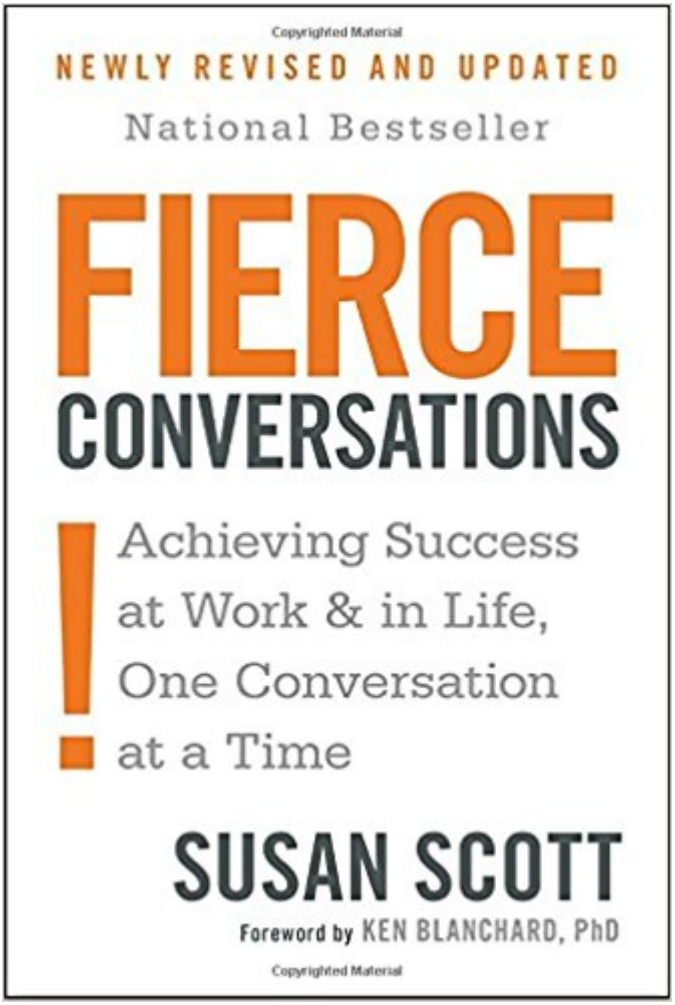
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Fierce Conversations: Achieving Success At Work And In Life One Conversation At A Time



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Synopsis

Fully revised and updatedÃ¢â ¬â •the national bestselling guide that will help you achieve personal and professional success one conversation at a time. The master teacher of positive change through powerful communication, Susan Scott wants you to succeed. To do that, she explains, you must transform everyday conversations at work and at home with effective ways to get your message acrossÃ¢â ¬â •and get what you want. In this guide, which includes a workbook and The Seven Principles of Fierce Conversations, Scott teaches you how to: - Overcome barriers to meaningful communication - Expand and enrich relationships with colleagues, friends, and family - Increase clarity and improve understanding - Handle strong emotionsÃ¢â ¬â •on both sides of the table - Connect with colleagues, customers and family at a deep level Includes a Foreword by Ken Blanchard, the bestselling co-author ofÃ Â The One Minute Manager

Book Information

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Customer Reviews

Susan Scott believes that interpersonal difficulties--at work and at home--are a direct result of our inability to communicate well. Fierce Conversations is based on principles from her international consulting practice, in which she teaches executives how to conduct such exchanges more dynamically and ultimately more effectively, thereby improving the relationships they enjoy with their various dialogue partners "one conversation at a time." Using identifiable anecdotes from her experience to inspire and inform, along with a series of practical exercises designed to impart the requisite skills, Scott walks readers through the individual steps she’s developed to build better associations through more robust and honest discourses. Addressing all aspects of the process,

from several methods for listening more attentively to specific ways she's fashioned to confront and resolve issues "that stand between you and success," Scott offers the type of concrete advice and confidence-building counsel that should help even the most reticent improve their communication skills dramatically. --Howard Rothman --This text refers to an out of print or unavailable edition of this title.

