

BOOKS THAT CHANGED MY LIFE
and
WHAT YOU ARE TO LEARN FROM THEM

1. How to Win Friends and Influence People - Dale Carnegie
Outline this into 12 sentences: How to make people do what you want
2. The Naked Ape - Desmond Morris
3. The Human Zoo - Desmond Morris
Understanding Submissive Postures and How to Use them to achieve what you want
4. The Prince - Niccolò Machiavelli
How to get (and more importantly) How to Intelligently Use POWER
5. Psycho Cybernetics - Maxwell Maltz
Understanding your Mind as a goal seeking and achieving device
6. The Territorial Imperative - Robert Ardrey
The Territorial Defense mechanism and its Effect on men in business transactions
7. The Richest Man in Babylon
The proper use of cash (not credit)
8. Education of a Poker Player - Herbert Yardley
A good lesson in the philosophy of When to Play and Take a Chance
9. The Peter Principle
Understanding people in Organization
10. The Art of Negotiating - Gerald Niremberg
Basic understanding of what must happen in a negotiation if it is to succeed and you are to become a “deal-maker.” Also listen to the cassettes
11. Body Language
How to “Read” the adverse party in a negotiation

Other subjects for discourse on which I have strong feelings:

1. Understanding what “Success” really means and What is Required to Achieve it
2. How to borrow and pay back: the handling of bankers; the preparation and opening of the door when opportunity knocks
3. Definition of “Brilliance”
4. Giving ... and its Science
5. Surrounding yourself with Genius and Synergism