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and backed by solid research and the authors' firsthand observations, *The Four Conversations* describes how to get maximum results from conversations that every one of us must use to get things done: initiative conversations introducing something new, understanding conversations to help people relate to ideas or processes, performance conversations requesting specific actions, and closure conversations that recognize achievements ...

Four Conversations, The: Jeffrey Ford, Laurie Ford, Danny

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The Four Conversations: Daily Communication That Gets Results - Kindle edition by Ford, Jeffrey D., Ford, Laurie W.. Download it once and read it on your Kindle device, PC, phones or tablets. Use features like bookmarks, note taking and highlighting while reading *The Four Conversations: Daily Communication That Gets Results*.

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Engaging in the right conversation at the right time is key to both personal and organizational success. And it isn't just 'difficult' conversations that matter. The Four Conversations clearly demonstrates it is the everyday dialogue we have with one another that is critical. Armed with a solid body of research and their own first-hand observations, Jeffrey and Laurie Ford identify four types of conversations that every one of us must use to get things done: initiative conversations to ...

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The Four Conversations : Daily Communication That Gets

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The four conversations : daily communication that gets results. [Jeffrey Ford; Laurie Ford] -- Annotation<p>This book shows managers and employees how to use the right conversation at the right time, plan and start each conversation well, and finish each conversation effectively.

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The four conversations : daily communication that gets ...

The Four Conversations provides exactly what it promises - every day ways to communicate that get results. It tackles effective conversational mechanics and makes them easy to understand. The book is written in manageable chunks, each of which can be used immediately.

The Four Conversations: Daily Communication That Gets

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Four Productive Conversations. Each of the four conversations has a different purpose, and produces a different kind of result or impact on the listener. Used at the right times, and in the right combinations or patterns, these conversations can speed things up, add accountability, and reduce misunderstandings.

An Excerpt From

You use one or more of the four conversations every time you

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communicate! You can be more successful and effective, at work and in life, by improving your skills with each type of conversation. You can bring more trust, productivity, and accountability into your workplace, for more satisfying relationships and better teamwork.

The Book - usingthefourconversations.com

Armed with a solid body of research and their own first-hand observations, Jeffrey and Laurie Ford identify four types of conversations that every one of us must use to get things done: initiative conversations to introduce something new; understanding conversations to help people relate to new ideas or processes; performance conversations to request specific actions and results; and closure conversations to complete work and give people a sense of accomplishment .

The Four Conversations - Berrett-Koehler Publishers

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The Four Conversations: Daily Communication That Gets Results
by Jeffrey Ford and Laurie Ford, Berrett-Koehler, 238 Pages, \$19.
95, Paperback, August 2009, ISBN 9781576759202

Communication is the foundation of relationships, whether personal or professional, and rarely are we trained in how to improve those skills.

The Four Conversations: Daily Communication That Gets

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Describes how to get maximum results from four different types of conversations that everyone must have at work: initiative conversations, understanding conversations, performance conversations and closure conversations.

The four conversations : daily communication that gets ...

The Four Conversations book is a helpful guide. There are four types of normal, everyday conversation that are known to be

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productive, unlike gossip, blaming or complaining. Each conversation has a few necessary ingredients (see The Four Conversations).

BOOK: The Four Conversations | Management for Performance

The Four Conversations: Daily Communication That Gets Results by Jeffrey D. Ford 86 ratings, 3.62 average rating, 12 reviews
The Four Conversations Quotes Showing 1-3 of 3 "Some people specialize in initiating things.

The Four Conversations Quotes by Jeffrey D. Ford

Jeffrey Ford , Laurie Ford. E verything we talk about involves one or more of four types of conversation. We use them when we are socializing, talking about the weather, discussing the big game, or chatting about an upcoming party. We use them when we are learning about the computer system, getting assignments from

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the boss, or explaining how the travel policy works to a new employee.

The Systems Thinker - Four Conversations in a Successful

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