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Getting to Yes

Negotiating an Agreement Without Giving in

Random House **This is the second, greatly expanded edition of one of the world's most successful books on negotiation. 'Getting to Yes' offers powerful principles to guide readers to success in the art of negotiation.**

The Power of A Positive No

Hachette UK **The most powerful word in the language is one that most people find difficult to say. Yet when we know how to use it correctly, it has the power to profoundly transform our lives. That word is 'No'. In Getting to Yes, William Ury helped millions of people across the world discover how to transform their working and personal relationships by saying Yes. In this wise and insightful 'prequel' to the international bestseller, Ury asserts that, although you may be able to say Yes, you cannot get to the right Yes until you know how to say No. Most of us are reluctant to say No when we fear the word could spoil relationships with bosses; lose the deal with clients or upset family members. This indispensable book will help readers know whether and how to say No and provides a simple, proven five-step solution and tried and tested techniques to tackle this everyday dilemma.**

Getting to Yes with Yourself

How to Get What You Truly Want

HarperOne **William Ury, coauthor of the international bestseller Getting to Yes, returns with another groundbreaking book, this time asking: how can we expect to get to yes with others if we haven't first gotten to yes with ourselves? Renowned negotiation expert William Ury has taught tens of thousands of people from all walks of life—managers, lawyers, factory workers, coal miners, schoolteachers, diplomats, and government officials—how to become better negotiators. Over the years, Ury has discovered that the greatest obstacle to successful agreements and satisfying relationships is not the other side, as difficult as they can be. The biggest obstacle is actually our own selves—our natural tendency to react in ways that do not serve our true interests. But this obstacle can also become our biggest opportunity, Ury argues. If we learn to understand and influence ourselves first, we lay the groundwork for understanding and influencing others. In this prequel to Getting to Yes, Ury offers a seven-step method to help you reach agreement with yourself first, dramatically improving your ability to negotiate with others. Practical and effective, Getting to Yes with Yourself helps readers reach good agreements with others, develop healthy relationships, make their businesses more productive, and live far more satisfying lives.**

. . . And His Lovely Wife

A Memoir from the Woman Beside the Man

Random House Writing with warmth and humor, Connie Schultz reveals the rigors, joys, and absolute madness of a new marriage at midlife and campaigning with her husband, Sherrod Brown, now the junior senator from Ohio. She describes the chain of events leading up to Sherrod's decision to run for the Senate (he would not enter the fray without his wife's unequivocal support), and her own decision to step down from writing her Pulitzer Prize-winning column during the course of one of the nation's most intensely watched races. She writes about the moment her friends in the press became not so friendly, the constant campaign demands on her marriage and family life, and a personal tragedy that came out of the blue. Schultz also shares insight into the challenges of political life: dealing with audacious bloggers, ruthless adversaries, and political divas; battling expectations of a political wife; and the shock of having staffers young enough to be her children suddenly directing her every move. Connie Schultz is passionate and outspoken about her opinions—in other words, every political consultant's nightmare, and every reader's dream. "[Schultz is] a Pulitzer Prize—winning journalist with a mordant wit. . . . The [campaign memoir] genre takes on new life." -The Washington Post Book World "With her characteristic wit and reportorial thoroughness, [Schultz] describes the behind-the-scenes chaos, frustration and excitement of a political campaign and the impact it has on a candidate's family." -Minneapolis Star Tribune "Witty and anecdotal, whether read by a Democrat or a Republican." -Deseret Morning News "Frank and feisty . . . a spunky tribute to the survival of one woman's spirit under conditions in which it might have been squelched." -The Columbus Dispatch

Getting to Yes

Negotiating an agreement without giving in

Random House _____ THE WORLD'S BESTSELLING GUIDE TO NEGOTIATION Getting to Yes has been in print for over thirty years. This timeless classic has helped millions of people secure win-win agreements both at work and in their private lives. Founded on principles like: · Don't bargain over positions · Separate the people from the problem and · Insist on objective criteria Getting to Yes simplifies the whole negotiation process, offering a highly effective framework that will ensure success.

