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to help them be more effective leaders and build more effective teams. Over the years, workshop attendees encouraged Susan Scott, the CEO of the company, to publish a book to spread her message and help more people engage in "fierce conversations."

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Fierce Conversations: Achieving Success at Work and in Life One Conversation at a Time is a self-help book written by Susan Scott, founder and CEO of Fierce Inc., about how to have a difficult conversation. The introduction states that Fierce Conversations is a "guide to tackling your toughest challenges and enriching relationships with everyone important to your success and happiness through

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principles, tools, and assignments designed to direct you through your first fierce conversations with y

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The starting point is a fierce conversation with yourself about your values and hopes, with enough time for silence within oneself before beginning to engage others. A better than usual business book in opening up how much we can improve our relationships not through some strategic plan, but one authentic conversation at a time.

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In this guide, which includes a workbook and The Seven Principles of Fierce Conversations, Scott teaches you how to: - Overcome barriers to meaningful communication - Expand and enrich relationships with colleagues, friends, and family - Increase clarity and improve understanding - Handle strong emotions--on both sides of the table

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