



The New Art of Managing People, Updated and Revised: Person-to-Person Skills, Guidelines, and Techniques Every Manager Needs to Guide, Direct, and Motivate the Team

Tony Alessandra, Phillip L. Hunsaker

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When a manager establishes a friendly yet productive working atmosphere, the benefits to the whole organization are substantial. *The Art of Managing People* provides practical strategies, guidelines and techniques for

- * Developing the interpersonal skills necessary to improve relations with employees
- * Understanding the differences between people, and behaving accordingly
- * Assessing, and then improving, current working situations
- * Creating trust between managers and employees.

Person-to-person skills are the key to developing an effective team of satisfied, energetic workers. Letting your workers express their own personalities and maximize their potentials will

- * Reduce stress within the work force,
- * Create a positive spirit throughout the company, and
- * Increase the organization's productivity and profitability.

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