



Why You Do What You Do - Your Personality is the Key

Linda Gilden, Tama Westman

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Have you ever wondered why an employee does what he does? Why she says what she says? Why Donald Trump says what *he says*?

Have you ever wondered why your sister can't sit still long enough to read a book? Or why your neighbor combs the yard for any blade of grass out of place? Does a co-worker cause every meeting to run long because she insists on expressing an opinion on every point?

Face it - we re all different. And *your personality* influences everything you do. We can t change people, but we can change how we deal with those with whom we work, worship, and play. *Why You Do What You Do* is packed with insights into **why we do what we do** and how to deal with those who rub us the wrong way. The easy-to-use format offers a glimpse into how each personality may react to a given situation.

Invest in those around you. Learn what makes someone tic. Change outcomes by changing how *you* deal with those around you.

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