

## THE FOUR CONVERSATIONS



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Instead, experience tends to be our guide. We use commands and requests, whatever has worked for us in the past. The Four Conversations shows that we may not be taking full advantage of the tools available to us.

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### **The Four Conversations Daily Communication That Gets**

Knowing how to use the Four Conversations gives me a huge advantage in my role as project manager. In my interpersonal relationships at work, I've been able to not only create accountability that wasn't existent otherwise, and I've also been able to get over my personal fear of proposing new ideas to senior management - simply because I knew what types of conversations to have and how to make them work.

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An Excerpt From The Four Conversations: Daily Communication That Gets Results by Jeffrey Ford & Laurie Ford Published by Berrett-Koehler Publishers

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The Four Types of Conversations When talking with someone, it is helpful to know what type of conversation you are in. You can do so based on a conversation's direction of communication (a one-way or two-way street) and its tone/purpose (competitive or cooperative).

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