



They Just Don't Get It! Changing Resistance into Understanding

Leslie Yerkes, Randy Martin

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Entrepreneurs, managers, parents, teachers, and-at some point-everyone have to explain goals and intentions to another person in order to enlist help in achieving them. Too often, those brilliant explanations fall on seemingly deaf ears. They just don't get it! Instead of blaming them, this book counsels readers to look within, and shows that ""their"" problem is often ""our"" problem. Using the popular parable format, and illustrated with clever line drawings, They Just Don't Get It! gives knowledgeable, down-to-earth behavioral suggestions for opening communication, achieving goals, and building teams. Offering insight into the reasons ideas aren't implemented in an expected manner, the book provides the reader with personal insight into how to become a better communicator of ideas and an inspired motivator of people, both personally and professionally. Includes black-and-white illustrations throughout.

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