



People Smart: Developing Your Interpersonal Intelligence

Melvin L. Silberman , Freda Hansburg (With)

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People Smart: Developing Your Interpersonal Intelligence Melvin L. Silberman , Freda Hansburg (With) Everyone is in the people business, because all of us deal with other people all the time. That's why it's smart to reap the benefits of this eminently practical guide. "PeopleSmart" details the eight essential skills of interpersonal intelligence and provides a powerful plan for becoming more effective in every relationship -- with supervisors, coworkers, a spouse, family and friends. The authors present a realistic four-step plan for self-improvement. They'll teach you to see the current depth of each skill in yourself, encourage you to develop it, provide clear suggestions for how to put it into action, and inspire you to live it every day. Nothing short of an interpersonal fitness plan complete with creative exercises, examples, and tools -- "PeopleSmart" will empower you to become the kind of person who can establish solid relationships, connect with others, and effectively link their needs with what you have to offer.

"As e-commerce 'commoditizes' the world, PeopleSmart is the preeminent intelligence. Seldom do you see scholars become this practical! Theoretically sound. Well researched. Very reader friendly!"
-- Stephen Covey, author of "The Seven Habits of Highly Effective People"

People Smart: Developing Your Interpersonal Intelligence Details

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From Reader Review People Smart: Developing Your Interpersonal Intelligence for online ebook

Mandi Friedman says

This book is extremely helpful. It is inevitable that you will communicate and interact with other people. This book walks you through many aspects and helps you to solve conflict and relate positively. It will help you improve your relationships guaranteed. It walks you through interactions that other people assume you to do, but you don't know how to do. I recommend every living person in the world to read this book.

Dr. Kim says

This book is very helpful in helping you to learn how to communicate more effectively with others whether it is in business, on a job, in your family. I appreciate the things I learned and will be implementing some of it into my personal and business life. Even though this was required reading for my ND degree, it was very helpful, well written and easy to implement what you do learn in it.

Linda says

This book is exceptional! I learned so much about expressing myself clearly and conflict resolution. I tended to avoid conflict because I never felt I had the skills. I would get angry and tell a person how I really felt which only destroyed the relationship and my credibility. Or I would not be able to think what to say and the other person would walk all over me. Sometimes I would get defensive.

Now I have the tools to work out a win win situation which will strengthen relationships and make me more confident.

Cris says

Highly recommend for anyone wanting more specifics and strategies to make relationships work.

Martha says

I want to give this book 4 1/2 but that isn't how the rating system works. However the book truly is very great. I gained some GREAT bits of advice. I also had a very enlighten moment while ready a particular chapter where things really clicked for me and I realized or that is what I should do.

Salam Rif says

useful book to communicate with people

Derrick Lim says

It starts out pretty good, but the last few chapters felt extremely forced and corporate orientated - nothing much for the individual.

Heather says

Even though the back cover says it helps with friends, family, and spouse communication it really only dealt with business situations. I learned two things out of the book. I did not find it helpful.

Mark Nenadov says

This is a helpful book. Unfortunately, I think it would have been better, though, if it was a little more generic and not so business-oriented. I found myself tempted to skip quite a few of the sections. It is definately worth a read.

Neil Barnes says

Silberman presents a concise and effective approach to interpersonal and business communication, and includes a few mentions of Chris Argyris' work. His framework is simple, to the point, and applicable. The only thing I would have liked to have seen - and worked on myself since he didn't include it - was a summary of the approach. You can get it loosely through the Table of Contents.

Silberman also sprinkles the book with useful examples.

I encountered the author while perusing facilitation material provided by the American Society for Training and Development (now the Association for Talent Development) - that book is The 2005 ASTD Team & Organizational Development Sourcebook - which I was led to researching some material Roger Schwarz had used. That is also recommended.

Sadly, Silberman died in 2010, and you can read about him at <http://rememberingmel.blogspot.com>.

This book comes highly recommended. There may not be a lot in it that's new to you, but it's like a good pie: anyone can make one, but only a few can do it well.

Cody says

Mostly common sense and bloated