An offshoot of Scott's international consulting firm, Fierce Conversations Inc., this book lasts as long as a Monday morning shuttle. Yet its thesis, that relationships both professional and personal hinge on how conversations go, and that the best conversations require determinedly gentle honesty and a willingness to listen, lingers long enough to make an impact. "It takes a certain fearlessness to make your private thoughts public. But if what you're thinking makes you squirm and wish to wriggle away, you are probably onto something," she says. On the book's Web site, a streaming-video talk feels fake and rehearsed. But Scott's written words contain substance and, as an author, she's levelheaded and funny. She quotes a wide variety of writers, from Ernest Hemingway to Maya Angelou to Antoine de Saint-Exupery, and clearly explains her key concepts, including "obey your instincts" and "let silence do the heavy lifting." Careerist marketing ploy it may be, but this cleanly written, if cliche-laden, book boasts enough psychological sensitivity to merit success. Those whose conversations with co-workers or family members aren't producing the results they want will find plenty of helpful tools and assignments in this succinct guide.Copyright 2002 Cahners Business Information, Inc. --This text refers to an out of print or unavailable edition of this title.

Substantive all the way through. Not about "how to go about fixing other people by telling them how they're wrong," but looking at a whole system, including one's own contributions to a problem. And, it doesn't pretend that the core personal issues that cause a leader to contribute to problems at home are different from those that cause that same leader to contribute to problems at work. And it's not a self-help book or a therapy book. It's a distinctively honest look at being honest with one's self and the people with whom one is in relationship at home and at work. A great and useful read.

Wow! A game-changer! I can now see why some past conversations both professionally and personally were doomed for failure. Forced me to be very honest with myself. What Ms. Scott teaches may be hard to practice, but its benefit can be summed up in one line, ÃƒÂ¢Ã â ¬Ã Å“Few, if any, forces in human affairs are as powerful as a shared vision.ÃƒÂ¢Ã â ¬Ã Â• So glad IÃƒÂ¢Ã â ¬Ã â„¢ve read the book. IÃƒÂ¢Ã â ¬Ã â„¢ve

recommended it to family, friends, colleagues and students. Best advice for meÃƒÂ¢Ã â ¬Ã Â|ÃƒÂ¢Ã â ¬Ã Å“While no single conversation is guaranteed to change the trajectory of a career, a business, a marriage, or a life, any single conversation canÃƒÂ¢Ã â ¬Ã Â•. This has forced me to be more ÃƒÂ¢Ã â ¬Ã Å“presentÃƒÂ¢Ã â ¬Ã Â•, especially for those in my family. For that alone, IÃƒÂ¢Ã â ¬Ã â„¢m forever grateful

I had always shied away from difficult conversations, especially as I was one of the youngest executives in my company and was managing people over twice my age. The VP of finance gave me two great pieces of advice to help with this. 1) treat the beginning of the difficult conversation like a tube of toothpaste. Sit down and immediately squeeze (blurt) out what you're dreading saying. You can't take it back and now you need to elaborate and have a conversation. 2) Read this book, it will help you with the remainder of the conversation after you've "squeezed the toothpaste out of the tube"

This piece of word is so desperately needed then and now. It informed my own writing where I then add the importance of responsibility to who and how we are in the world. Having Conversations That Matter starts with Difficult Conversations. This is how to be Good Enough Now.Thank you for your step by step examples, scripts, and approaches to encourage your readers to try to try, be better listeners, and engage with others.

Fierce ConversationsBy Susan Scott (the Penguin Group, 2002) Reviewed by Steve Gladis, Ph.D.I highly recommend this book for solving problems and building deeper relationships--in both your personal and professional lives.It's often difficult to have tough conversations with other people, especially people we care deeply about. Susan Scott wrote Fierce Conversations about how to do just such a thing--have a difficult or fierce conversation. Scott maintains that "the conversation is the relationship." And, throughout the book, she makes this point--fiercely. Unfortunately, most of us have very surface-like conversations in our lives and never get down to the stuff that matters with the people who matter to us. Fierce Conversations teaches people how to have conversations they need, not necessarily want to have. In the end, every conversation changes the relationship either for the better or the worse. And as tough as fierce conversations are to have, they build the relationship by surfacing important issues--the earlier the better. This is a MUST read book I recommend to almost all my executive coaching clients. Kudos to Susan Scott. This week I'll review the book in depth. See: [...]

Every new generation of employee should be gifted this book! It’s not comprehensive or even that relevant to many of our conversations, but it does a great job of starting the conversation between team members and managers about appropriate and useful communications techniques.

Love this book. It is helping in my personal and professional life. I am almost half way through and I have learned and used so many skills so far. I can’t wait to finish it. I have friends and colleagues waiting to barrow my copy after I finish. I highly recommend.

Wonderful book--I purchased for several of my employees to help them deliver feedback in a more confident and productive way.The book reads as a novel at time--very well written with great insight! The first two chapters have changed the way I run my business and as an English major I appreciate the writing and literary references that pop in here and there. For those not interested in literature the writing is straight forward and clear so as not to distract you from getting the information/inspiration you need.

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