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

*By Susan Scott*

**Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time** By Susan Scott

**Fully revised and updated—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 across—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 emotions—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 of *The One Minute Manager***

**Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time** By Susan Scott Bibliography

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### Editorial Review

#### Amazon.com Review

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*

#### From Publishers Weekly

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 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.

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#### From [Booklist](#)

Scott 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 Siegfried*

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## **Users Review**

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#### **Jane Nelsen:**

What do you ponder on book? It is just for students since they're still students or the idea for all people in the world, the actual best subject for that? Only you can be answered for that concern above. Every person has distinct personality and hobby for each and every other. Don't to be forced someone or something that they don't want do that. You must know how great and also important the book *Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time*. All type of book could you see on many options. You can look for the internet sources or other social media.

#### **Amanda Acuna:**

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#### **Linda Henderson:**

This book untitled *Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time* to be one of several books in which best seller in this year, honestly, that is because when you read this publication you can get a lot of benefit upon it. You will easily to buy this specific book in the book retailer or you can order it by using online. The publisher of this book sells the e-book too. It makes you quickly to read this book, because you can read this book in your Smart phone. So there is no reason for you to past this guide from your list.

#### **Steven Evans:**

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