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Years of shrinking
defense dollars have
motivated this move,
however, most of the
successful firms in the
commercial arena are
fairly young, innovative
and relatively small
compared to your firm.

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importance in the
workplace. Aside from

helping you get a job,
what else can

interpersonal skills do
to help you succeed?

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true and innate value
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diplomacy, empathy,

negotiation,

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Definition

Interpersonal skills are the skills we use every day when we communicate and interact with other people, both individually and in groups. They include a wide range of skills, but particularly communication skills such as listening and effective speaking. They also include the ability to control and manage your

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