



The Power of Positive Confrontation: The Skills You Need to Know to Handle Conflicts at Work, at Home and in Life

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The Power of Positive Confrontation is for everyone who was never taught, or never realized, that between "bully" and "wimp" is a range of behavior that is positive, dignified, and effective for dealing with life's bothersome situations. The skills it teaches will not only improve your ability to confront others, but will also help you to live a more conflict-free life. Filled with hundreds of often entertaining real-life examples drawn from Barbara Pachter's many years of teaching assertiveness and business etiquette, The Power of Positive Confrontation is as perceptive about people and their behavior as it is clear-headed about the strategies you need to handle yourself confidently and effectively in all confrontational situations.

The Power of Positive Confrontation: The Skills You Need to Know to Handle Conflicts at Work, at Home and in Life Details

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Mike says

This book was a quick read full of informative facts on how to better confront people. The book also had other pointers on how to be a better professional as well.

Lots of the information I figured would already be known to people in the working world. I guess I was wrong!

Anyway, this book and the author are pretty good.

Skylar Hatfield says

This book has been the most useful self-help book I have read. The material is useful for those in and out of the work force. I found the instruction useful for family confrontations as well as those confrontations that occur outside of the home. The information is clear and flows smoothly. The language is simple. The process is logical. Not only does the book address confrontations that might occur face to face, it deals with issues that arise through email and phone conversations. Even if you think you are masterful in confrontational situations, you will benefit from this book, because it will help you understand why others may struggle. You will learn how to respond to people that are jerks, and you will learn to recognize who is a jerk and who is just confused.

Dayla says

By this time, I felt I needed a break from a profession where every three years, I was reading books about confronting others. Enough already!

However, I did find a couple of kernels of truth in the book.

JP says

The WAC 'em technique and "Polite and Powerful" approach may seem simplistic at first, but it works and this author offers a very concise, useful treatment of confrontation management.

Autumn Kotsiuba says

Ha, honestly, these books just make me feel bad about myself. I'm usually very anti-self-help, but I don't

want to turn away from anything that may help me overcome a weakness.

The book basically confirmed that I suck at confrontation (yeah, I'm aware, thanks) and laid out a few "helpful" suggestions. Like other books in this genre, it could have sufficed as an article instead of a full fledged book and been just as powerful; there were a few good gold bits in here, but not much that 1) even a confrontation-disabled person like me didn't know, or 2) I haven't been told before. It got 2 stars instead of 1 because I don't know that it could have been really successful on any level. I think this just confirmed that I need to suck it up and get better with practice.

Christopher says

Definitely an excellent book to learn good and effective negotiating styles from to use in everyday life. Good for learning to persuade and influence people!

Lisa says

Too long and wordy by half, this book suffers from an identity crisis. On the one hand, it's so basic, especially towards the end, that I can't imagine why it was on the business shelf. On the other hand, the subject matter and presentation are clearly geared toward business. It's mostly good advice, but stuff any person with even a smidgen of self-awareness already knows. Victim-types like woe-is-me housewives will have no reason to read this book, and veteran business people will find it too basic. One thing for sure, the author repeats her catchphrase "Polite and Powerful" waaayyyyyyy too many times. And the whole first chapter is an endless litany of repetition telling us how much this book can do for us.

And she completely ignores the fact that sometimes, social niceties at the office compel us to use words that, according to this book, make us appear "weak."

She needed a heavier hand on the editing, frequently overstating simple concepts. But the worst thing was the obvious pimping of her "Polite and Powerful" and the "WAC'm" acronym for possible add-ons and sequels to this book. It became annoying almost immediately.

Kim Caudill says

Guide to refining skills in assessing confrontation styles, reasons for avoidance and tools for evaluating others positions and behaviors in conflict situations.

Some pretty good self assessment exercises and techniques "powerful and polite" to address confrontation situations.

Snur Ahmed says

Definitely a great book by Barbara Pachter, it has some good informative facts about the confrontation which can teach how to take control of everything and confront the people.

Haije Bergstra says

The WAC formula, where the book is based on, is helpful and assist to confront others. It's not that I didn't know the way of handling difficult situations, but Barbara puts it in wording and that's a step ahead for me personally. It's basic in the way it is written, outdated in the end. The book needs a re-write.

Teressa says

Drivel.

M says

This had good stuff in it for how to be assertive yet polite.

James M. Sims says

Great concepts. Probably could have been achieved in half the words. I read it with a group of 15 managers, and everyone felt it dragged on and elaborate unnecessarily, but still, had pearls that were worth the effort.

Grace Of Liddle says

read as audiobook.

Maximo Ares says

Very good book for people who need to work on their relationship at work and home. Mostly taught on how to direct yourself to others in all situations. Helping you get your point across in a good way.
