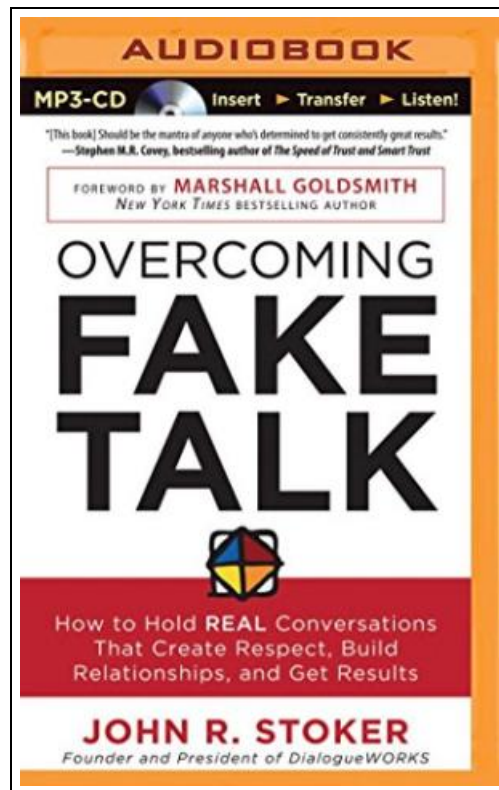


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BRILLIANCE AUDIO, 2015. CD-Audio. Condition: New. Unabridged. Language: English . Brand New. Make every conversation a REAL conversation that benefits all. Overcoming Fake Talk explains why we often fail at our most important communications and offers proven advice for turning challenging confrontations into rewarding exchanges that foster collaboration, improve performance, and achieve results. You ll develop an understanding of the skills for holding a REAL conversation, including both the said and the unsaid elements present in any conversation; discover the framework for preparing and holding difficult yet meaningful conversations; and learn to no longer avoid the tough conversations they need to have. In Overcoming Fake Talk, business communication guru John R. Stoker offers proven advice for turning challenging confrontations into rewarding exchanges that foster collaboration, improve performance, and achieve results. Overcoming Fake Talk is a thorough compendium of ideas, frameworks, examples, and actions to improve conversations. Stoker s four REAL conversation skills and eight principles give the novice and master insights and guidelines for improving conversation. --Dave Ulrich, Professor, Ross School of Business, University of Michigan; Partner, The RBL Group; and author of The Why of Work Adhering and implementing to these principles will dramatically increase your ability to communicate and improve your relationships in your professional and personal life. --Hyrum W. Smith, cofounder, FranklinCovey An insightful blend of rock-solid theory accompanied by compelling examples of the huge distinction between real and fake communication. --John H. Zenger, CEO, Zenger Folkman, and coauthor of How to Be Exceptional Stoker teaches true principles for getting Results, Respect, and great Relationships using REAL conversation. --Brent D. Peterson, PhD, coauthor of Fake Work Great questions, great suggestions. Bravo! I will put Stoker s ideas to use in my own practice. --Beverly Kaye, founder and co-CEO, Career Systems International, and coauthor of Help Them Grow...

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