

Dr **Sylvia Lohken** is a highly in-demand coach and speaker who specialises in how introverts and extroverts can work together. She has a PhD in linguistics and communication, and is a qualified coach. She works with many of Europe's leading companies and institutions such as Berlin Regional Bank, Vienna University of Economics and Business, and University of Hamburg.

Bold Encounters. The Art of Genuine Conversation

How to create relationships with words

Sylvia Löhken, Tom Peters

As director of the HRperformance Institut and an expert in personality, generational diversity, potential exploitation and young professionals, **Nele Kreyßig** advises medium-sized and large enterprises on making best use of their available resources and potential. She has worked as an independent consultant and business trainer since 2014. In addition to a degree in business administration, Nele Kreyßig holds numerous additional qualifications as a business trainer, management coach, expert and trainer for stress management.

Wish you Could Change People? Here's Why You Shouldn't

Nele Kreyßig

Achieving genuine human interaction

We communicate now more than ever before – and our access to communication has never been easier. Within what seems like the blink of an eye, smartphones have completely revolutionised the way we keep in touch. We exchange information on a seemingly constant basis. Yet talking alone does not constitute genuine interaction.

What differentiates a genuine interaction from small talk, WhatsApp messages, tweets and social media posts? How can we engage in genuine dialogue – the kind that facilitates deep, meaningful human interaction?

In this cleverly observed book, Sylvia Löhken and Tom Peters show how to manage the fears and inhibitions we often face when making ourselves open to genuine human connection. And this effort pays off: sharing interactions with others does us good as social beings, so long as we conduct them in ways that make sense to us.

What's more, being interesting and approachable in conversation is an important factor for our careers. The more responsibility people have in their professional lives, the more their success depends on their communication – on the creation and nurturing of organic, vibrant relationships.

Löhken and Peters illustrate the opportunities that await when we permit ourselves to engage in meaningful encounters and are brave enough to open ourselves up by engaging in open dialogue with our contemporaries, we form trust-based relationships and get to know both ourselves and others. The authors show how to lay the foundations for genuine interaction and to conduct conversations such that they bring benefit to all parties involved.



200 pages, hardcover
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So, what do you do when others get on your nerves? Change your perspective!

Let's be honest: our fellow human beings can be exhausting, trying creatures. How easy would it be if the world worked according to our rules; if our fellow humans would behave in reasonable, sensible ways (according to us)? If only we could find a way to get others to change!

Each of us views the world from our own unique perspective. In doing so, we frequently overlook the fact that we are shaped by our environment, our experiences and our individual dispositions.

"Wish You Could Change People? Here's Why You Shouldn't" makes a persuasive case for giving up trying to change others. Instead, it argues, we must be curious about others' perspectives on life and alert to their potential. We must pursue mutually enriching cooperation, satisfaction and – in a professional context – shared success. In the book, Nele humorously equips readers to appreciate their counterparts' worldviews, using personal stories to illustrate a more understanding, open and tolerant way of dealing with one another.

Nele was awarded the publishers' prize at the international speaker slam in Munich in February 2018 with an excerpt from the keynote "A different path to success: The generation mix is the key!".



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