may come across on the path to success. Having helped millions of readers from the world over achieve their goals, the clearly listed techniques and principles will be the answers to all your questions. **Helping and Human Relations: Selection and training Identity, Institutions and Governance in an AI World Transhuman Relations** *Springer Nature* The 21st century is on the verge of a possible total economic and political revolution. Technological advances in robotics, computing and digital communications have the potential to completely transform how people live and work. Even more radically, humans will soon be interacting with artificial intelligence (A.I.) as a normal and essential part of their daily existence. What is needed now more than ever is to rethink social relations to meet the challenges of this soon-to-arrive “smart” world. This book proposes an original theory of trans-human relations for this coming future. Drawing on insights from organisational studies, critical theory, psychology and futurism - it will chart for readers the coming changes to identity, institutions and governance in a world populated by intelligent human and non-human actors alike. It will be characterised by a fresh emphasis on infusing programming with values of social justice, protecting the rights and views of all forms of “consciousness” and creating the structures and practices necessary for encouraging a culture of “mutual

intelligent design". To do so means moving beyond our anthropocentric worldview of today and expanding our assumptions about the state of tomorrow's politics, institutions, laws and even everyday existence. Critically such a profound shift demands transcending humanist paradigms of a world created for and by humans and instead opening ourselves to a new reality where non-human intelligence and cyborgs are increasingly central. **Helping and Human Relations: Practice and research The Two Cultures** Cambridge University Press The importance of science and technology and future of education and research are just some of the subjects discussed here. **Introduction to Rights-based Direct Practice with Children** Springer The Sourcebook introduces the theoretical and ideological foundation and methodological basis of Rights-based Direct Practice with Children. It starts with the methodology of participatory group workshops to facilitate learning of the content. The content draws linkages among the foundation of life skills; psychosocial, sociological and critical theories of childhood; and child rights values, categories and principles; with the approaches, methods and skills of direct practice with children. The book takes examples from India but makes significant contribution to training and reference material for child rights teachers, trainers, facilitators and field workers, across the world, especially in the developing countries. **Human Relations in Organizations Applications and Skill Building with Olc and Powerweb** Lussier's: Human Relations in Organizations: Applications and Skill Building, 6e takes an application/skill building approach to human relations. The book continues to have integration balanced by a three-pronged approach: clear concise understanding of human relations/organizational behaviour concepts; the application of HR/OB concepts for critical thinking in the business world; and the development of HR/OB skills. This approach allows the student to learn the concept, apply it through various applications and situational activities, and ultimately apply it to his/her own life. **Human Behavior at Work Human Relations and Organizational Behavior** Fundamentals of organizational behavior, Leadership and its development; Organizational environment; Social environment; Communication and group processes; Conclusion; Case problems. **A Rights-Based Preventative Approach for Psychosocial Well-being in Childhood** Springer Science & Business Media Children are one of the most important phase of human development and the most important target group for social work intervention. Most of the schools of human development and social work round the world have an elective course on children and some offer a concentration in this area. There are plenty of textbooks on intervention with children published by Western authors, focusing on useful theories and skills but mainly at the remedial level. They neither use the preventative approach nor the child rights perspective, which has been found useful in the developing nations. The books on child rights are generally published by the United Nations Children's Fund (UNICEF) and other international organisations working in the field of children such as Save the Children. These books focus on the useful child rights perspective but they neither integrate theories nor use the preventative approach. The proposed book A Rights-based Preventative Approach for Children's Psychosocial Well-Being: will be the first to apply the child rights perspective and the preventative approach to intervention for children's psychosocial well-being. It is an integration of theories with practice and teaching relevant in different parts of the world. The book is divided into the following three parts: Part 1: Introduction to a Rights-based Preventative Approach for Children's Psychosocial Well-Being.- Part 2: Primary Prevention for Children's Psychosocial Well-Being.- Part 3: Secondary and Tertiary Prevention for Children's Psychosocial Well-Being **The Art of Loving** Open Road Media The landmark bestseller that changed the way we think about love: "Every line is packed with common sense, compassion, and realism" (Fortune). The Art of Loving is a rich and detailed guide to love—an achievement reached through maturity, practice, concentration, and courage. In the decades since the book's release, its words and lessons continue to resonate. Erich Fromm, a celebrated psychoanalyst and social psychologist, clearly and sincerely encourages the development of our capacity for and understanding of love in all of its facets. He discusses the familiar yet misunderstood romantic love, the all-encompassing brotherly love, spiritual love, and many more. A challenge to traditional Western notions of love, The Art of Loving is a modern classic about taking care of ourselves through relationships with others by the New York Times–bestselling author of To Have or To Be? and Escape from Freedom. This ebook features an illustrated biography of Erich Fromm including rare images and never-before-seen documents from the author's estate. **Animal Intimacies Interspecies Relatedness in India's Central Himalayas** University of Chicago Press What does it mean to live and die in relation to other animals? Animal Intimacies posits this central question alongside the intimate—and intense—moments of care, kinship, violence, politics, indifference, and desire that occur between human and non-human animals. Built on extensive ethnographic fieldwork in the mountain villages of India's Central Himalayas, Radhika Govindrajan's book explores the number of ways that human and animal interact to cultivate relationships as interconnected, related beings. Whether it is through the study of the affect and ethics of ritual animal sacrifice, analysis of the right-wing political project of cow-protection, or examination of villagers' talk about bears who abduct women and have sex with them, Govindrajan illustrates that multispecies relatedness relies on both difference and ineffable affinity between animals. Animal Intimacies breaks substantial new ground in animal studies, and Govindrajan's detailed portrait of the social, political and religious life of the region will be of interest to cultural anthropologists and scholars of South Asia as well. **The Selfish Gene** Oxford University Press, USA An ethologist shows man to be a gene machine whose world is one of savage competition and deceit **The Tavistock Institute of Human Relations Shaping the Moral, Spiritual, Cultural, Political and Economic Decline of the United States of America Semiotic Approaches to Human Relations** Walter de Gruyter **Social Chemistry Decoding the Patterns of Human Connection** Penguin "One of the most interesting and useful books ever written on networking."—Adam Grant Social Chemistry will utterly transform the way you think about "networking." Understanding the contours of your social network can dramatically enhance personal relationships, work life, and even your global impact. Are you an Expansionist, a Broker, or a Convener? The answer matters more than you think. . . . Yale professor Marissa King shows how anyone can build more meaningful and productive relationships based on insights from neuroscience, psychology, and network analytics. Conventional wisdom says it's the size of your network that matters, but social science research has proven there is more to it. King explains that the quality and structure of our relationships has the greatest impact on our personal and professional lives. As she illustrates, there are three basic types of networks, so readers can see the role they are already playing: Expansionist, Broker, or Convener. This network decoder enables readers to own their network style and modify it for better alignment with their life plans and values. High-quality connections in your social network strongly predict cognitive functioning, emotional resilience, and satisfaction at work. A well-structured network is likely to boost the quality of your ideas, as well as your pay. Beyond the office, social connections are the lifeblood of our health and happiness. The compiled results from dozens of previous studies found that our social relationships have an effect on our likelihood of dying prematurely—equivalent to obesity or smoking. Rich stories of Expansionists like Vernon Jordan, Brokers like Yo-Yo Ma, and

