

Lifescr*ipts*

What to say to

get what you want

in life's

toughest situations

- Asking for a raise
- Confronting a backstabber
- Firing an employee
- Negotiating for more severance
- Ending a friendship
- Confronting a sexual harasser
- Debating vacations with your spouse
- Heading off potential client problems

*Enhanced
with new
scripts for
managers and
a searchable
CD-ROM!*

Stephen M. Pollan & Mark Levine

Stephen M. Pollan and

Lifescrpts: What to say to get what you want in life's toughest situations



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Asking for a raise Confronting a backstabber Firing an employee Negotiating intended for more severance Closing a friendship Confronting a sexual harasser Debating vacations with your spouse Going potential client problems Excerpt from Lifescript #7. Each one of the scripts present you with an icebreaker opener, a "pitch," and a β However, I have a issue that I need your help with. I recognize that you've been very influential in my own growth and advancement.d like to thank you for the chance you and the business have provided me. Pitch #1: I've been concentrating solely upon my professional growth and haven't; You;and the actual words; Pitch #3: I believe my salary no more matches my job obligations; From a heart-to-heart chat with a friend to a boardroom confrontation with a CEO, scripts provide a map to navigate successfully through the most challenging and dreaded situations you might face in your job, business, and personal lifestyle.re requesting a raise, confronting a backstabber, dealing with sexual harassment, ring an employee, renegotiating financing, discussing elder care and attention with siblings, or asking your spouse to lose weight, scripts give you the most effective approach; Pitch #2: I believe my salary no more displays my contribution to the organization;nd strategic pointers on attitude, timing, preparation, and behavior. Requesting a Salary Increase Icebreaker: I;ow-chart of rejoinders to provide any response, positive or bad.t been watching my stream of income;ll also to use. Whether you;



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How to Prep FOR ALL THOSE Meetings YOU'D LIKE TO Skip Stephen Pollan believes that life's unpleasant discussions go better when you walk in with a plan. His experience training and advising his clients tells him these programs have to be both flexible and easy to remember. Three Stars There is no cd or other drive that I possibly could use. The book contains 101 lifescrpts, each offered similar supporting information and in a common format. MANY of the topics are not the same in these two so be careful!. The reader is completely educated on strategy and key concerns for handling the situation.. It will reinforce and fine-tune many techniques already in use. The lifescrpts are presented in flowchart type, each made up of icebreakers, pitches, possible responses from your partner, counters with their responses, and so forth. There are also ideas for adapting the lifescrpt to slightly different situations and "crib notes" to assist memory of the key points. I regretted that We purchased this publication. It definitely helps improve communication and teaches people how exactly to effectively communicate. 2) Say what you would like; I was pleasantly surprised to find that the verbiage and the decision charts were i'm all over this. 4) Absorb or deflect anger; and 5) Possess the last word. The lifescrpt approach seems beneficial to anyone who wants to think through their strategy and options before beginning a difficult conversation. It seems particularly useful for those who prefer--or must--rely on mindful tactics in social interactions rather than intuition. It can benefit those who are not socially skilled become much less fearful and far better in the conversations that count. I was very disappointed. Direction When YOU DO NOT KNOW VERY WELL WHAT To Say Pollan and Levine have done a superb job assembling a wide variety of human relations issues and dilemmas. The "Appear Inside" features the 1st edition (1996), I believe and what I got in the mail was the 3rd edition (2004). "Each lifescrpt begins with an over-all discussion of the entire strategy you need to use. Only the book Great go to reference We have this at work, but I wanted one for myself. Fantastic book! "Look Inside" is misleading! The ways that the writer suggests to solve .highlighting what your objective ought to be.. The 101 lifescrpts are drawn from regions of everyday life: Job Hunting, Dealing with Superiors and Subordinates, Office Politics, Job Terminations, Coping with Customers, Lenders, Investors, Vendors and Partners, Product sales, Consumer, Credit and Lending Problems, and Communicating with family. Direction for Effective Communication! A great deal of different conversations and how to handle them. I couldn't believe my eyes. Great read! One of the book's strengths is certainly that every scenario is properly framed... Great read! You can use verbatim or improvise using what is created as a guide to ensure you are being sensitive yet direct and to the point. Exceptional in providing scrpts for lifes difficult situations. A must have in all offices. Lifescrpts Was at a seminar that recommended this reserve. It is a good book, with good suggestions what to state when. I would recommend this publication to all. I purchased this book based on what I possibly could see in the contents with Amazon's feature "Look Inside". My first action in assessing the book was to go directly to those scenarios in which I've had considerable training and experience. 3) Present your power before you use it; Excellent in offering scrpts for lifes tough .. The accompanying decision chart after that becomes the street map for the problem. The ideal reader of this book may be the new university graduate entering into his or her first professional placement. I recommend this excellent publication for anyone concerned with ongoing professional and personal success. The BEST book I received so far." Pollan also suggests what attitude you should adopt, the preparation you need, how to select a time for the discussion, appropriate body language to use, as well as the lifescrpt itself. Love this reserve! There is simply a tremendous level of useful wisdom on individual relations and office politics that I want I acquired at that stage in my own career. Intersting Spouse found it intersting for his work. It seemed intriguing initially, but at a closer observation and actually reading through the scenarios, I was extremely disappointed."LUCKILY, We was looking for a even more business-based version, and as it happens that's what the 2004 version is, thus I'm actually pleased with the buy, but I was type of looking ahead to a few of the even more personal life scrpts, oh well. I passed this around to my group to read. In the

event we can not find or adapt a preexisting lifescrypt to your particular needs, Pollan teaches us the five arranging principles of lifescrypts: 1) Take control of the situation; Great addition! The ways that the writer suggests to resolve a few of the complications are immature and disrespectful. Awesome! Awesome product and it`s professionally wrapped! Thank you for the lightning fast shipping! Because it is relatively comprehensive, it will provide juicy tidbits and insights on some circumstances that possibly the reader simply never identified. Additionally, the reserve is an excellent reference for the seasoned professional. Fast delivery. He has invented discussion outlines--"lifescrypts"--to prep us for common confrontations and help us turn out ahead. (Note: The main picture of the porduct is correct, with the Yellow Bubble that says "Revised with brand-new scripts for the place of work" but if you consider the "Appear inside" you see a different edition. Great go to reference! Three Stars Recommended from a seminar



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