Getting Past No

Random House We all want to get to yes, but what happens when the other person keeps saying no? How can you negotiate successfully with a stubborn boss, an irate customer, or a deceitful coworker? In Getting Past No, William Ury of Harvard Law School's Program

Getting Past No

Negotiating With Difficult People

Random House We all want to get to yes, but what happens when the other person keeps saying no? How can you negotiate successfully with a stubborn boss, an irate customer, or a deceitful coworker? In Getting Past No, William Ury of Harvard Law School's Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners. You'll learn how to: - STAY IN CONTROL UNDER PRESSURE - DEFUSE ANGER AND HOSTILITY - FIND OUT WHAT THE OTHER SIDE REALLY WANTS - COUNTER DIRTY TRICKS - USE POWER TO BRING THE OTHER SIDE BACK TO THE TABLE - REACH AGREEMENTS THAT SATISFY BOTH SIDES' NEEDS Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have to get mad or get even. Instead, you can get what you want!

Getting to Yes with Yourself: And Other Worthy Opponents

HarperCollins UK In his highly anticipated follow up to the bestselling "Getting to Yes: Negotiation Agreement Without Giving", Harvard University's world renowned negotiation expert William Ury provides the definitive guide to attaining success at work and at home.

SUMMARY - Getting To Yes: Negotiating Agreement Without Giving In By Roger Fisher And William Ury

Shortcut Edition * Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. *By reading this summary, you will learn how to negotiate in all circumstances and in all serenity. *You will also learn : that it is possible to protect your relationships while making your demands heard; that several negotiation techniques and tactics are useful to (re)know; that a few key phrases are enough to communicate your interests clearly; that a negotiation is successful if both parties enjoy finding common solutions. *If you feel that you do not know how to negotiate, it is probably because its practice is associated with power struggles or a sharp confrontation of arguments. Negotiation is perceived as an intimidating and deterrent practice related to conflict. Wouldn't you be more confident if the art of negotiation was above all the art of interfering in the best possible cooperation? Roger Fisher and William Ury, law researchers at Harvard University, suggest that you try interest-based negotiation, a style of dialogue centered on each participant's interest, creativity and good faith. For them, negotiation should be first and foremost a collaborative science, designed to lead not to one, but to several solutions to a disagreement. Ready to finally negotiate properly? *Buy now the summary of this book for the modest price of a cup of coffee!

The Power of a Positive No

How to Say No and Still Get to Yes

Bantam The co-author of the best-selling Getting to Yes explains how to use the word "No" effectively and in a positive way to defend one's personal interests in personal and professional situations while preserving one's relationships with others, introducing a series of essential life skills designed to help readers assert themselves without destructive repercussions. 170,000 first printing.

Getting to Yes with Yourself

(and Other Worthy Opponents)

HarperCollins William Ury, coauthor of the international bestseller Getting to Yes, returns with another groundbreaking book, this time asking: how can we expect to get to yes with others if we haven't first gotten to yes with ourselves? Renowned negotiation expert William Ury has taught tens of thousands of people from all walks of life—managers, lawyers, factory workers, coal miners, schoolteachers, diplomats, and government officials—how to become better negotiators. Over the years, Ury has discovered that the greatest obstacle to successful agreements and satisfying relationships is not the other side, as difficult as they can be. The biggest obstacle is actually our own selves—our natural tendency to react in ways that do not serve our true interests. But this obstacle can also become our biggest opportunity, Ury argues. If we learn to understand and influence ourselves first, we lay the groundwork for understanding and influencing others. In this prequel to Getting to Yes, Ury offers a seven-step method to help you reach agreement with yourself first, dramatically improving your ability to negotiate with others. Practical and effective, Getting to Yes with Yourself helps readers reach good agreements with others, develop healthy relationships, make their businesses more productive, and live far more satisfying lives.

