

Talking from 9 to 5: Women and Men at Work

By Deborah Tannen

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Your project went off without a hitch--but somebody else got the credit...You averted a crisis brilliantly--but no one noticed...You came to the meeting with a sensational idea--but it was ignored until someone else said the same thing...

HOW CAN YOU GET CREDIT & GET AHEAD?

In her extraordinary international bestseller, *You Just Don't Understand*, Deborah Tannen transformed forever the way we look at intimate relationships between women and men. Now she turns her keen ear and observant eye toward the workplace--where the ways in which men and women communicate can determine who gets heard, who gets ahead, and what gets done.

An instant classic, *Talking From 9 to 5* brilliantly explains women's and men's conversational rituals--and the language barriers we unintentionally erect in the business world. It is a unique and invaluable guide to recognizing the verbal power games and miscommunications that cause good work to be underappreciated or go unnoticed--an essential tool for promoting more positive and productive professional relationships among men and women.

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Editorial Review

From Publishers Weekly

Tannen probes the way gender roles shape the ways men and women communicate in the workplace, and how these differences lead to misunderstandings.

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From Library Journal

Tannen (*You Just Don't Understand*, Morrow, 1990) describes differences in men's and women's public communication as found within the business setting. These differences appear to influence actual perceptions of worker skills and abilities. For example, women say "I'm sorry" without actually apologizing and tend to use an indirect manner of speech. These styles make women appear less confident, competent, and professional. However, women who learn to speak like men are accused of being aggressive and unfeminine. Written for the general reader, Tannen's work is entertaining and filled with illustrative conversations. It raises many issues of concern to working women, from knocking against the glass ceiling to dealing with sexual harassment. Unfortunately, Tannen's research has not yet suggested any linguistic solutions. Highly recommended for general public and academic libraries.

--Kathy Shimpock-Vieweg, *O'Connor Cavanagh Lib., Phoenix*

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From [Booklist](#)

Georgetown University professor Tannen specializes in the seemingly arcane field of sociolinguistics, yet two of her books have been wildly successful best-sellers: *That's Not What I Meant: How Conversational Style Makes or Breaks Your Relations with Others* (1986) and *You Just Don't Understand: Women and Men in Conversation* (1990). This second title sold more than quarter of a million copies in hardcover and well over one million in paperback, and it lasted for more than two years on the *New York Times*' best-seller lists. Her new book is meant as the third in this series of investigations into what we say and how we say it and how this affects our ability to be understood and to get along with others. Here Tannen considers conversations, both informal and formal, in the workplace. She is most interested in gender differences in conversational style but considers age, class, ethnic, and geographical distinctions as well, while arguing that to be successful, we must not adopt or discount other styles, but rather, make an effort to understand and to learn from them. *David Rouse*

Users Review

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Teresa Hunter:

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Vanessa Gibson:

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