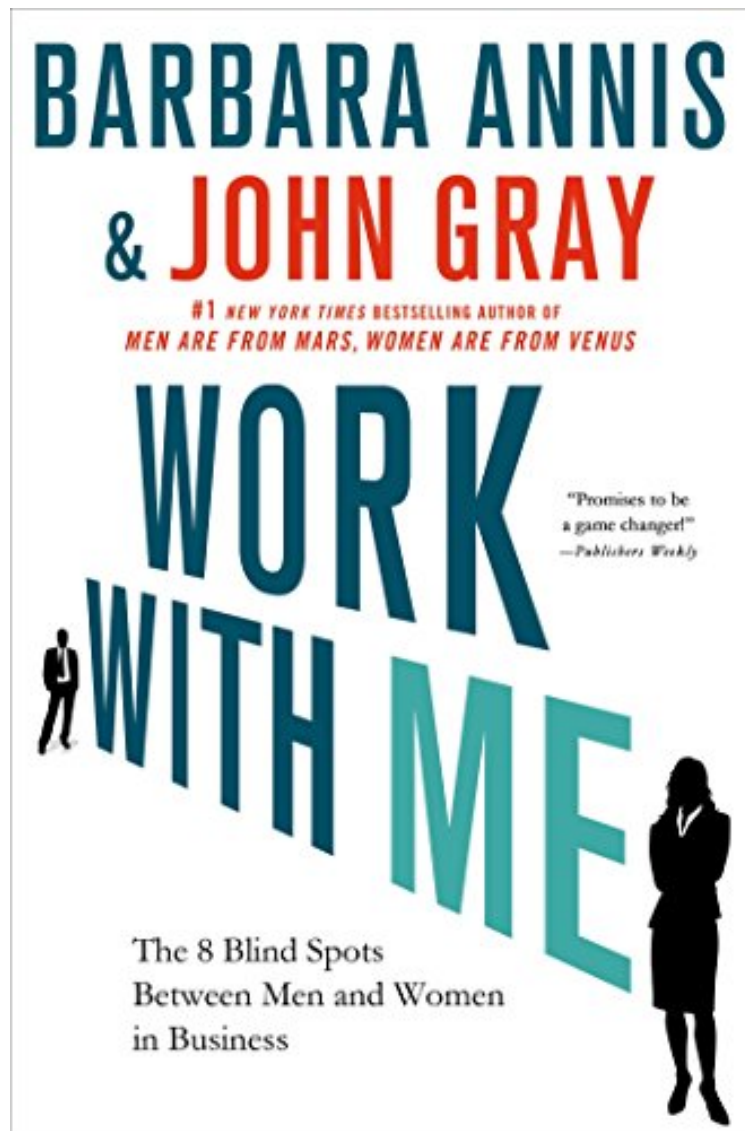


## Work with Me: The 8 Blind Spots Between Men and Women in Business

Barbara Annis, John, Ph.D. Gray

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**Barbara Annis, John, Ph.D. Gray : Work with Me: The 8 Blind Spots Between Men and Women in Business** before purchasing it in order to gage whether or not it would be worth my time, and all praised Work with Me: The 8 Blind Spots Between Men and Women in Business:

7 of 7 people found the following review helpful. This book is a giant blind spotBy Francois BogaczWhen you fill a book of sentences that start with "men are..." or "women are...", you'd better be backing your assertions with solid evidence. Unfortunately for the authors, their supposed evidence is shallow at best - and sometimes, sorry to say, just

wrong. Most of the evidence is an interpretation by the authors of an existing interpretation found in books or mainstream scientific press articles, which means it is not scientific evidence but a double level interpretation - this leads to over simplification in the best cases and to outrageous errors in the worst cases. Sure, the authors have made a lot of observations in organizations, but observing is one thing, explaining what is observed is another. Anybody could come up with many different explanations for each observation listed in this book. From there my title: It looked to me as if the authors had a very clear picture in their mind about "men" and "women" and their relationships and had written their book to prove the "reality" of that picture to their readers. It would be much more honest to say "Well, we don't know exactly if what we are going to tell you is scientifically valid, but it works". But does it really work ? A desire to oversimplify things only reinforces stereotypes. What we need in order to help people to work together across gaps are scientifically valid frameworks using continuous dimensions (cf. Hofstede for cultures, for instance), mixed with conflict prevention techniques and above all, a great dose of humility in front of the uncertainty and complexity of the human behavior. What makes me react/ behave in a specific context can be one of my multiple cultures, my personality and/or my gender. This is the kind of intelligence, to use the term of the authors, that works best across cultures, generations and genders. 1 of 1 people found the following review helpful. Good solutions, a lot of extra details that wasn't needed. By Shopping\_f Was really looking forward to reading this one for my book club so I had high expectations. I jumped a lot to the solutions, there was a bit too much theory and reiterating why men/women are so different. I get we are different, just tell me how to work with it so I could be gender conscious. Still a good read but you will end up skimming to the 'what to do' or how to do differently. 0 of 0 people found the following review helpful. Gender Intelligence and new paradigm relationships By Robert McDowell Barbara Annis and John Gray, two powerhouse authors and teachers, present the harvest of almost three decades of work in corporate gender intelligence. As we engage in and co-create new paradigm relationships between women and men, it's really no surprise that the arena in life where we have made the most progress is in the world of work and business. More and more, with support from groundbreaking discoveries in brain science, companies and people are shedding the bonds of gender equality, which never worked, and embracing and putting into practice the principles of gender intelligence, which leads to gender enlightenment. Annis and Gray show us how to celebrate gender differences, which teach us how to work and live with each other in enlightened ways.

Work With Me is the timely collaboration of two of the world's foremost authorities on gender relations. Barbara Annis, world-renowned expert on gender issues in the workplace, and John Gray, author of the number one relationship book of all time, Men Are from Mars, Women Are from Venus, team up to resolve the most stressful and confusing challenges facing men and women at work. Annis and Gray reveal, for the first time, survey results of over 100,000 in-depth interviews of men and women executives in over 60 Fortune 500 companies. Readers will discover the Eight Gender Blind Spots, the false assumptions and opinions men and women have of each other, and in many ways, believe of themselves. Through research, science, and stories, Annis and Gray expose the blind spots that cause our misunderstandings, miscommunications, mistrust, resentment, and frustrations at work. Readers will discover the biology and social influences that compel men and women to think and act as they do, and direct how they communicate, solve problems, make decisions, resolve conflict, lead others, and deal with stress, enabling them to achieve greater success and satisfaction in their professional and personal lives. Work With Me is the definitive work-life relational guide, filled with "ah-ha!" moments and discoveries that will remove the blind spots and enable men and women to work and succeed together.

"Pragmatic and timely, this joint offering by two complementary experts one from Mars and one from Venus promises to be a game changer." ---Publishers Weekly Starred About the Author Barbara Annis, founder and CEO of Barbara Annis Associates, Inc., is the author of Same Words, Different Language and coauthor, with Michael Gurian, of Leadership and the Sexes. John Gray is a relationship therapist and the bestselling author of many books, including Men Are from Mars, Women Are from Venus. Actress Kirsten Potter has performed on stage, film, and television, including roles on Medium, Bones, and Judging Amy. Her narrations have won AudioFile Earphones Awards, and she earned an Audie nomination for her reading of Rise Again by Ben Tripp.