



How to Communicate Successfully: The Halvorson Collection (2 Books)

Heidi Grant Halvorson

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Communication in the workplace is more important than ever. This Harvard Business Review digital collection presents the work of social psychologist and bestselling author Heidi Grant Halvorson. In *No One Understands You and What to Do About It*, Halvorson explains why we're often misunderstood and how we can fix that. Most of us assume that other people see us as we see ourselves, and that they see us as we truly are. But neither is true. Our everyday interactions are colored by subtle biases that distort how others see us—and also shape our perceptions of them. You can learn to clarify the message you're sending once you understand the lenses that shape perception—trust, power, and ego—and how these lenses affect your interactions. In the short, powerful *Nine Things Successful People Do Differently*, the strategies and goals of the world's most successful people are on display—backed by research that shows exactly what has the biggest impact on performance. Here's a hint: accomplished people reach their goals because of what they do, not just who they are.

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