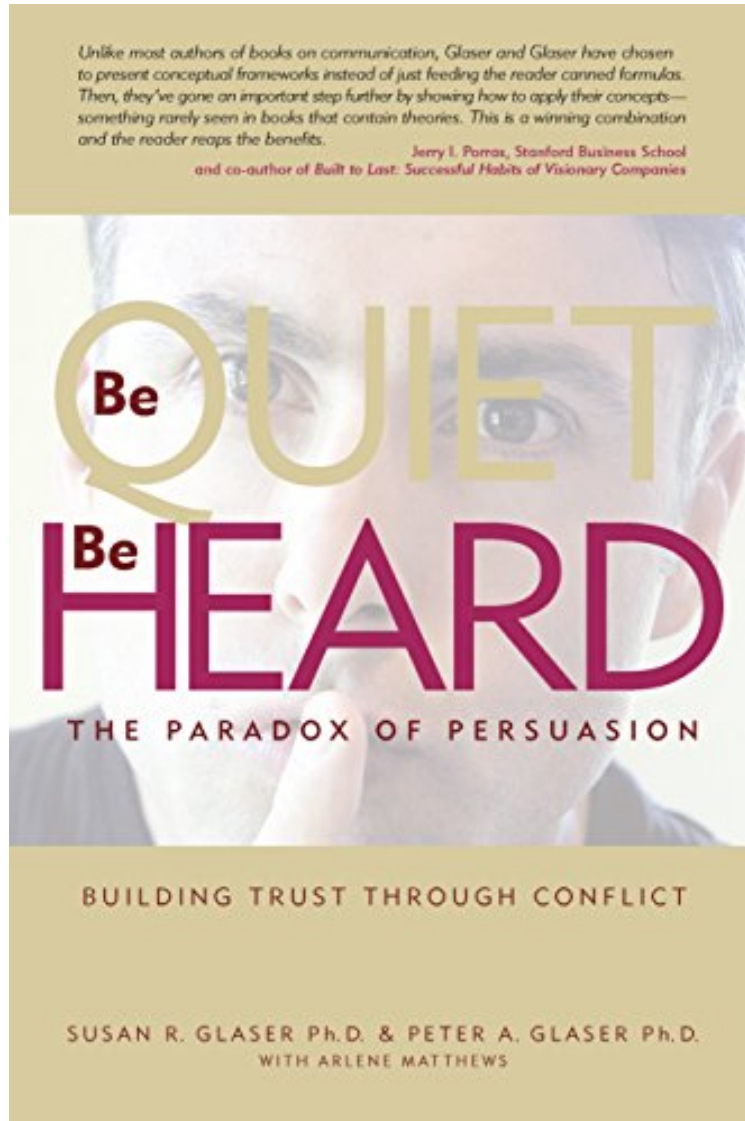


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Be Quiet, Be Heard: The Paradox of Persuasion

Susan Rosenblum Glaser Ph.D., Peter Alexander Glaser Ph.D.
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Susan Rosenblum Glaser Ph.D., Peter Alexander Glaser Ph.D. : Be Quiet, Be Heard: The Paradox of Persuasion before purchasing it in order to gauge whether or not it would be worth my time, and all praised Be Quiet, Be Heard: The Paradox of Persuasion:

0 of 0 people found the following review helpful. Listening is a skill! By Mary Beall Adler'....an interruption when someone else is speaking tends to signal...nothing you're saying is as important as I am'. This is a powerful insight to being still and listening! This is a quick read full of solid research and tips for communicating with more clarity. This is the first book I've read encouraging the idea of letting communication flow in all directions and not just in our own comfort zones because that's where the magic is: 0 of 0 people found the following review helpful. Good read -

definitely worth reading
By A Reader
Good read - definitely worth reading. I felt like I sort of "got the point" towards the end - but I finished....might even be one of those books that's worth reading again sometime -- easy to read.

Learn the secrets instinctively known to charismatic, persuasive communicators and reap the rewards of stronger relationships and increased influence in every area of life. Communicating effectively is a learned behavior. Virtually anyone can become a more influential and persuasive communicator. This ground-breaking book reveals concrete methods proven over 35 years of research, teaching, and consulting to address a wide range of communication challenges that organizations and individuals face. Readers learn to raise delicate issues, convince without being overbearing, and to constructively resolve conflict and criticism. Based on international award-winning research, **BE QUIET, BE HEARD** rejects canned formulas that leave little room for adaptability. When people attempt to speak using pre-packaged sound bytes, others see right through the one-size-fits-all technique. In lieu of staid formulas, this book offers models that provide flexible guidelines and progressive steps that can be easily adapted to specific communication challenges.

About the Author
Peter A. Glaser, Ph.D. and Susan R. Glaser, Ph.D. received their doctorates in communication from the Pennsylvania State University. Authors of the internationally acclaimed book, *Be Quiet, Be Heard: The Paradox of Persuasion*, they have been married business partners and co-presenters for thirty-nine years. Drs. Glaser have published three books and more than forty research articles. Their research on transforming organizational culture has received the International Association of Business Communication Research Foundation Award for bridging communication theory and practice. Feature stories have been written about them in periodicals and newspapers. The Glasers joined the faculty of the University of Oregon in 1975, and their consulting work has taken them around the world working with leaders from Fortune 500 companies such as Microsoft, Hewlett Packard, Weyerhaeuser, and others. They spend February in New Zealand working with leaders from both the private and public sectors. They have worked with federal, state, and local government leaders throughout the US, Canada, and the UK, including their ongoing work with the US Congress.