



# **Crucial Conversations Skills**

Kerry Patterson, Joseph Grenny, Ron McMillan, Al Switzler

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In any organization, the best laid plans boil down to one simple thing: how well we come together to bring them to fruition. But more often than not, we end up dealing with people who come across as disagreeable, stubborn, or even obstructive. And emotions flare up. The only way to get things done is to step up to the plate . . . by stepping back from our emotions.

Written by a team of experts from the world-renowned training firm VitalSmarts, these two books provide the skills you need to make every interaction fruitful and productive in even the most emotional situations.

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The *New York Times* bestselling *Crucial Conversations* has sparked a revolution in how people communicate to achieve common goals. Now, the revised second edition builds on this decade-long legacy of success to get professionals at every level and in all professions talking *with* partners, bosses, employees, clients—not *at* them.

Learn proven methods for turning the focus of hot-button discussions—job performance, customer satisfaction, interpersonal matters—away from subjective points of view and toward productive, mutually beneficial conclusions.

"[Crucial Conversations] draws our attention to those defining moments that literally shape our lives, our relationships, and our world. . . . This book deserves to take its place as one of the key thought leadership contributions of our time."

—from the Foreword by Stephen R. Covey, author of The 7 Habits of Highly Effective People

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"The most recommended and most effective resource in my library." -- Stacey Allerton Firth, Vice President, Human Resources, Ford of Canada

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