



People Smart In Business

Mel Silberman, Freda Hansburg



People Smart In Business:

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 Mel Silberman, Freda Hansburg, 2000-06-12 WE ARE ALL in the people business because we deal with other people all the time But do you sometimes reach out to others only to find your efforts misunderstood or rejected Do you wish your relationships with people close to you were more harmonious and fulfilling *PeopleSmart* is a practical guide for anyone who asks these questions which means most of us at some time or other It reveals a powerful plan for making your relationships more productive and rewarding whether they are with a supervisor and coworkers or a spouse relatives and friends by developing your interpersonal intelligence

Working PeopleSmart, 2004 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 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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Smart Business Metrics Bob Phelps,2004 This work aims to give managers the tools to put the right measures in place It shows how quantitative measures can be applied to behaviour as well as to financial and operational decisions and provides the tools that enable managers to decide strategic actions based on factual analysis It also shows how smart metrics can produce joined up management all units working together to create value for the firm

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Handbook of Research on Smart Management for Digital Transformation Barbosa, Belem,Filipe, Sandra,Santos, Claudia Amaral,2022-03-11 In a global and digital society businesses are constantly being challenged by innovative and disruptive management strategies The dramatic changes that took place in all corners of the world during the COVID 19 pandemic confirmed that companies need to update their resources and anticipate trends The current changes introduced by digitalization offer endless innovation scenarios and strategic opportunities to companies but also demand an accurate and structured analysis of drivers motivations and determinants for success in this transformation The Handbook of Research on Smart Management for Digital Transformation analyzes the drivers of digital transformation in businesses and assesses digital transformation success factors in the short medium and long run This critical reference source is comprised of

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