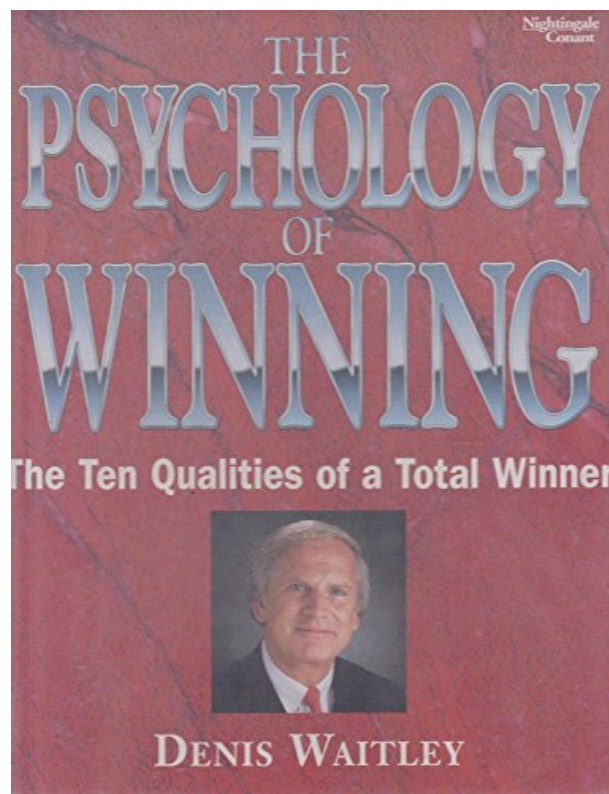
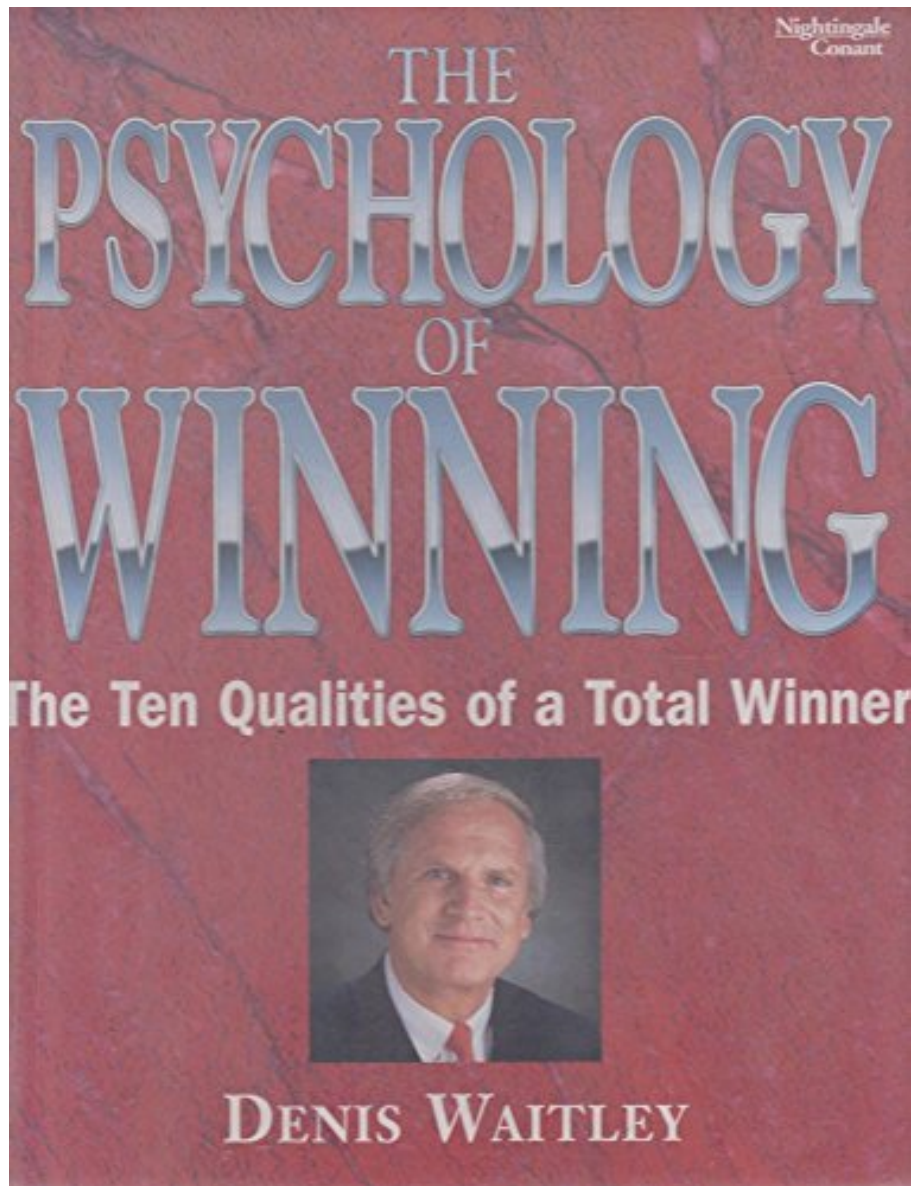


