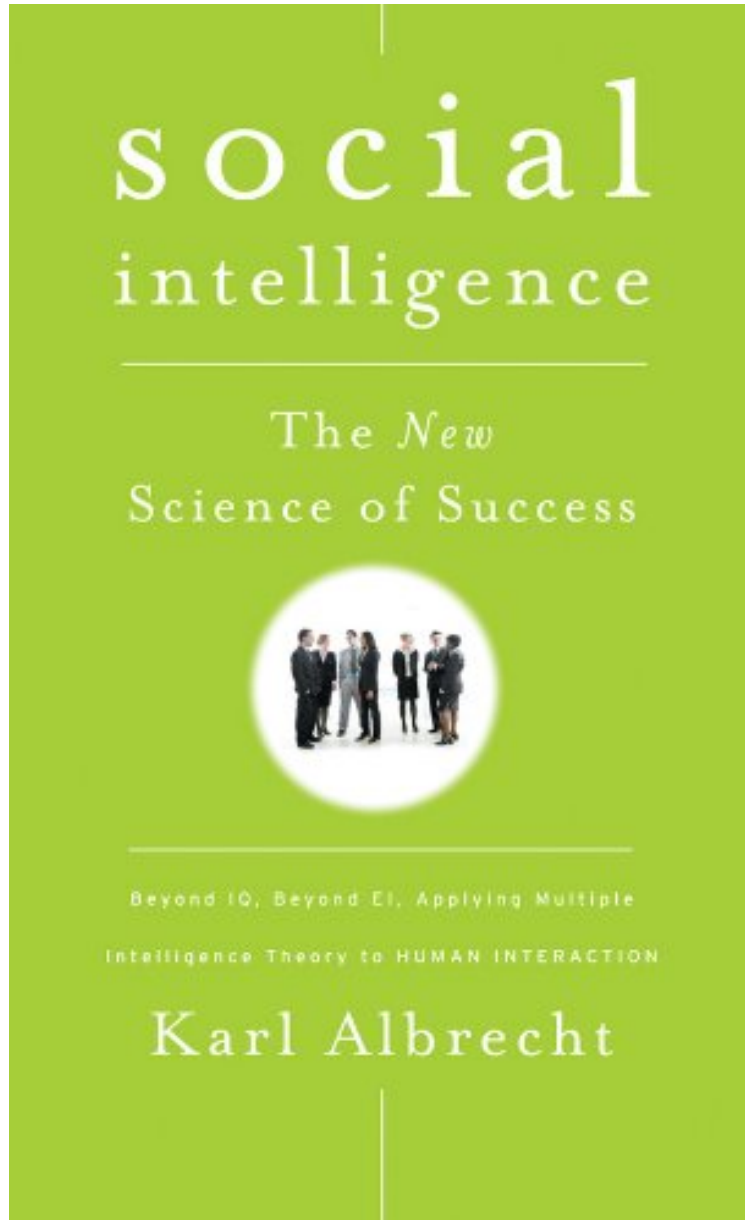


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Social Intelligence: The New Science of Success

Karl Albrecht

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Karl Albrecht : Social Intelligence: The New Science of Success before purchasing it in order to gage whether or not it would be worth my time, and all praised Social Intelligence: The New Science of Success:

3 of 4 people found the following review helpful. Anecdotal, Mostly FluffBy JarI was excited to read this book and have a keen interest in social intelligence. The further you read into this book the more downhill you go, the author draws almost entirely on anecdotes and rarely grounds them in neuroscience, or any factual evidence.I had to put the

book down, during the Dilbert chapter, the author regards technically savvy people as some sort of unsocial beast that must be reintroduced into society and we must better understand their voodoo technological ways. Whilst I agree the stereotype exists and that the author is technologically challenged - it is of my opinion that the topic was handled in a very socially ignorant way, especially for a book on social intelligence. This was the final nail in the coffin. I recommend the prospective buyer to pick up Social Intelligence by Daniel Goleman, it is a fascinating and practical read. 0 of 1 people found the following review helpful. A+ By underlyingshadow Purchased this book for a business college class that I was taking. Without giving too much away about the actual book, let's just say it was a surprisingly good read for college study book... 0 of 1 people found the following review helpful. This is an outstanding read -- way way better than the other one. By thomas bell This is an outstanding read -- way way better than the other one. Told by a cool, social guy, who appears to live the work, not a nerd-bag scientist who did a lot of case studies.

Karl Albrecht defines social intelligence (SI) as the ability to get along well with others while winning their cooperation. SI is a combination of sensitivity to the needs and interests of others, sometimes called your "social radar," an attitude of generosity and consideration, and a set of practical skills for interacting successfully with people in any setting. Social Intelligence provides a highly accessible and comprehensive model for describing, assessing, and developing social intelligence at a personal level. This book is filled with intriguing concepts, enlightening examples, stories, cases, situational strategies, and a self-assessment tool -- all designed to help you learn to navigate social situations more successfully.

"...powerful and compelling... a great read..." (Reading Chronicle, January 19th, 2006)
"Everyday I meet leaders with very high IQs and very low SQs. Social Intelligence shows why it is important to have both! It is filled with wonderful stories and examples that show what social intelligence is and, more important, how to develop yours. This book is recommended reading for any leader and any coach." -- Marshall Goldsmith, co-editor, The Leader of the Future, and Global Leadership From the Inside Flap
The breakthrough work of Harvard's Howard Gardner has legitimized the notion that human intelligence is not just a single trait (IQ) but a constellation of capabilities. More recently, Daniel Goleman popularized this notion with the best-selling Emotional Intelligence. Now, in this groundbreaking book, business thinker and futurist Karl Albrecht shows how the dimension of social intelligence -- perceptiveness, situational savvy, and interaction skills -- is key to success at work and in life. Karl Albrecht defines social intelligence (SI) as the ability to get along well with others while winning their cooperation. SI is a combination of sensitivity to the needs and interests of others, sometimes called your "social radar," an attitude of generosity and consideration, and a set of practical skills for interacting successfully with people in any setting. Social Intelligence provides a highly accessible and comprehensive model for describing, assessing, and developing social intelligence at a personal level. This book is filled with intriguing concepts, enlightening examples, stories, cases, situational strategies, and a self-assessment tool all designed to help you learn to navigate social situations more successfully. Karl Albrecht takes you on a guided tour of the five dimensions of social intelligence ("S.P.A.C.E."): 1) Situational Awareness: The ability to read situations and to interpret the behaviors of people in those situations. 2) Presence: Often called "bearing," it's a whole range of verbal and nonverbal behaviors that define you in the minds of others. 3) Authenticity: The behaviors that cause others to judge you as honest, open, and "real." 4) Clarity: The ability to explain your ideas and articulate your views. 5) Empathy: The ability to "connect" with others. Karl Albrecht defines, explores, and interrelates all of these key dimensions and shows how to use his S.P.A.C.E. formula as an effective diagnostic and development model.