



PeopleSmart: Developing Your Interpersonal Intelligence

By Melvin L. Silberman

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Everyone is in the people business, because all of us deal with other people all the time. That's why it's 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. They'll 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 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, tompeters!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.

Freda 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

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Carlo Young:

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