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## 7 Habits Of Highly Effective People Hindi Pdf [BEST]

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everyone has the need for self-respect. once you have developed a habit of it, it will be easy to achieve. it builds self-confidence and increases the chances of us being successful at whatever we do. self-respect makes it possible to manage the results well, and improve at whatever you do. a habit is a system, and once you establish a habit, it can become a system for the rest of your life. the seven habits of highly effective people teaches you to become a highly effective person. it encourages us to work toward objectives and to continually aim higher. it shows us how to make progress and change or improve ourselves. covey suggests that if we apply the habits to our decision-making and social environments, we will accomplish much more efficiently than if we do not. he says that there are no foolproof formulas for how to make real, meaningful, lasting change. in a way, the reason most salespeople enjoy skipping in line at the dmV is that sales is a game that rewards (or in the case of canceled sales) punishes failure. youre competing for a trophy that costs thousands to reproduce every year, and over time, you wont live in that house with the white picket fence; youll live in a house on a street with the wrong address. the reason salespeople fail in the game is that they fall prey to the same illusion of certainty about outcomes that tripped up so many people leading up to the market crash. the average salesperson works what gets asked isnt what you think is going to get asked. the words will come out in a way you can respond, but only if youre paying attention. what gets asked is what you need, and only the person who asks it will know the answer. if someone wants something, theyll tell you what they need. if they dont, theyre less likely to get what they want.

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when your focus is on others as the priority, you end up using your energy to help others in their pursuit of more of the same. when your focus is on yourself as the priority, you dont want more of anything. when your focus is on things, you value them, but they dont give you time. when your focus is on people, you use your time to help others find things that will help them in their pursuit of more of what they want. when your focus is on what, you spend time developing those things, and you become more valuable. when your focus is on who, you find the things that are important, and use your time to help others in their pursuit of those things. be present for people. when you become a real person to someone, you become a real person to yourself. when you become real, you suddenly have people who trust you. when you have people who trust you, you suddenly have opportunities. the power to love. you must love the way you want to be loved. this is the art of persuasion. the art of persuasion is self-awareness, and self-awareness comes from paying attention. if you are going to do the work of persuasion, you will have to change how you want to be loved. you will have to become a person who is loved. you will have to become valuable. you will have to become the person you want to be. when it comes to building a strong team, it is important that salespeople don't expect the same approach to be appropriate for them. but they should also accept that, when it comes to building their team, others have done it successfully. and that their sales cycles may be different to those of their peers. this is because they need to work outside their comfort zone to learn and develop new skills. 5ec8ef588b

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