



Overcoming Fake Talk: How to Hold REAL Conversations that Create Respect, Build Relationships, and Get Results

John Stoker

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MAKE EVERY CONVERSATION A REAL CONVERSATION THAT GETS RESULTS

In *Overcoming Fake Talk*, business communication guru John R. Stoker offers proven advice for turning challenging confrontations into rewarding exchanges that foster collaboration, improve performance, and achieve results.

"Overcoming Fake Talk is a thorough compendium of ideas, frameworks, examples, and actions to improve conversations. Stoker's four 'REAL' conversation skills and eight principles give the novice and master insights and guidelines for improving conversation." -- Dave Ulrich, Professor, Ross School of Business, University of Michigan; Partner, The RBL Group; and author of **The Why of Work**

"Great questions, great suggestions. . . . Bravo! I will put Stoker's ideas to use in my own practice." -- Beverly Kaye, founder and co-CEO, Career Systems International, and coauthor of **Help Them Grow or Watch Them Go**

"Adhering to and implementing these principles will dramatically increase your ability to communicate and improve your relationships in your professional and personal life." -- Hyrum W. Smith, cofounder, FranklinCovey

"An insightful blend of rock-solid theory accompanied by compelling examples of the huge distinction between real and fake communication." -- John H. Zenger, CEO, Zenger Folkman, and coauthor of **How to Be Exceptional**

"Stoker teaches true principles for getting Results, Respect, and great Relationships using REAL conversation." -- Brent D. Peterson, PhD, coauthor of **Fake Work**

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Kathleen Elder:

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