

We Need To Talk

*Your Guide to Challenging
Business Conversations*



ANDREA J. LEE

We Need To Talk Your Guide To Challenging Business Conversations

Harvard Business Review,Daisy Dowling,Eve Rodsky,Bruce Feiler,Alice Boyes

We Need To Talk Your Guide To Challenging Business Conversations:

We Need to Talk Andrea J. Lee, 2015-06-02 **WE NEED TO TALK** Those four little words have the power to strike fear into the heart of the most experienced business person. That's why too often the hard things the words we are afraid to say the conversations we don't know quite how to handle remain unsaid. And the stress on our businesses and our lives builds up. Well, not any more. This practical step by step guide will help you break the silence and open the lines of communication in a new healthy, productive and profitable way. It's packed with tested tools proven in real life scenarios and designed to navigate a full range of difficult business conversations including: How to ask for and get more money for your work; How to calm down an angry or disappointed client; How to take control of a meeting that's going nowhere; How to apologize in a way that actually makes you look and feel better and more. Filled with real templates and sample conversations you can actually use, **WE NEED TO TALK** will help you clear the air, reboot relationships and transition to powerful and productive new beginnings from a business mentor who's been there, done that and made it work for thousands of happy clients. **HBR Working**

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All the advice you need to succeed as a first time working parent. The year after having your first baby can be one of the most challenging and disorienting periods of your career. From finding the best childcare when you return to work to setting expectations with your manager to getting enough sleep so you can show up as the person you want to be and do your job well, juggling it all can seem impossible. You're not alone but you're going through a tough moment and you need support. The **HBR Working Parents Starter Set** offers insights and practical advice from world class experts on the topics that are the most important to new working parents who want to be great parents and have impactful careers. The five books in this set: *Succeeding as a First Time Parent*, *Getting It All Done*, *Taking Care of Yourself*, *Managing Your Career* and *Communicate Better with Everyone* will teach you how to transition back to work effectively, make decisions that align with your priorities, find time for personal development and make career choices that work for you and your family. There's no simple answer or foolproof tip to make working parenthood easy but the strategies in this collection can help set you on the path toward finding success both in your career and as a parent. The **HBR Working Parents Series** with Daisy Dowling, Series Editor, supports readers as you anticipate challenges, learn how to advocate for yourself more effectively, juggle your impossible schedule and find fulfillment at home and at work. Whether you're up with a newborn or planning the future with your teen, you'll find the practical tips, strategies and research you need to make working parenthood work for you. **100 Must-Read**

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