

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**

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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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