Summary of "Never Split the Difference" By Chris Voss - Free book by QuickRead.com

QuickRead.com Want more free books like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. The how-to guide for learning the secrets of negotiation from the FBI's lead negotiator, implement the techniques and learn how to always get what you want. After joining the FBI, Chris Voss suddenly found himself face-to-face with a variety of criminals, from bank robbers to terrorists, all making demands and threatening to take lives along the way. Reaching the peak of his profession, Chris became the FBI's lead international kidnapping negotiator. Through *Never Split the Difference*, Chris takes you inside the world of high-stakes negotiations and lays out the techniques he and his colleagues used to get what they wanted and save the lives of hostages. Now, you can use Chris's book as a guide to learn how to implement the key elements of negotiation and become more persuasive in your professional and personal life.

The Brain-Friendly Workplace

Why Talented People Quit and How to Get Them to Stay

Rowman & Littlefield A smart, science-based approach to retaining your talent and making the world of work a better place. Today's work isn't working. Stress and burnout are driving talented professionals out of the workforce while the corporate standard of extreme hours, sleep deprivation, and nonstop travel proves unsustainable. But innovative leaders are using this once-in-a-century opportunity to create a future of work that's better for everyone. The workplace of tomorrow is a hybrid ecosystem that thrives on flexibility and diversity of thought, enabling all employees to reach peak performance. Every person's brain is different and by taking an inclusive view towards neurosignature diversity, organizations can get a competitive advantage. In *The Brain-Friendly Workplace*, Friederike Fabritius offers a science-based and field-tested blueprint for tomorrow's workplace. Leaders capable of enacting change or individuals searching for ways to work smarter will discover that even small and inexpensive changes can lead to advantages like better employee performance, higher job satisfaction, and stronger talent retention. If you have been longing for a better way of working where you and your people are both happy and productive, *The Brain-Friendly Workplace* can make that vision a reality.

Practicing Archaeology

A Manual For Cultural Resources Archaeology

Rowman & Littlefield Here's the perfect one-stop for courses in field archaeology and archaeologists just beginning their initial field work. Current, up-to-date and comprehensive, this is how "it's really done" in the field.

Negotiation

Academica

Power Balance

Increasing Leverage in Negotiations with Federal and State Governments—Lessons Learned from the Native American Experience

University of Oklahoma Press **Negotiation**, understood simply as “working things out by talking things through,” is often anything but simple for Native nations engaged with federal, state, and local governments to solve complex issues, promote economic and community development, and protect and advance their legal and historical rights. **Power Balance** builds on traditional Native values and peacemaking practices to equip tribes today with additional tools for increasing their negotiating leverage. As cofounder and executive director of the Indian Dispute Resolution Service, author Steven J. Haberfeld has worked with Native tribes for more than forty years to help resolve internal differences and negotiate complex transactions with governmental, political, and private-sector interests. Drawing on that experience, he combines Native ideas and principles with the strategies of “interest-based negotiation” to develop a framework for overcoming the unique structural challenges of dealing with multilevel government agencies. His book offers detailed instructions for mastering six fundamental steps in the negotiating process, ranging from initial planning and preparation to hammering out a comprehensive, written win-win agreement. With real-life examples throughout, **Power Balance** outlines measures tribes can take to maximize their negotiating power—by leveraging their special legal rights and historical status and by employing political organizing strategies to level the playing field in obtaining their rightful benefits. Haberfeld includes a case study of the precedent-setting negotiation between the Timbisha Shoshone Tribe and four federal agencies that resolved disputes over land, water, and other natural resource in Death Valley National Park in California. Bringing together firsthand experience, traditional Native values, and the most up-to-date legal principles and practices, this how-to book will be an invaluable resource for tribal leaders and lawyers seeking to develop and refine their negotiating skills and strategies.

