

# MANAGING DIFFICULT CONVERSATIONS

01 There are rules/ givens

02 You have to listen

03 Know your allies/ know their allies

04 Find your support/ find their support

05 Believe in Win-Win

06 To think own self be true

07 Document

# Managing Difficult Conversations Harvard

**Douglas Stone, Bruce Patton, Sheila  
Heen**



## **Managing Difficult Conversations Harvard:**

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women don't ask are risk averse or are especially prone to imposter syndrome and provides both tools and evidence to empower women to challenge these outdated beliefs and take the next steps in their careers Covering topics such as gaslighting mastering challenging conversations overconfidence benevolent sexism motherhood menopause dealing with stress and anxiety and micro aggressions all seen through the lens of confidence this book gives you the tools and strategies to succeed throughout the entire length of your career It is an indispensable guide for women who want to succeed and the men who want to support them

*AIAA Journal* American Institute of Aeronautics and Astronautics, 2006

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