

# Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time

*Susan Scott*

*DOC | \*audiobook | ebooks | Download PDF | ePub*



DOWNLOAD



READ ONLINE

#40208 in eBooks 2004-01-06 2004-01-06 File Name: B000P28V2M | File size: 53.Mb

**Susan Scott : Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time** before purchasing it in order to gage whether or not it would be worth my time, and all praised Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time:

0 of 0 people found the following review helpful. A Fierce Two Thumbs UpBy Steve GladisFierce 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: [...]0 of 0 people found the following review helpful. Every employee and manager, consultant and vendor should read this!By BASEvery 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.0 of 0 people found the following review helpful. Need to have a hard conversation? This will help!By Constance PasleyHave a hard conversation that needs to be had anyway?? This is a great book for preparing for it! I read it in one night, took notes, planned my conversation and implemented it the next day. Of course it didn't go perfectly, but what a godsend the planning and introspection was. I would have been a blabbering idiot without the outlines and self-questions.

Fully revised and updatedmdash;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 acrossmdash;and get what you want. In this guide, which includes a workbook and *The Seven Principles of Fierce Conversations*, Scott teaches you how to:bull;nbsp;Overcome barriers to meaningful communicationbull;nbsp;Expand and enrich relationships with colleagues, friends, and familybull;nbsp;Increase clarity and improve understandingbull;nbsp;Handle strong emotionsmdash;on both sides of the tablebull;nbsp;Connect with colleagues, customers and family at a deep levelIncludes a Foreword by Ken Blanchard, the bestselling co-author of *The One Minute Manager*

.com 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 RothmanFrom Publishers WeeklyAn 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 cliché-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.From BooklistScott maintains a consulting firm, *Fierce Conversations*, which provides leadership programs on creating positive change through powerful communication. The conversations she refers to may be the very ones that you have been avoiding in your relationships at work or at home. They involve bringing those brutally honest and sometimes painful subjects to the surface with your coworkers, your spouse, and especially yourself. The case studies from her consulting practice are very instructive. Typically, personal conflicts may be so destructive as to sabotage the day-to-day operations of a company and affect performance, morale, and income. In her meetings with coworkers, Scott attacks the issues head-on, getting everyone to speak up about the things that he or she has been thinking but dares not say. The result is a clearing of the air, a breaking of tension. Sometimes people are "made available to industry," her euphemism for being fired. The results are usually powerful, and Scott's workbook exercises will allow readers to have effective, life-changing fierce conversations of their own. David SiegfriedCopyright copy; American Library