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Denis Waitley's theories on human potential have made him one of America's most sought-after speakers and best-selling audiocassette program authors. Denis honed his understanding of leadership, discipline and motivation at an early age as a Naval Academy graduate. This background and advanced studies have served him well in his long career as a motivational researcher, counselor, consultant and speaker.

Denis has worked with groups as diverse as medical researchers, top executives, returning POWs and Olympic athletes. The focus of his work has always been on helping people bring out the best in themselves and their organizations.

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Advice on how to transform high expectations into real outcomes, concentrate on desire and the rewards of success instead of fear and failure, and how to visualize and act out winning situations to guarantee success.

- Sales Rank: #12224687 in Books
- Brand: Brand: Nightingale Conant Corp (a)
- Published on: 1987-06
- Original language: English
- Dimensions: 11.75" h x 10.25" w x 1.00" l,
- Binding: Audio Cassette

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- Used Book in Good Condition

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1 of 1 people found the following review helpful.

Life Changing

By Zarak Simmons

*The Psychology of Winning* is a book that has changed my life. For some people, parents or other relatives instill these values in their children from early on so a book like this is not necessary for them. But for those of us who come from disadvantaged circumstances, this book is monumental. I grew up without a father, but I was a very talented kid and bright kid and I had to learn through trial & error how to achieve in my life, and I've done well in that sector. But now in my early 20's and discovering self teaching, I have come across books that have made enormous impacts on my life. P.O.W is one for the records, Dennis breaks down Ten Traits, and how these traits will help you to win in life. The truth is if you listen, and apply his wisdom you

will see the change in your life. My favorite chapter is Chapter -2 Self Esteem, by applying and understating this chapter, I have had the courage to ask for a promotion and receive it, ask out a girl I have had my eye on for months, as well as give up partying and wasting time with friends who don't add to my life. This book is a must read for anyone who isn't afraid to grow & change, and yes it's true books can change your life, don't let anyone tell you different study the great winners in life and you will see most of them were self taut through vigorous reading and experimenting.

5 of 6 people found the following review helpful.

Full of Goodness

By Brian Johnson

[[VIDEOID:4f5066087905527a2781d835c66933ea]] “The term ‘Winning’ may sound phony to you. Too materialistic. Too full of A’s, or luck, or odds, or muscle-bound athletes. True winning, however, is no more than one’s own personal pursuit of individual excellence. You don’t have to knock other people down or gain at the expense of others. ‘Winning’ is taking the talent and potential you were born with, and have since developed, and using it fully toward a goal or purpose that makes you happy.”

“For every one of your goals, make a habit to repeat again and again, “‘I want to—I can,’ ‘I want to—I can.’ Develop a simple, new affirmative self-talk vocabulary about yourself.”

~ Dr. Denis Waitley from The Psychology of Winning

Winning. No need to get all up in your stuff if the word doesn't appeal to you.

Let's think of it as our “personal pursuit of individual excellence.” That approach reminds me of the fact that in ancient Greece guys like Socrates, Plato and Aristotle said that if we wanna experience consistent happiness we need to live with what they called “Areté”—a word that literally translates as “excellence” or “virtue” but has a deeper meaning, something closer to striving to live at your highest potential.

Love that. Winning as Areté in action.

Here are some of my favorite Big Ideas:

1. How Are You Taking It? - The #1 factor.
2. An Inventory BAG - Fill it up! :)
3. Stay on Target - & Score a hit.
4. How's Your Motive? - Is it yours?
5. Butterflies and Moths - Pretty and not so much.

... Hope you enjoyed this quick look at The Psychology of Winning and lemme know if you make it out to Bali, :)

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0 of 0 people found the following review helpful.

... development items for a few years and had heard good things about this book

By Keen

I have been reading/listening to personal development items for a few years and had heard good things about this book. It helps create the frame of mind for someone to succeed who has not in the past. If you are already successful then this may just add some additional insight on why you might already be successful or

add a couple items for you to improve upon. I enjoy Denis' teachings greatly and highly recommend this book.

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