



# PeopleSmart: Developing Your Interpersonal Intelligence

By Melvin L. Silberman

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## PeopleSmart: Developing Your Interpersonal Intelligence By Melvin L. Silberman

Everyone is in the people business, because all of us deal with other people all the time. Thats why its 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. Theyll 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 the 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""

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### Editorial Review

#### Review

"...essential reading for growing important relationships in our personal and professional lives." -- *Ken Blanchard, coauthor of The One Minute Manager, Raving Fans, Empowerment Takes more than a Minute and Gung Ho!*

"...inspirational and practical. If you want to be interpersonally effective, this book will show you the way." - *Glenn Parker, author of Team Players and Teamwork*

"As e-commerce 'commoditizes' the world, PeopleSmart is the preeminent intelligence...Theoretically sound. Well researched. Very reader friendly!" -- *Stephen Covey, author of The Seven Habits of Highly Effective People*

"Mel Silberman is the Leonardo da Vinci of experiential learning...PeopleSmart is a masterpiece." -- *Jim Kouzes, coauthor of The Leadership Challenge and Encouraging the Heart, Chairman Emeritus, tometers!company*

"PeopleSmart offers insight and assistance for today's biggest workplace challenges, getting things done through others." -- *Ron Zemke, coauthor of Generations at Work*

People with high intellect but low interpersonal effectiveness are likely to succeed only in limited areas of their lives. Here's an intelligent and clearly written book that will raise your interpersonal quotient. Read it! - *Arnold A. Lazarus, ABPP Distinguished Professor Emeritus of Psychology, Rutgers University*

PeopleSmart is an elegantly simple fieldbook jam-packed with everything you need for great relationships. Make it a must-read for all your relationsassociates, friends, spouse--and reap the rewards of harmony, understanding, and productivity. -- *Chip R. Bell, coauthor of Dance Lessons: Six Steps to Great Partnerships in Business and Life*

#### About the Author

Mel Silberman, Ph.D., is professor and coordinator of the Adult and Organizational Development Program at Temple University. He is also president of Active Training, a provider of cutting-edge business and personal development seminars based in Princeton, NJ. A licensed psychologist, he specializes in training and development, marital and family health, performance improvement, and team building. Silberman has written a dozen bestselling books for parents, business people, educators, and trainers, including Active Training, Active Learning, Confident Parenting and 101 Ways to Make Meetings Active. He is also editor of The Team and Organization Development Sourcebook and The Training and Performance Sourcebook.

Freida Hansburg, Ph.D., is a psychologist and facilitator of change at both the personal and organizational levels. She currently maintains a clinical practice with individuals and couples and directs the Technical Assistance Center, a consultation and training program at the University of Medicine and Dentistry of New Jersey.

## **Users Review**

### **From reader reviews:**

#### **David Manning:**

Reading can be called mind hangout, why? Because if you find yourself reading a book especially book entitled PeopleSmart: Developing Your Interpersonal Intelligence the mind will drift away through every dimension, wandering in each and every aspect that maybe unknown for but surely can be your mind friends. Imaging every word written in a guide then become one application form conclusion and explanation that will maybe you never get previous to. The PeopleSmart: Developing Your Interpersonal Intelligence giving you a different experience more than blown away your brain but also giving you useful info for your better life within this era. So now let us present to you the relaxing pattern at this point is your body and mind will be pleased when you are finished studying it, like winning a game. Do you want to try this extraordinary spending spare time activity?

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#### **Della Ferguson:**

In this era which is the greater man or woman or who has ability in doing something more are more special than other. Do you want to become one of it? It is just simple way to have that. What you need to do is just spending your time little but quite enough to have a look at some books. Among the books in the top listing in your reading list will be PeopleSmart: Developing Your Interpersonal Intelligence. This book that is qualified as The Hungry Hillsides can get you closer in growing to be precious person. By looking way up and review this book you can get many advantages.

#### **James Rutledge:**

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