

RECEIVING FEEDBACK

Why Asking for Advice Is More Effective Than Asking for Feedback

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You just gave a great first pitch to a major client and landed an invitation to pitch to their senior leaders. Now you want a second opinion on your presentation to see if there's anything you can improve. What do you do?

Jaewon Yoon is a PhD student in the organization behavior program at Harvard Business School. Her research focuses on time communication and feedback exchange.

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