



Connect is your guide through the maze of complex working relationships, whether they are crucial business meetings, conversations with co-workers, motivation of diverse teams or discussions with your boss. Whatever the situation and no matter the stakes, Lubitsh and Lubitsh-White present techniques to help you resolve conflict, improve communication, strengthen relationships and get what you really want.

'Improving our relationships is the best investment we can make in ourselves. If you want an easyto-use development guide that details what small and consistent steps to take, this is a book you need to buy! You can read it front to back or simply choose the sections that you need most.'

Karin Wierinck, Global HR Business Partner; Vice President, Takeda

'This book is an indispensable guide for every leader which connects prevailing approaches with new practical models, that you can use right now, right here!'

Peter Weidig, Head of Holding Services, Franz Haniel & Cie. GmbH

Praise for Connect

'Guy and Tami's new book arrives at a time when our fundamental connectivity has rarely felt more tested nor more vital. Whatever your business challenges and goals, big or small, this book deciphers the most important ingredient of all – personal connection. RESOLVE to get your copy now!'

John Belgrove, Senior Partner, AON

'As the world in the 21st century rapidly changes around us, one thing remains constant – our work and happiness is determined by the quality of relationships that we build. This book provides an excellent, simple-to-use tool kit for helping us to connect for success.'

Dr Malte Gerhold, Chief Integrated Care Officer, Birdie Care

'In a time when true human connection is so challenged, yet so necessary, the purpose of *Connect* has never been more important or relevant. At its heart this book supports us, the readers, to understand and know ourselves better, so that we may know and understand others. It is a practical resource for businesses and leaders but, equally, a guide for all of us to rediscover and harness the power of human relationships.'

Kate Croxton, Head of Community Health Programmes, British Heart Foundation

'Connect deals with a simple, but often overlooked, idea – that workplaces are above all social constructs. Successful leaders don't necessarily need to have the biggest ideas or take the boldest risks, but they do need to connect meaningfully with those around them. While academically grounded, this book is easy to engage with, and full of case studies and exercises to help you strengthen your own connections and grow as a leader. I found it interesting and enjoyable from start to finish, and will continue to dip back into it. As we deal with the challenges of broken connections – socially and in the workplace – in these unprecedented times, this book could hardly be more timely or relevant.'

Richard Bowyer, Director of Marketing and Public Fundraising, Great Ormond Street Hospital Charity

Connect

Table of Contents

Front Cover

Title Page

Copyright Page

Contents

About the authors

Prologue

Setting the scene

Part I Connection. What is it? Why is it the key?

- 1 What is connection and how will this help you?
- 2 What are the common obstacles and fears?
- 3 What type of connector are you?
- 4 How do different connectors connect?
- 5 Strengths and overdone strengths

Part II 'RESOLVE' model of connecting

6 The 'RESOLVE' model of connection

Realise reality

Establish clear boundaries

Seek support

Own it!

Listen



Table of Contents

Validate

Evolve

7 Seven ways for creating positive connections

Part III How to improve communication and working relationships

8 How to connect across cultures

9 How to connect across ages

10 How to connect in a digital age

Appendix

References

Acknowledgements

Index

Back Cover

