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Winning from Within

By Erica Ariel Fox

Harper Collins Publ. USA Sep 2013, 2013. Buch. Condition: Neu. Neuware - Life is a series of negotiations. You may not think of yourself as 'a negotiator,' but you negotiate all the time. From seemingly insignificant daily decisions to major life choices, you negotiate every time you try to make plans, reach consensus, aim to persuade, or resolve disagreements. If you're like most people, you don't always like the result: You end up wrongly paying for the bathroom tiles; your child is in tears over his cereal bowl; you blow a major contract. Other times, the result is fine, but how you got there doesn't feel fair. In fifteen years of teaching negotiation at Harvard Law School and training thousands of people around the world how to transform conflict, Fox had a revelation about negotiation and human nature: The most important negotiations we have-the ones that determine the impact of our actions and the quality of our lives-are the negotiations we have with ourselves. Offering insight into how we get in our own way and what to do about it, It Starts with You features a map and a method for negotiating from the inside out. By better understanding yourself...


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