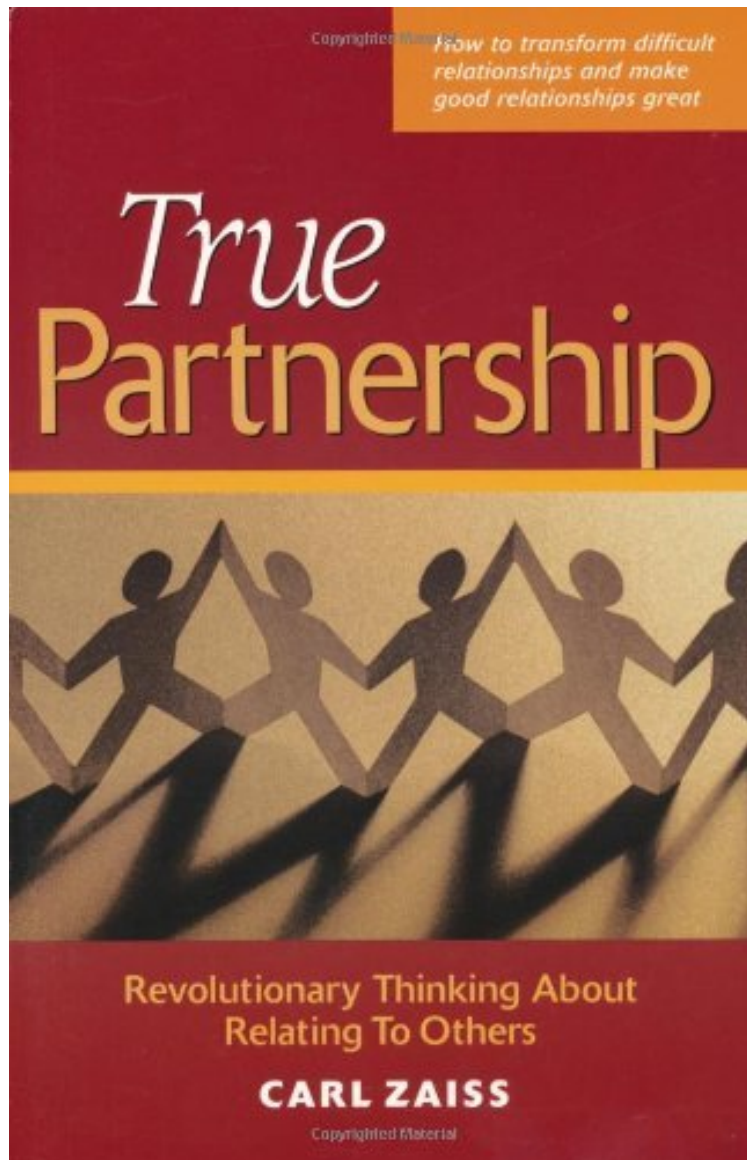


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# True Partnership: Revolutionary Thinking about Relating to Others

Carl Zaiss

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**Carl Zaiss : True Partnership: Revolutionary Thinking about Relating to Others** before purchasing it in order to gauge whether or not it would be worth my time, and all praised True Partnership: Revolutionary Thinking about Relating to Others:

0 of 0 people found the following review helpful. Should be part of every coaches took kit!!By Craig MuhlhauserGreat insight to support my executive coaching practice!0 of 0 people found the following review helpful. Only can be applied to certain relationshipsBy J. ElliotThis was a book that my employer asked everyone to read. I found that there were applications to my personal life, however, the professional applications that the author offers are

mostly from a managerial or supervisory perspective. His examples of those who employ his method in their professional lives are without fail people who have positional power in their company or group. Where I am currently in my working career, I have zero positional power so while he implies I can, I cannot apply his methods to resolve my issues in the workplace other than in my interactions with staff on the same positional footing. So as you read, keep in mind that partnership in his book means being on equal or superior positional footing to the others you are working with (although, again, the author does not represent his information this way). I was actually quite frustrated reading it, since my workplace perspective and problems with management (again, as an employee with no positional power to make myself heard) were not represented at all (EVERY real life start-to-finish example he gave was of someone in a managerial or similar position of power - he throws in a couple of conversation starter ideas for people in similar positions as I am, but never fleshes them out in a helpful way). I cannot go to my boss and expect to have the level of dialogue he is suggesting is possible about my complaints or worries - and no matter how much I listen to my boss or try to see things from their perspective or apply other concepts from this book, the fact I am not heard and cannot make myself be heard does not change. Maybe I'll shelve it and read it later when I change jobs.

