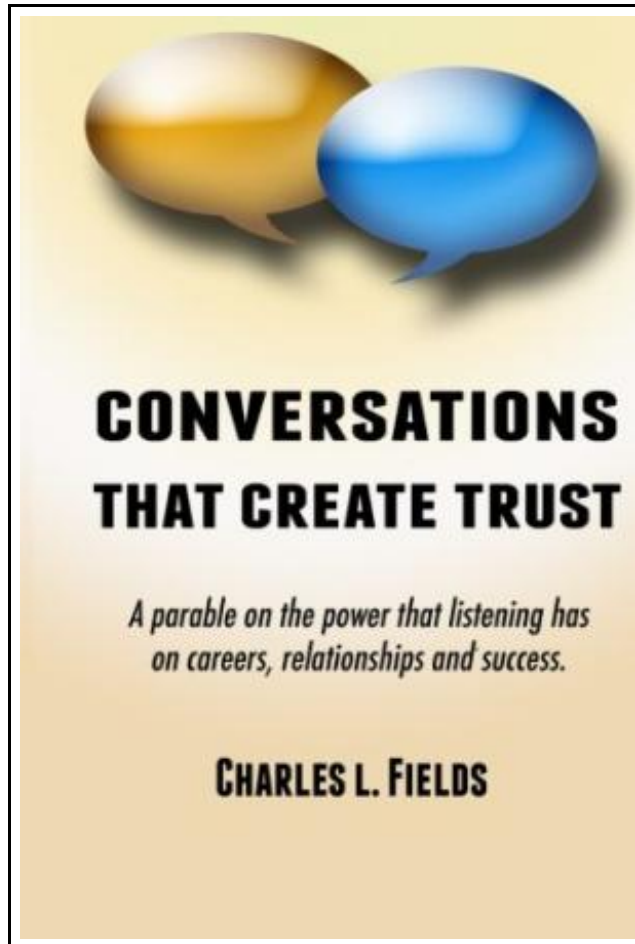


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CONVERSATIONS THAT CREATE TRUST: A PARABLE ON THE POWER LISTENING HAS ON CAREERS, RELATIONSHIPS AND SUCCESS. (PAPERBACK)

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Sagres House Publishing, United States, 2014. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.If you want to create trust with people, then this book is for you. Your conversations create the environment to build trust or destroy it. For example, There are five things that could happen when I listen and respond to what you say. Four of them aren't helpful; they can damage trust and ultimately the relationship. Do you know what they are? This book will tell you that and much more on the art of listening. You spend about 75% of your time in conversations. How you talk, listen and respond in those conversations is the foundation for the relationships you create. Over time, you fall into patterns having the same conversations over and over. If you want to build trusting relationships, you have to change your old conversations. Read this book to experience the skills that show others you honor what they say and feel. Learn to listen to understand the other person. Learn to use questions to gain clarity, to provoke thinking, encourage ownership and choice. Learn to create trusting relationships. In a story style, this easy read explains and has the characters demonstrate, the critical components of a conversation that will either build relationships, or damage them. Martin finds himself in serious trouble at work, and has tried to save his career and solve some of the problems in his company. Sean, a neighbor and friend, mentors Martin and teaches him the valuable skills that he needs to succeed. Although targeted to a business audience, the skills are universal, and can be applied to any relationship.

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