Executive Diplomacy and the Art of Strategic Negotiations

Dorrance Publishing **Executive Diplomacy and the Art of Strategic Negotiations** By: Marc Burbridge What does it take for a manager or executive to be something more than just another in the myriad of those who make up corporate leadership, or for a corporate culture to be more than just one more “follow-me”? This book provides a new, fresh look at how things can be, and it does so by simple taking a few lessons from the ancient art of diplomacy and applying them to the Executive Diplomat and a corporate culture described as Executive Diplomacy. Typically, corporate executives are taught and encouraged to be assertive, bordering on aggressive, and so they often are. They do so without realizing that one can easily be assertive while failing to be effective. In the same manner, they celebrate the signing of a contract while ignoring that the objective is not the signing of the contract, but rather its effective implementation. Often their bonus blinds them from the value of a more diplomatic approach, a more lucrative one. We invite the reader to step beyond yesterday and explore something new and innovative where empowered executive alignment opens the pathway to a more meaningful corporate culture and better results in high-value, strategic negotiations in the new reality. We suggest you start with the Preface of this book, or by visiting www.executivediplomacy.org.

Negotiating at Work

Turn Small Wins into Big Gains

John Wiley & Sons **Understand the context of negotiations to achieve better results** Negotiation has always been at the heart of solving problems at work. Yet today, when people in organizations are asked to do more with less, be responsive 24/7, and manage in rapidly changing environments, negotiation is more essential than ever. What has been missed in much of the literature of the past 30 years is that negotiations in organizations always take place within a context—of organizational culture, of prior negotiations, of power relationships—that dictates which issues are negotiable and by whom. When we negotiate for new opportunities or increased flexibility, we never do it in a vacuum. We challenge the status quo and we build out the path for others to negotiate those issues after us. In this way, negotiating for ourselves at work can create small wins that can grow into something bigger, for ourselves and our organizations. Seen in this way, negotiation becomes a tool for addressing ineffective practices and outdated assumptions, and for creating change. **Negotiating at Work** offers practical advice for managing your own workplace negotiations: how to get opportunities, promotions, flexibility, buy-in, support, and credit for

your work. It does so within the context of organizational dynamics, recognizing that to negotiate with someone who has more power adds a level of complexity. This is true when we negotiate with our superiors, and also true for individuals currently underrepresented in senior leadership roles, whose managers may not recognize certain issues as barriers or obstacles. *Negotiating at Work* is rooted in real-life cases of professionals from a wide range of industries and organizations, both national and international. Strategies to get the other person to the table and engage in creative problem solving, even when they are reluctant to do so. Tips on how to recognize opportunities to negotiate, bolster your confidence prior to the negotiation, turn 'asks' into a negotiation, and advance negotiations that get "stuck". A rich examination of research on negotiation, conflict management, and gender. By using these strategies, you can negotiate successfully for your job and your career; in a larger field, you can also alter organizational practices and policies that impact others.

The Yes/No Book

How to Do Less_ and Achieve More!

Pearson UK How often do you say 'YES' to something, when you know you really wanted to say 'NO'? You have the right and the power to choose. This book will show you how. *The Yes/No Book* is about choice. It empowers you with the ability to know exactly when to say 'YES' and when to say 'NO', showing you how to handle both with no fear, no guilt and with confidence and self-assurance. Empowered with the decision-making skills to know how and when to say 'YES' and 'NO' you will develop increasing control over your life. You will become more focussed, more productive, less stressed, more involved in doing the things you want to do and less in doing time-sapping chores that offer no benefit or joy. The book is structured into two parts. The first examines our addiction to 'YES', the second tells us how to embrace and start using 'NO' and how to choose when each is best for us.

