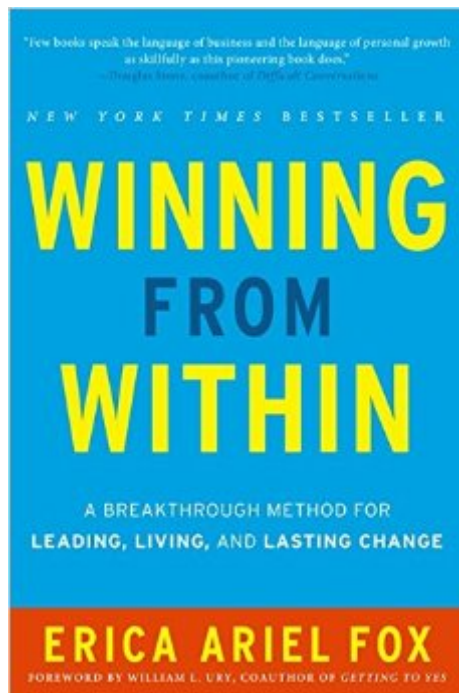


The book was found

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 inner negotiators, 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

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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 foreword for this book): *Getting to Yes: Negotiating Agreement Without Giving In*, *Getting Past No: Negotiating with Difficult People*, *The Power of a Positive No: Save The Deal Save The Relationship and Still Say No*, *Difficult Conversations: How to Discuss What Matters Most*. All 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.

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