

People Smart Developing Your Interpersonal Intelligence Melvin L Silberman

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PeopleSmart is a practical guide for anyone who asks these questions, which means most of us at some time or other. It reveals a powerful plan for making your relationships more productive and rewarding-whether they are with a supervisor and coworkers or a spouse, relatives, and friends-by developing your interpersonal intelligence.

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According to authors Melvin L. Silberman and Freda Hansburg in the book People Smart: Developing Your Interpersonal Intelligence, Understanding others has a great impact on the success of the communication and on the sender, as well as on the influences that it exerts on its interlocutor.

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Being people smart person means having strong ability to influence others to action. According to the authors, you can be in a more in leading position to motivate others, if you develop yourself into a person who can better connect with others, understand their needs and link them to what you are offering to them.

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