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The only book available devoted exclusively to the development of interpersonal skills, this completely self-contained program provides an action-oriented approach in which readers actually practice skills behavior. Centered around twelve key interpersonal skills and discussion of the concepts underlying each skill. Contains skills modules on coaching, team building, negotiation, interviewing, and empowering people. Organizes chapters around the ten-step TIPS learning model based on social-learning theory.

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Over the past decade, management practice has gone through dramatic changes. Workforce diversity, downsizing, reengineering, total quality management, outsourcing, and rediscovering the importance of satisfying the customer, all has a significant impact on Human Resources. The new Sixth Edition of De Cenzo/Robbins' Human Resource Management features a current, real-world perspective that gives readers a crystal-clear picture of what today's HRM is really like. Emphasizing the application of theory, the Sixth Edition carefully integrates real examples with the most up-to-date information available.

For courses in Principles of Management or Introduction to Management. Robbins and Coulter's best-selling text demonstrates the real-world applications of management concepts and makes management come alive by bringing real managers and students together. As it successfully integrates the various functions of management, the book establishes a dialogue with managers from a variety of fields. Students and professors alike will enjoy the chapter-opening A Managers Dilemma vignettes (which Introduce students to real situations-related to chapter concepts-faced by real managers) and the chapter-ending Real Managers Respond to Opening Dilemma discussions that enable students to explore successful resolutions using concepts they learned in each chapter.

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