



Daring to Have Real Conversations in Business

James Peal Ph.D, Zemo Trevathan, Trish Barron, Thom Dennis

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Daring to Have the Real conversations in Business 1. You have a unique set of talents, capabilities, and perspectives. Yet, your value dissipates if you remain silent. 2. Why end your day with the disappointment that comes from biting your tongue, selling yourself short and playing it safe? 3. Wouldn't you rather engage in Real Conversations and go home satisfied? 4. In this book, you'll learn from stories and read strategies about how to get what's in your head out on to the table in a productive way. Real Conversations are one of the most important kinds of interactions that can take place between people, whether at home with your spouse, partner or child, or at work with your boss, manager, or employee. Most people tend to shy away from engaging in conversations that may be uncomfortable. You may think that you do not want to cause undue pain to others or yourself, but inside you know that much has gone unspoken. If you are like most people, ultimately, you want to operate from a deeper truth with more humanity and openness. At a systemic level in businesses, we have seen over and over how once the truth has finally been spoken, the whole system "sighs with relief" and then relaxes. The world turns more smoothly and peacefully in the frame of the truth. Real Conversations are powerful vehicles for engagement and transformation; they jump-start people into action and connection. Daring to Have Real Conversations in Business focuses on building communication skills that result in great leadership and enhanced business relationships. Having Real Conversations maximizes your effectiveness and the performance of your team. These conversations engage people and enhance accountability, creativity, alignment, and achievement. You optimize performance by telling people where they stand, what they are doing well and what they need to do to get back on course. Real Conversations create more freedom, more choices, more productivity, and they build a foundation of trust that is essential for high performance.

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