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Working PeopleSmart

6 Strategies for Success

**Mel Silberman, Ph.D. &
Freda Hansburg, Ph.D.**

Authors of the bestselling *PeopleSmart*



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Working PeopleSmart Melvin Silberman, Freda Hansburg, 2004-06-09 Targeted at managers human resource professionals and those whose personal interactions determine their success this manual offers six core strategies for maximizing interpersonal relationships

PeopleSmart Mel Silberman, Freda Hansburg, 2000-06-12 WE ARE ALL in the people business because we deal with other people all the time But do you sometimes reach out to others only to find your efforts misunderstood or rejected Do you wish your relationships with people close to you were more harmonious and fulfilling PeopleSmart is a practical guide for anyone who asks these questions which means most of us at some time or other It reveals a powerful plan for making your relationships more productive and rewarding whether they are with a supervisor and coworkers or a spouse relatives and friends by developing your interpersonal intelligence

Working Peoplesmart Freda Hansburg, Melvin Silberman, 2011-08 Targeted at managers human resource professionals and those whose personal interactions determine their success this manual offers six core strategies for maximizing interpersonal relationships

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experience to bear in these lessons on building interpersonal skills Simply laid out yet well written and concise the book walks you through the sets of skills you need to master As you learn to understand and apply them you gradually sense the impact these skills can have on your ability to lead and excel getAbstract recommends this book to those who are interested in improving their people skills and remember you re a people too *People Smart* Anthony J. Alessandra,Michael J. O'Connor,1990

They Just Don't Get It! Leslie Yerkes,Randy Martin,2005-07-05 They Just Don t Get It explores an all too common dilemma when people around us just don t get our ideas Through a charming illustrated fable it tells the story of Julie Buffet a hard charging advertising executive with what she thinks is a fantastic idea for a new campaign But nobody gets it not the client not her boss and not her coworkers And Julie can t understand why We have all found ourselves in this situation at one time or another and we typically see this problem as a failing on the part of the other party They Just Don t Get It shows that when they don t get it the problem is really with ourselves And it shows how we can finally really get it If you ve ever wondered why your ideas haven t been received or acted on in the way you expected this book will reveal your own personal responsibility in helping others understand your intentions Examining the root source of the problem it details five keys to getting it Take Responsibility Practice Humility Begin with Questions Remain Open and Believe They Can These five simple steps will enable you to overcome the problem and prevent it from happening in the future They Just Don t Get It will teach you how to communicate your ideas better and how to motivate others to pull together and achieve your highest goals in any situation Exchanging Feedback Mel Silberman,Freda Hansburg,2000-06

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