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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 Mel Silberman, Freda Hansburg, 2004-07-01 Bringing out the best in others is good business When we bring both respect and interpersonal savvy to our work relationships we do more than make people feel good We enhance personal and organizational performance And as the workplace grows more complex and competitive managing our work relationships becomes even more essential and difficult Now more than ever we need to work people smart Working PeopleSmart describes the six core strategies used by people smart individuals and shows how to apply them in the toughest workplace situations Individuals who are people smart know how to open others up rather than make them defensive or resistant They have a knack for diffusing tension rather than creating it They set a good example through their own behavior on the job and can inspire and influence others with less developed skills Working PeopleSmart can serve as your virtual coach to guide you through difficult work relationships skillfully How do you deal with a critical colleague Make your boss listen to you React to an offensive joke Get the resources you need The authors look at over 50 real life situations and offer people smart prescriptions for handling them effectively They provide coaching tips for each scenario and describe exactly what a people smart response sounds like As two psychologists with both organizational and clinical expertise coauthors Mel Silberman and Freda Hansburg are highly qualified to deliver the message that we can emerge from even the toughest interpersonal moments on the job with dignity and grace Where other books rely on typologies that categorize people according to their interpersonal styles and then offer advice on how to deal with each type the strategies described in Working PeopleSmart are straightforward and universal They can be used immediately to deal with any type of person or any situation no matter how difficult or sensitive Working PeopleSmart ,2004 Bringing out the best in others is good business When we bring both respect and interpersonal savvy to our work relationships we do more than make people feel good We enhance personal and organizational performance And as the workplace grows more complex and competitive managing our work relationships becomes even more essential and difficult Now more than ever we need to work people smart Working PeopleSmart describes the six core strategies used by people smart individuals and shows how to apply them in the toughest workplace situations Individuals who are people smart know how to open others up rather than make them defensive or resistant They have a knack for diffusing tension rather than creating it They set a good example through their own behavior on the job and can inspire and influence others with less developed skills Working People Smart can serve as your virtual coach to guide you through difficult work relationships skillfully How do you deal with a critical colleague Make your boss listen to you React to an offensive joke Get the resources you need The authors look at over 50 real life situations and offer people smart prescriptions for handling them effectively They provide coaching tips for each scenario and describe exactly what a people smart response sounds like As two psychologists with both organizational and clinical expertise coauthors Mel Silberman and Freda Hansburg are highly qualified to deliver the message that we can emerge from even the toughest

interpersonal moments on the job with dignity and grace Where other books rely on typologies that categorize people according to their interpersonal styles and then offer advice on how to deal with each type the strategies described in Working PeopleSmart are straightforward and universal They can be used immediately to deal with any type of person or any situation no matter how difficult or sensitive **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

PeopleSmart Freda Hansburg, 2000 It turns out that when you become savvy about other people or people smart you become smarter about yourself as well That's the hidden practical message in Mel Silberman and Freda Hansburg's intelligent new book They bring their considerable expertise and hands on 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 **People Smart** Anthony J. Alessandra, Michael J. O'Connor, 1990 you re a people too 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 The 2006 ASTD Training & Performance

Sourcebook Mel Silberman, Patricia Philips, American Society for Training and Development, 2006 Contains tools needed in areas such as e learning communication skills diversity and cross cultural awareness performance improvement and management development Back cover 2005 ASTD Training and Organizational Development Mel Silberman, 2006 This book presents a comprehensive toolkit of the most important topics facing organizations today including managing change launching organizational initiatives facilitating teams goal setting and planning creative problem solving building cooperation and trust and team development

Decoding Working Peoplesmart Working Peoplesmart: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Working Peoplesmart Working Peoplesmart**," a mesmerizing literary creation penned by a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book is central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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