3 of 3 people found the following review helpful. Get Out Of That "Drift!" By A Customer

Carl Zaiss makes the bold statement in his new book that "there are things we can do to build a stronger relationship no matter what the other person does." In this fantastic book, the author contrasts "The Drift," his term for traditional ways of thinking and relating to other people, with "True Partnership," in which efforts are focused on enhancing the relationship itself. If things aren't going your way at work or at home because of "those other people in your life, who won't do what they should do" then take heart - this is a very encouraging book that shows you how to stop trying to change other people (and yourself) and instead focus on changing the relationships themselves. Techniques include connecting with others by realizing the interdependence of us all on each other; communicating with intent to constantly improve the quality of communications; expanding from an "either/or" mentality to a "both/and" orientation; and observing not from one's initial "gut feeling" point of view but trying out different points of view to see if a new one helps resolve an old conflict. I really enjoyed this book and highly recommend it for those looking for a new communications, team building, or conflict management tool.

The main reason people don't accomplish more at work and at home is that they don't focus on what matters: the quality of their relationships. In this book, an international business consultant discusses four beliefs that keep people from building productive and satisfying relationships: seeing oneself as separate and autonomous, feeling connected only through power and control, having an either/or, right/wrong mentality, and perceiving the world as fixed and predetermined. True Partnership offers a proven and effective method for improving relationships by reassessing these limiting beliefs.

.com International trainer and consultant Carl Zaiss says too many of us approach the various key relationships we develop throughout our lives, be they at work or at home, with a mindset that actually hinders our chances for success. In True Partnership he advances the notion that we can better realize our goals by positively redefining the way we see, and act toward, everyone with whom we become associated. Utilizing principles adopted from the new quantum model in physics, Zaiss proposes a similarly interrelated behavioral framework for completely refashioning how we initially engage and later associate with all of those involved--eventually moving us far beyond the "shallow and simplistic" reality prevalent in most of such unions today. The bulk of the book delves further into the four tenets that support his fresh method for relating to others: connecting "as integral parts of a system," communicating "through our speaking and our listening," expanding "access to different perceptions about every situation," and observing "through the lens of our own personal history." Ultimately, as Zaiss suggests, this "paradigm-altering approach" to changing the quality of our relationships could very well open "the door to new opportunities" that we may not now even know exist. --Howard Rothman

From the Publisher "This compelling work stimulates thinking in new ways and delivers a proven and effective approach to transforming the quality of relationships with others. Zaiss is a management visionary and his advice is essential to anyone concerned with individual and organizational excellence." -- William J. Trahanant - Partner-In-Charge of Organizational Change Strategy, PricewaterhouseCoopers "Business is all about relationships. In True Partnership, Carl Zaiss clearly articulates and expands on simple yet timeless truths that can help the reader make tenuous relationships even stronger and good relationships great." -- Peter Burgdorff - President and CEO, ERA Franchise Systems, Inc. "Educators, if you are looking for a fresh perspective on relationships, I recommend True Partnership. Zaiss' theory is fascinating and readable. A must read for supervisors and shared decision-making teams." -- Linda Tinelli Sheive, Ph.D., Professor of Educational Administration, Oswego State University "Never was there an idea more timely and urgent than this, and more in need of being pondered and taken to heart." -- Ervin Laszlo, Ph.D. - Founder, The International Club of Budapest, Author, Macroshift - Navigating the Transformation to a Sustainable World

About the Author Elwood F. Holton, III, Associate Professor of Human Resource Development at Louisiana State University, is author of The Ultimate New Employee Survival Guide. He has consulted to J.P. Morgan, Enterprise Rent-A-Car, U.S. Department of Energy, U.S. General Services

Administration, and the Multiple Sclerosis Society, and many others. Sharon S. Naquin is Director of the Office of HRD Research at Louisiana State University. She was formerly Vice President of Savings Operations and Human Resources with a major bank.