Negotiation: Science and Practice

Quintin Rares "Negotiation: Science and Practice" is a university-level textbook and lecture series designed to teach effective skills and techniques in negotiation. It provides scientifically tested tools that allow anyone to construct and implement the best possible negotiation strategies, in any negotiation scenario. From this pack, students, like yourself, learn the art, science and practice of influence, as well as how to construct optimal agreements, whether you are negotiating a settlement in a legal dispute, a contract to sell a business, a ceasefire in a conflict zone, the sale of your own home, a price rise of the goods or services your company provides, a wage dispute with a powerful union or even an amendment to legislation. The lectures in this textbook are as follows: Lecture 1: Negotiation dynamics (available in full, for free, in the "sample") Lecture 2: Preparation for negotiation Lecture 3: Evaluation techniques Lecture 4: Influence Lecture 5: Cognitive biases, heuristics, errors and effects Lecture 6: Group dynamics Lecture 7: Logic and creativity Lecture 8: Parachutes, problems and tricks Lecture 9: Culture, human nature and individual difference Lecture 10: Enforcement mechanisms Lecture 11: Ethics, lying, the law and why good people do bad things Lecture 12: Alternative dispute resolution Lecture 13: Conflict This book contains: - A comprehensive lecture series (outlined above) - Week-by-week multiple choice questions (100+ pages) - Detailed answers and explanations to all week-by-week questions (50+ pages) - A mid-semester exam - A comprehensive reference glossary (200 pages) - Full academic abstracts to complement critical references (aiding a more detailed understanding and facilitating further exploration of the science behind each technique) - The most comprehensive examination of the psychology of negotiation available, with clear examples of how it can be used to achieve desired outcomes - The most comprehensive description of common "dirty tricks" in negotiation and how to respond to them - Detailed explanations of the law and how it affects you as a negotiator; including important case summaries - Step-by-step explanations of how to calculate the 'need-to-know' numbers in all negotiations

Hypnofacts 2

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How to Persuade and Influence People

Powerful Techniques to Get Your Own Way More Often

John Wiley & Sons Wouldn't it be great if you could always get people to see things your way? Now you can. You won't go far in business if you can't bring people round to your way of thinking. Some people find it easy; the rest of us just need a little help. *How to Persuade and Influence People* reveals some of the most powerful influencing and persuasion techniques known to man. This enhanced second edition contains new tools, new research, new case studies and plenty of practical exercises to help you: Find the perfect way to win people over Become an amazing negotiator Overcome objections Appreciate and understand the other person's standpoint Understand why people buy what they buy Ensure people remember you and what you want Build long-term trust and credibility Philip Hesketh is a full-time international business speaker on the psychology of persuasion. Thousands of people have benefited from his advice. In this book, he maps out countless simple and memorable persuasion techniques that can be applied to a whole range of life's challenges. It's up to you to use them. *How to Persuade and Influence People* is a completely revised and updated edition of *Life's a Game So Fix The Odds*.

Every Landlord's Legal Guide

Nolo Every Landlord's Legal Guide makes landlords' jobs easier by putting everything they need to legally and successfully run their business in one package. Every Landlord's Legal Guide details all the steps, procedures, laws, and tips landlords should consider from the time they start looking for tenants to the time the tenants move out. There's no need to reinvent the wheel or take a chance with iffy stationery store forms: this book includes updated, downloadable, and customizable versions of all the forms landlords need, along with directions on how to customize and use them. It's the complete how-to guide for landlords, all for the price of less than 30 minutes of a typical lawyer's time.

Quantum Negotiation

The Art of Getting What You Need

John Wiley & Sons "The Quantum Negotiation preparation model explores who we are as negotiators in the context of our social conditioning. Our model explores all of our human dimensions in the cognitive, psychological, social, physical and spiritual fields. Quantum Negotiators have a strong sense of self, identity, and are anchored to their own values. However, Quantum Negotiators also have the curiosity, the resilience and the intelligence to understand another's point of view and interests"--

Managing in the Middle

The Librarian's Handbook

American Library Association "Fully a third of all library supervisors are "managing in the middle: " reporting to top-level managers while managing teams of peers or paraprofessional staff in some capacity. This practical handbook is here to assist middle managers navigate their way through the challenges of multitasking and continual gear-shifting. The broad range of contributors from academic and public libraries in this volume help librarians face personal and professional challenges by Linking theoretical ideas about mid-level management to real-world situations Presenting ways to sharpen crucial skills such as communication, productivity, delegation, and performance management Offering specific advice on everything from supervision to surviving layoffs Being a middle manager can be a difficult job, but the range of perspectives in this book offer strategies and tips to make it easier."

