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Fierce Conversations, Inc is a company that works with business and industry CEOs to help them be more effective leaders and build more effective teams. Over the years, workshop attendees encouraged Susan Scott, the CEO of the company, to publish a book to spread her message and help more people engage in “ fierce conversations. ”

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Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time is an award-winning book written by Fierce, Inc. Founder Susan Scott. Training Solutions 3D Simulations

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Time is a self-help book written by Susan  
Scott, founder and CEO of Fierce Inc.,  
about how to have a difficult conversation.  
The introduction states that Fierce  
Conversations is a "guide to tackling your  
toughest challenges and enriching  
relationships with everyone important to  
your success and happiness through  
principles, tools, and assignments designed  
to direct you through your first fierce  
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~~Fierce Conversations—Wikipedia~~

The starting point is a fierce conversation with yourself about your values and hopes, with enough time for silence within oneself before beginning to engage others. A better than usual business book in opening up how much we can improve our relationships not through some strategic plan, but one authentic conversation at a time.

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Find many great new & used options and get the best deals for Fierce Conversations: Achieving Success in Work and in Life, One Conversation at a Time by Susan Scott (Paperback, 2002) at the best online prices at eBay! Free delivery for many products!

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In this guide, which includes a workbook  
and The Seven Principles of Fierce  
Conversations, Scott teaches you how to: -  
Overcome barriers to meaningful

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communication - Expand and enrich relationships with colleagues, friends, and family - Increase clarity and improve understanding - Handle strong emotions--on both sides of the table

Shows how to make the most of conversations by communicating clearly and forcefully, offering advice on how to overcome barriers to meaningful conversation, confront tough issues, and leverage new skills for frictionless debate.

Fully revised and updated—the national bestselling communication skills 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

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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 is a way of conducting business. An attitude. A way of life. Communications expert Susan Scott maintains that a single conversation can

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change the trajectory of a career, marriage or life. Whether these are conversations with yourself, partner, colleagues, customers, family or friends, Fierce Conversations shows you how to have conversations that count. Scott reveals how to:

- \*Overcome the barriers to meaningful conversations
- \*Express who you are and what you believe
- \*Confront tough issues with courage, confidence and sensitivity
- \*Overcome fear to get to the heart of the problem
- \*Inspire followers, attract believers and build visions that become reality
- \*Bring about real change through talking
- \*Encourage others to reveal their true opinions

Packed with exercises and questionnaires to help you have the best conversations possible, Fierce Conversations will revolutionise the way you communicate.

From the author of the acclaimed book Fierce Conversations comes the antidote to

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some of the most wrongheaded practices of business today. “ Provide anonymous feedback. ” “ Hire smart people. ” “ Hold people accountable. ” These are all sound, business practices, right? Not so fast, says leadership visionary and bestselling author Susan Scott. In fact, these mantras — despite being long-accepted and adopted by business leaders everywhere — are completely wrongheaded. Worse, they are costing companies billions of dollars, driving away valuable employees and profitable customers, limiting performance, and stalling careers. Yet they are so deeply ingrained in organizational cultures that no one has questioned them. Until now. In *Fierce Leadership*, Scott teaches us how to spot the worst “ best ” practices in our organizations using a technique she calls “ squid eye ” — the ability to see the “ tells ” or signs that we have fallen prey to disastrous behaviors by knowing what to

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Success In Work And In Life, One Conversation At A Time

look for. Only then, she says, can we apply the antidote.. Informed by over a decade of conversations with Fortune 500 executives, this book is that antidote. With fierce new approaches to everything from employee feedback to corporate diversity to customer relations, Scott offers fresh and surprising alternatives to six of the so-called “ best ” practices permeating today ’ s businesses. This refreshingly candid book is a must-read for any manager or leader at any level who is ready to take a long hard look at what trouble might be lurking in their organization - and do something about it.

Fierce Conversations: Achieving Success at Work and in Life, One Conversation at a Time (originally published in 2002, and revised in 2017) is a self-help guide about the importance of frank, empathetic communication. Author Susan Scott believes that, too often, personal and

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Professional conversations are unproductive, or even counter-productive... Purchase this in-depth summary to learn more.

**PLEASE NOTE:** This is an unofficial and independent summary & analysis of *Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time* By Susan Scott and is meant to be read as a supplement to *Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time* By Susan Scott. This summary & analysis was published and written by Quick Summaries. It is **NOT** affiliated with the original author in any way and it is **NOT** the original book. You can find the original book here: <https://www.amazon.com/dp/B000P28V2M>  
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(only 4"x6"). Read entire summary and analysis in 30 minutes. Susan Scott's book, *Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time* By Susan Scott discusses principles you should initiate to start having fierce conversations. If there is something in your life you would like to improve on, perhaps a relationship, your business, your leadership style, or anything else, you need to master the art of having fierce conversations with yourself and with others. We shall summarize the key takeaways of each chapter and elaborate and discuss the key principles so you have a better understanding of the book as well as a brief overview of what you need to do to start having fierce conversations in life. Quick Summaries Include: Summary of the original book Important underlying concepts from each chapter About Author Section Much, much more! **DISCLAIMER:**

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This book is intended as a companion to, not a replacement for Fierce Conversations by Susan Scott. Quick Summaries is wholly responsible for this content and is not associated with the original author in any way. This is an unofficial and independent summary & analysis of Fierce Conversations and is meant to be read as a supplement to Fierce Conversations. This summary & analysis was published and written by Quick Summaries. It is NOT affiliated with the original author in any way and it is NOT the original book. You can purchase the original book by visiting <https://www.amazon.com/dp/0425193373>

Challenges popularly accepted business practices in such areas as hiring, accountability, and customer satisfaction, and explains how to adopt alternative practices for improved productivity, morale, and leadership.

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The 10th-anniversary edition of the New York Times business bestseller-now updated

with "Answers to Ten Questions People Ask" We attempt or avoid difficult

conversations every day-whether dealing with an underperforming employee, disagreeing with a spouse, or negotiating with a client. From the Harvard Negotiation Project, the organization that brought you Getting to Yes, Difficult Conversations provides a step-by-step approach to having those tough conversations with less stress and more success. you'll learn how to:

- Decipher the underlying structure of every difficult conversation
- Start a conversation without defensiveness
- Listen for the meaning of what is not said
- Stay balanced in the face of attacks and accusations
- Move from emotion to productive problem solving

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Fierce Conversations is a way of conducting business. An attitude. A way of life. Expert Susan Scott maintains that a single conversation can change the trajectory of a career, marriage or life. Whether it's conversations with yourself, partner, colleagues, customers, family or friends, Fierce Conversations shows you how to have conversations that count. Scott reveals how to: Overcome barriers to meaningful conversations Express who you are and what you believe Confront tough issues with courage, confidence and sensitivity Overcome fear to get to the heart of the problem Inspire followers, attract believers and build visions that become reality Build authentic, strong relationships with colleagues, clients, friends and family Bring about real change through talking Encourage others to reveal their true opinions Packed with exercises and questionnaires to help you have the best

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