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**Others How**

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Authors: Steve  
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value. If I'd be  
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highlighting the  
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important parts of it,  
might as well highlight  
the irrelevant ideas  
because I will surely  
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never expecting to  
like it so much. If you  
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Insane Results  
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People Crazy:  
'Motivation requires a  
calm, cente...

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People, First Just

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Relax. Think of  
Management as  
Easy. Tell the Truth  
Quickly. Teach Your  
People "No" Power.  
Teach Them to Teach  
Themselves. Teach  
Self-Discipline. Stop  
Talking. Stop  
Pushing. Stop  
Looking Over Your  
Shoulder. Stop  
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Change. Soften Your  
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Others 1. Know

Where Motivation

Comes From .....19 2.

Teach Self-Discipline

.....20 3. Tune In

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Before You Turn On

.....23 4. Be the  
Cause, Not the Effect  
.....24 5.

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Be the great leader  
you've always wanted  
to be with 100 pithy,  
persuasive  
alternatives to the  
usual way most of us

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try to motivate  
others—by  
downloading our  
anxiety onto theirs.

Breakthrough  
concepts abound:

""Don't manage  
people, manage  
agreements."" ""Tell  
the truth quickly.""

""Stop talking,""

""Soften your heart.""

""To motivate your  
people, first just

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relax." "Motivate

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Others is the

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Ways To Motivate

Yourself: The

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Yourself “Why?” If

you don't thoroughly

understand why it is

you want your goal, it

will be all too easy to

give up before you

reach it. When times

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most likely will, you  
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