The Art of Connection

7 Relationship-Building Skills Every Leader Needs Now

New World Library These days, it's often easier to avoid face-to-face contact in favor of technological shortcuts. But as Michael Gelb argues in this compelling, entertaining book, the meaningful relationships that come from real interaction are the key to creating innovative ideas and solving our most intractable problems. In *The Art of Connection*, Gelb offers readers seven methods of developing this essential rapport in their professional and personal lives. Each chapter covers specific techniques and illustrates them with memorable stories, relevant scientific research, and hands-on exercises that allow readers to apply their new skills. Most important, Gelb reminds us that developing rapport with others is not just a business tool to enhance productivity but a valuable end in itself. He guides us to cultivate the skills we all need to deepen our relationships, broaden our humanity, and transform our lives.

112 Ways to Succeed in Any Negotiation or Mediation

Secrets from a Professional Mediator

Author House Everybody negotiates, even if they don't realize it. The problem is that most people don't know how to negotiate effectively. In this book, you will learn powerful techniques that have been successfully used in real-world negotiations to get the maximum results in any negotiation. *112 Ways to Succeed in Any Negotiation or Mediation* will turbo-charge your negotiating skills regardless of your experience and will help to put more dollars in your pockets because you will make better deals. *112 Ways to Succeed in Any Negotiation or Mediation* takes you through all aspects of negotiating from the before the negotiation to closing the deal. You will learn many proven and little known secrets in social science that can make the difference between a good deal and a great deal! You will discover: How to make an opening offer When to negotiate What to do during negotiations What barriers exist to successful negotiations Why the location of negotiations matters Ten most common mistakes made in negotiations. And *112 Ways* applies to every negotiation regardless of size or environment: Businesspeople can use it to increase their bottom line Lawyers can negotiate better terms for their clients Salespeople can strike better deals Any person can learn to communicate and negotiate every aspect of life better

The Workforce Engagement Equation

A Practitioner's Guide to Creating and Sustaining High Performance

CRC Press *The Workforce Engagement Equation* is for the hands-on leaders engaged in the frontline of affecting change those who bear the scars of past failed initiatives yet continue to persevere. Describing the science behind the "Art of Managing" process improvement, it will help you bridge the gap between strategy and tactics and allow you to take concrete

Getting Disputes Resolved

Designing Systems to Cut the Costs of Conflict

Jossey-Bass This book offers tested guidelines for designing a dispute resolution system that will help handle conflicts effectively on an ongoing basis - and avoid the damaging costs of attorneys fees, lost production, and emotional injury.

Overworked, Overwhelmed, and Underpaid

Simple Steps to Go From Stress to Success

Thomas Nelson Working people of every conceivable age, sex, marital status, career path, tax bracket, and length of employment have at least one thing in common—they all feel **OVERWORKED, OVERWHELMED & UNDERPAID**. But they can fix it. **AND YOU CAN FIX IT TOO**. Every day financial planning expert Louis Barajas teaches CEOs and blue-collar workers alike how to make the most of their lives. Now he introduces you to his straightforward and proven plan, complete with simple and creative exercises, to help you go from: **OVERWORKED**. . .to living a balanced life **OVERWHELMED**. . .to being relaxed and in control **UNDERPAID**. . .to doing well through meaningful work In other words, he shows you how to go from **STRESS** to **SUCCESS**. Louis' goal is to create an economic revolution for the working class, enabling you to attain greater abundance through more thoughtful, purposeful, and rewarding financial choices.

