

Students will be required to read all four books prior to the start of the class:

“7 Habits of Highly Effective People” – Stephen R. Covey (319 pages) + 30 Methods of Influence – Essay by Stephen R. Covey (10 pages)

“Road Less Traveled” (to page 182 only) – Scott Peck

“Getting to Yes” – Roger Fisher (176 pages)

“Man’s Search for Meaning” – Victor Frankel (153 pages)

And one of books below:

“How to Win Friends & Influence People” - Dale Carnegie (293 pages)

“Emotional Intelligence” - Daniel Goleman (287 pages)

“You Just Don’t Understand” – Deborah Tannen (298 pages)

“Learned Optimism” – Martin Seligman (293 pages)

“Feel the Fear... And Do It Anyway” (219 pages)

And

[Thirty Methods of Influence article](#)