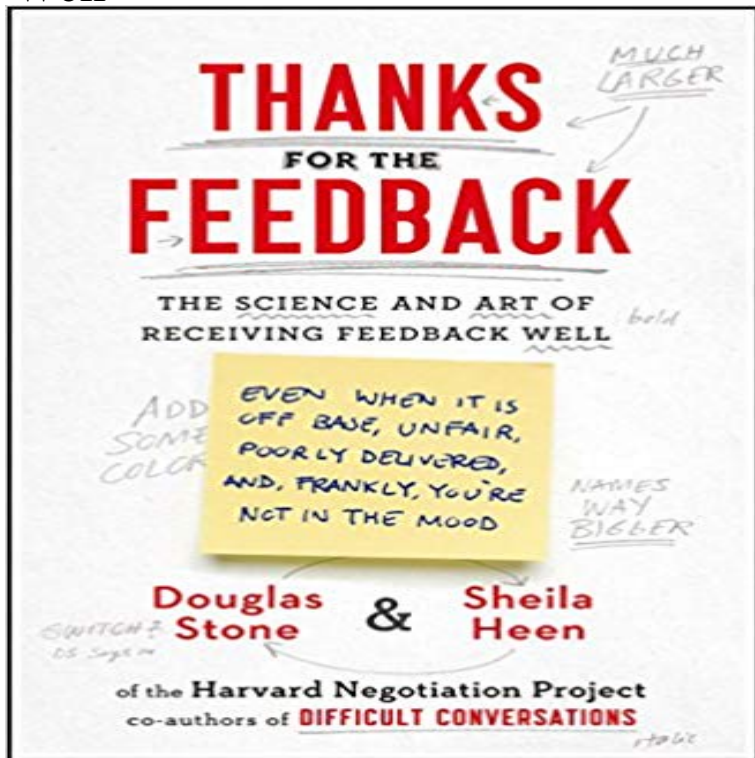


# Thanks for the Feedback: The Science and Art of Receiving Feedback Well



The authors of the classic *Difficult Conversations* teach you how to take criticism productively in *Thanks for the Feedback*. We get feedback every day of our lives, from friends and family, colleagues, customers, and bosses, teachers, doctors, and strangers. We're assessed, coached, and criticized about our performance, personalities, and appearance. We know that feedback is essential for professional development and healthy relationships - but we dread it and even dismiss it. That's because while we want to learn and grow, we also want to be accepted just as we are. *Thanks for the Feedback* is the first book to address this tension head on. In it, the world-renowned team behind the Harvard Negotiation Project offer a simple framework and powerful tools, showing us how to take on life's blizzard of comments and advice with curiosity and grace. I'll admit it: *Thanks for the Feedback* made me uncomfortable. And that's one reason I liked it so much. With keen insight and lots of practical takeaways, it reveals why getting feedback is so hard - and then how we can do better. Daniel H. Pink, author of *To Sell Is Human* and *Drive*. *Thanks for the Feedback* is a road map to more self-awareness, greater learning, and richer relationships. A tour de force. Adam Grant, Wharton professor and author of *Give and Take*. Douglas Stone and Sheila Heen are Lecturers on Law at Harvard Law School and cofounders of Triad Consulting. Their clients include the White House, Citigroup, Honda, Johnson & Johnson, Time Warner, Unilever, and many others. They are co-authors of the international bestseller *Difficult Conversations*. Stone lives in Cambridge, MA. Heen lives with her husband and three children in a farmhouse north of Cambridge, MA.

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