The Art of Agile Development

"O'Reilly Media, Inc." Most companies developing software employ something they call "Agile." But there's widespread misunderstanding of what Agile is and how to use it. If you want to improve your software development team's agility, this comprehensive guidebook's clear, concrete, and detailed guidance explains what to do and why, and when to make trade-offs. In this thorough update of the classic Agile how-to guide, James Shore provides no-nonsense advice on Agile adoption, planning, development, delivery, and management taken from over two decades of Agile experience. He brings the latest ideas from Extreme Programming, Scrum, Lean, DevOps, and more into a cohesive whole. Learn how to successfully bring Agile development to your team and organization--or discover why Agile might not be for you. This book explains how to: Improve agility: create the conditions necessary for Agile to succeed and scale in your organization Focus on value: work as a team, understand priorities, provide visibility, and improve continuously Deliver software reliably: share ownership, decrease development costs, evolve designs, and deploy continuously Optimize value: take ownership of product plans, budgets, and experiments--and produce market-leading software

Summary of Getting to Yes with Yourself by William Ury

QuickRead.com Conflict resolution tips from a professional negotiator. Have you ever had to navigate a tricky situation? What about negotiating a peace treaty with the Middle East? Most people probably haven't had that experience, but William Ury has! As a professional mediator, Ury specializes in successful conflict resolution. *Getting to Yes With Yourself (2015)* is his collection of top tips for resolving any personal-- or interpersonal!-- conflict you might ever face. Do you want more free book summaries like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. **DISCLAIMER:** This book summary is meant as a preview and not a replacement for the original work. If you like this summary please consider purchasing the original book to get the full experience as the original author intended it to be. If you are the original author of any book on QuickRead and want us to remove it, please contact us at hello@quickread.com

The Long Peace of East Asia

Routledge The annual number of battle deaths from interstate and intra-state conflicts in East Asia has declined by 95% since 1979. During the past three decades, East Asia has been more peaceful than Europe, the Americas or any continent, in terms of battle deaths per capita. When generating theories on peace and war, studies almost never look at the

experiences of East Asia. Yet the region by focusing on a commitment to development, is a social reality that is less paranoid, less militaristic and more cooperative. Since 1979 there has been a commonly accepted rule to keep domestic issues domestic so that external military interference, that often caused the majority of battle deaths, was not needed. Thus the emergence of the long peace of East Asia is historically specific, and cannot be generalized by studying objective, material conditions independent of common perceptions and common interpretations. This does not mean that the East Asian experience is not relevant for other regions in the world, but that generalizations should not be attempted to be drawn from the material conditions, but rather from the lived experience and socially constructed realities of East Asia. Since East Asia is a spectacular case of pacification, and since it has not contributed much to our theories of peace and conflict, *The Long Peace of East Asia* is an important book for studies on peace and war.

Selling Your Expertise

The Mindset, Strategies, and Tactics of Successful Rainmakers

John Wiley & Sons Wall Street Journal bestseller **Build your book of business and sell more services with this expert guide for knowledge professionals** How do rainmakers consistently and continuously sell their ideas and grow their client base? What is the secret to their ongoing success? Whether they are in accounting, consulting, investment banking, law, or any other type of professional service, it's not just their knowledge, experience, and unique services that set them apart. They succeed by adopting the mindset, mastering the strategies, and employing the tactics at the heart of rainmaking. In *Selling Your Expertise: The Mindset, Strategies, and Tactics of Successful Rainmakers*, veteran communications, sales, and leadership consultant Robert Chen provides a practical guide to selling knowledge-based services in a market that demands credibility and subject-matter authority. Chen and his colleagues at Exec|Comm have helped hundreds of thousands of professionals learn to sell, influence, and negotiate more effectively. This book condenses Chen's first-hand experience and over 40 years of Exec|Comm's best sales advice, along with interviews featuring other successful rainmakers from a variety of professions and industries. Whether you're a national practice partner at a Big Four consulting firm or an independent attorney just starting out, this book equips you with the real-life knowledge you need to: Develop a client-focused mindset to help build a thriving book of business Use effective strategies to find your ideal prospects and turn them into long-term clients, using concrete metrics to assess whether you're on the right track Apply practical tactics to build a trusted reputation, sharpen communication skills, manage the challenges of not having enough time to sell, and push beyond obstacles The perfect book for consultants, investment bankers, lawyers, research analysts, and accountants, *Selling Your Expertise* is an invaluable resource for any professional who makes a living by selling solutions to their clients' most pressing needs.

