

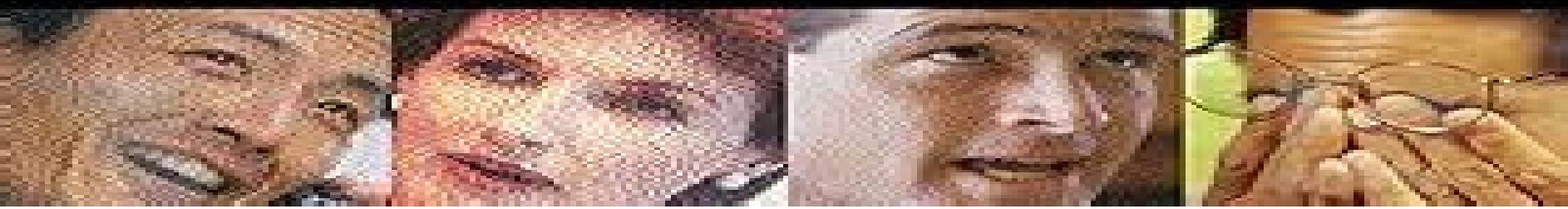
PeopleSmart

Developing Your Interpersonal Intelligence

Mel Silberman, Ph.D.

Author of the bestselling Active Training

with Freda Hansburg, Ph.D.



Peoplesmart Developing Your Interpersonal Intelligence

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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

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 you re a people too

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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

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