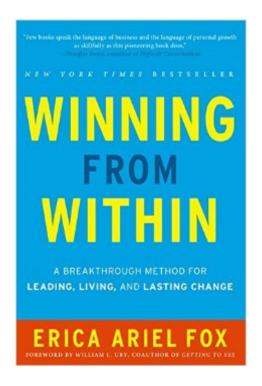
The book was found

Winning From Within: A Breakthrough Method For Leading, Living, And Lasting Change





Synopsis

Winning from Within by leadership and negotiation expert Erica Ariel Fox presents a contemporary approach for getting more of what you want, improving relationships, and enjoying life⠙s deeper rewards. With principles developed while teaching negotiation at Harvard Law School and coaching executives around the world, Fox provides a map for understanding your inner world and a method for sorting yourself out. Fox uses insights from Western psychology and Eastern philosophy to resolve the gap between what people know they should say and what they actually do. She explains how to master your â œinner negotiators,â • whether working with a difficult client, struggling with a stubborn spouse, or developing your highest leadership potential. With a Foreword by William Ury, coauthor of the classic bestseller Getting to Yes, Winning from Within: A Breakthrough Method for Leading, Living, and Lasting Change is your guide to greatness.

Book Information

Hardcover: 384 pages

Publisher: HarperBusiness (September 24, 2013)

Language: English

ISBN-10: 0062213024

ISBN-13: 978-0062213020

Product Dimensions: 6 x 1.2 x 9 inches

Shipping Weight: 1 pounds (View shipping rates and policies)

Average Customer Review: 4.1 out of 5 stars Â See all reviews (68 customer reviews)

Best Sellers Rank: #345,363 in Books (See Top 100 in Books) #100 in Books > Business &

Money > Human Resources > Conflict Resolution & Mediation #336 in Books > Business &

Money > Management & Leadership > Negotiating #3431 in Books > Business & Money >

Personal Finance

Customer Reviews

When I first looked at this book, I saw that it was written by someone involved in the Harvard Project on Negotiation. I've read some books from authors there (including a few by William Ury who wrote the foreward for this book):Getting to Yes: Negotiating Agreement Without Giving InGetting Past No: Negotiating with Difficult PeopleThe Power of a Positive No: Save The Deal Save The Relationship and Still Say NoDifficult Conversations: How to Discuss What Matters MostAll those books helped me be better in business. They helped me with techniques and approaches to negotiate. While they often seemed to promise more than they delivered, they did deliver a lot. This book delivers little. It

might be good as a self-help book that you read for inspiring personal stories and anecdotes, if you like that sort of thing (and I sometimes do). But the author promises in the book's subtitle to deliver a "Breakthrough Method for Leading, Living, and Lasting Change." If there was a method in the book, I missed it. And I was looking pretty carefully. There's no method there.

Download to continue reading...

Winning from Within: A Breakthrough Method for Leading, Living, and Lasting Change Change Your Brain, Change Your Life (Revised and Expanded): The Breakthrough Program for Conquering Anxiety, Depression, Obsessiveness, Lack of Focus, Anger, and Memory Problems Frugal Living: 55 Tips to Save Money! Enjoy Living on a Budget, Become Debt Free, and Have Complete Financial Independence (Frugal Living Books, frugal living for dummies, frugal living made simple) Change the Culture, Change the Game: The Breakthrough Strategy for Energizing Your Organization and Creating Accounta bility for Results Leading with Your Legacy in Mind: Building Lasting Value in Business and Life What Customers Want: Using Outcome-Driven Innovation to Create Breakthrough Products and Services: Using Outcome-Driven Innovation to Create Breakthrough Products and Services The Heart of Change Field Guide: Tools And Tactics for Leading Change in Your Organization Change the Story, Change the Future: A Living Economy for a Living Earth HBR's 10 Must Reads on Change Management (including featured article "Leading Change, " by John P. Kotter) Who Killed Change?: Solving the Mystery of Leading People Through Change Find What You Were Born For: Design Goals That Bring Purpose To Your Life - How To Shape Your Future, Craft Goals To Your Calling And Create Lasting Change (Book 2) Systems Thinking For Social Change: A Practical Guide to Solving Complex Problems, Avoiding Unintended Consequences, and Achieving Lasting Results Live the Best Story of Your Life: A World Champion's Guide to Lasting Change Autocourse 2015-2016: The World's Leading Grand Prix Annual - 65th Year of Publication (Autocourse: The World's Leading Grand Prix Annual) Law of Attraction Directly from Source: Leading Edge Thought, Leading Edge Music Be the Change! Change the World. Change Yourself. If You Really Want to Change the World: A Guide to Creating, Building, and Sustaining Breakthrough Ventures Change Your Thoughts, Change Your Life: Living the Wisdom of the Tao Change Your Thoughts - Change Your Life, 8-CD set: Living the Wisdom of the Tao Winning Lacrosse for Girls (Winning Sports for Girls)

Dmca