Church Unique

How Missional Leaders Cast Vision, Capture Culture, and Create Movement

John Wiley & Sons Written by church consultant Will Mancini expert on a new kind of visioning process to help churches develop a stunningly unique model of ministry that leads to redemptive movement. He guides churches away from an internal focus to emphasize participation in their community and surrounding culture. In this important book, Mancini offers an approach for rethinking what it means to lead with clarity as a visionary. Mancini explains that each church has a culture that reflects its particular values, thoughts, attitudes, and actions and shows how church leaders can unlock their church's individual DNA and unleash their congregation's one-of-a-kind potential.

The Million Dollar Parrot

25 Brief Stories for Big Breakthroughs

eBookIt.com With 25 memorable stories that spark insight, fuel innovation, and inspire important new conversations, *The Million Dollar Parrot* has established itself as an essential element of every leader's toolkit. "Jerry de Jaager and Jim Ericson have produced one of the most engaging business books I've read in a long while. Each of their stories will fire your

neurons--and keep them firing as you ponder their wise and insightful lessons. This little book packs a big--no, huge--wallop." --Daniel H. Pink, New York Times bestselling author of *A Whole New Mind* and *Drive* "This small book will expand your thinking and equip you to thrive in an unpredictable future as much as any other book you might read. Its elements--images, stories, ideas, and cool related stuff--are masterfully woven together for maximum impact in minimum time." --Ben Sherwood, New York Times bestselling author of *The Survivors Club*

Negotiation Skills Training

American Society for Training and Development Quickly create half-day, full-day, and multi-day workshops on improving negotiation skills - a five-step process: analysis, preparation, communication, proposal, and commitment. Each step requires employing specific skills and some people may move through the process more quickly than others. The book will help facilitator's help learners recognize strengths and weaknesses as well. This title also includes downloadable companion materials of ready to use presentations, tools, and assessments.

Lawyering from the Inside Out

Learning Professional Development Through Mindfulness and Emotional Intelligence

Through mindfulness and emotional intelligence, lawyers can improve focus, productivity, interpersonal skills, and find greater meaning in life.

People Skills for Public Managers

M.E. Sharpe **People Skills for Public Managers** fills the need for a communication-focused book set in the public and nonprofit context. The authors combine just enough basic theory about communication with specific skill development in areas of immediate interest to those who work in the public sector. It also features a strong "practice" orientation, with plentiful boxed applications (Insights from the Field, Skill Development boxes, Case Studies). It concludes with an especially useful summary chapter that describes the ten essential skills for successful communication.

Training to Imagine

Practical Improvisational Theatre Techniques for Trainers and Managers to Enhance Creativity, Teamwork, Leadership, and Learning

Stylus Publishing, LLC Creating innovative products and game-changing processes, and adapting to new cultures and communication styles, have all become imperative for business survival. Today's business leaders, from Fortune 500 companies on down, have discovered the value of improvisational theatre techniques to develop creativity and collaboration skills they need. Since publication of its seminal first edition, the principles and techniques pioneered in *Training to Imagine* have been widely adopted by organizations around the world, and have given rise to the field of Applied Improvisation. This new edition builds on the characteristics that made it the most comprehensive and most easy-to-apply resource for using improv in organizations. As before, this book translates the theories and exercises of improv into language that is familiar to business culture, and provides guidelines, case studies and exercises intended for use by individuals for self-development, for small groups, and for facilitation by corporate trainers. This revised edition places more emphasis on the development of leadership, in particular adding activities designed for individuals to develop skills on their own, or outside formal training environments. It builds upon what has been learned since 2001, presenting examples of practice, and research on the methods, that have proven to be most effective in the workplace. Kat Koppett has added a whole new section on instructional design to help users make informed choices in selecting activities to best support their objectives and corporate context, as well as

numerous new exercises. This is a vital resource for trainers, executives, and leaders at all levels who want to increase their personal communication and creativity skills, and in inspire and motivate their teams. The enhanced e-book edition will incorporate video of sample activities and exercises, as well as interviews with leading Applied Improv practitioners. This material will also be available free on the Stylus Web site.