Conveners like Anna Wintour, as well as personal experiences from King's own world of connections, inform this warm, engaging, revelatory investigation into some of the most consequential decisions we can make about the trajectory of our lives. **The Global Covenant Human Conduct in a World of States** OUP Oxford The Global Covenant is a ground-breaking work by one of the leading scholars in international relations that rejuvenates the classical international society approach, and brings it into contact with the new era of world politics. It is a major study of international society that presents a comprehensive analysis of international peace and security, war and intervention, human rights, failed states, territories and boundaries, and democracy. It contemplates the future of international society in the 21st century. It is also a major attempt to justify the world-wide state system as a foundation of political freedom. - ;The Global Covenant is a ground-breaking work by one of the leading scholars in international relations that rejuvenates the classical international society approach, and brings it into contact with the new era of world politics. It investigates the most important international issues of our time, including peace and security, war and intervention, human rights, failed states, territories and boundaries, and democracy. It draws on a family of closely related disciplines: diplomatic and military history, international legal studies, and international political theory. It addresses basic methodological questions and presents the elements of a human sciences approach to the study of world politics. It contemplates the future of international society in the 21st century. The Global Covenant concludes by justifying the pluralist society of sovereign states as one that respects human diversity and upholds human freedom. - ;Robert Jackson's The Global Covenant ought to rank among the most distinctive and important books of international relations theory written by a Canadian scholar ... it has much to teach those who think and teach within the discipline - Canadian Journal of Political Science;Comprehensive and well researched ... The Global Covenant defends the pluralist view of international society very well - The Ethnic Conflict Research Digest **Success Sutra** Sterling Publishers Pvt. Ltd There is no shortcut to success. It is consistent hard work and a continuous journey. Success Sutra decodes success as a multidimensional phenomenon involving a balancing act between the personal and professional aspects of one's lives. This book helps one identify the lacunae in oneself and the efforts by which one can overcome them. It offers numerous coping strategies like Yoga and reconnecting with Nature, to cater to various temperaments. Success Sutra brings together a rare amalgamation of Eastern and Western Thought on the subject. It culls parables and shlokas from the Vedas, Upanishads, and the Bhagvad Gita and also analyses and simplifies theories on psychology by the likes of Karl Jung. Substantiated by quotations from great personalities ranging from Sadhu Vaswani to JRD Tata, Osho to Eleanor Roosevelt and peppered with anecdotes, this is must read for all those looking for sustainable and stress free SUCCESS through one's life.

Occupational Outlook Handbook Connecting, Understanding and Motivating People Developing healthy Inter-personal relationships Notion Press Grow people; grow organizations! Every organization, in order to function, needs resources—namely, money, machinery, materials and methods. Man was also considered as one of these resources—but no longer! Man—people—is a great possibility endowed with enormous potential. It is perhaps the greatest leadership responsibility of every corporate manager and business head to take the lead in 'connecting' with people on the intellectual level—developing acquaintance, 'understanding' on the emotional level—knowing their maturity and 'motivating' to tap into their inherent dormant potential. Organizations by themselves don't make profits; it is the people who make profits for the organization. People, undoubtedly, are the roots of an organization. Take care of the roots to get the fruits. By connecting, understanding and motivating, you grow people and create leaders! The essence of leadership is creating leaders!