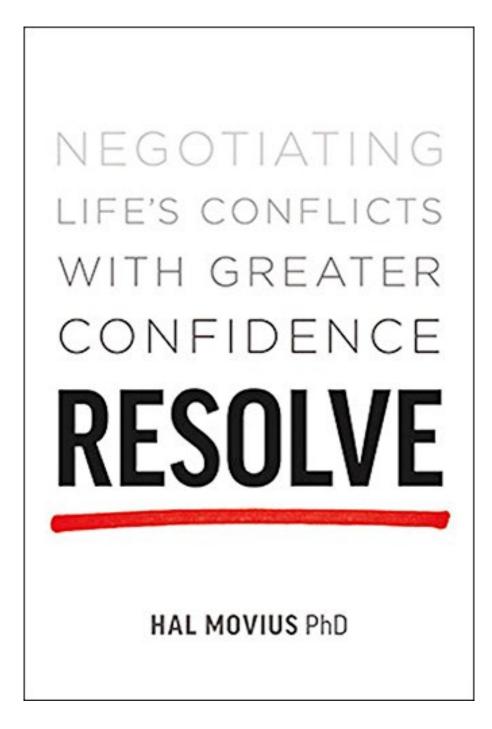


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If you dread conflict, you're not alone. Research suggests that interpersonal conflict is the biggest daily stressor we face, and most us go through life avoiding potential conflicts at work and at home, or giving when we feel pressured.

In Resolve,psychologist and negotiation expert Hal Movius shows you how you can handle life's negotiations more effectively and with less stress by developing three distinct types of confidence:

• Mastery: Confidence in your negotiation skills

• Awareness: Confidence in your reasoning

• Poise: Emotional confidence

Drawing on decades of research in negotiation and psychology along with more recent advances in social neuroscience, this book delivers science-backed insight and effective tools to boost your confidence in all three critical areas, so you can be more effective in resolving conflicts, from spontaneous flare-ups at home to planned business negotiations.

You'll learn:

- That genuine confidence can be acquired, regardless of personality traits
- How to transform different types of conflicts into negotiations
- How to master the skills and tactics that great negotiators use
- How to cope if you feel yourself becoming flustered in a dispute
- How to recognize and avoid common errors in judgment that we make before, during and after negotiations
- How to deal effectively with aggressive opponents
- How to develop a negotiation practice that works with your particular temperament and personal tendencies

Whether you negotiate for a living or only in your personal life, Resolve is the only guide you need to get safely and comfortably to the other side of almost any dispute.

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Features

• Lifetree Media

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As a pretty apprehensive and therefore largely ineffective negotiator I thoroughly appreciated ...

By James Houghton

As a pretty apprehensive and therefore largely ineffective negotiator I thoroughly appreciated this book for three reasons. The first is the comforting realization that if you don't like negotiating it turns out you are not alone. Most people are anxious about conflict and negotiating (in all walks of life) and Movius does a good job humanizing and normalizing this shared condition and offers practical and empowering advice about how to reduce stress and gain more confidence. Secondly, Movius makes it clear that we can all get better at negotiations...especially if we practice. He provides a number of very useful strategies and tactics to help approach different negotiation situations and gently reminds us that they will be especially useful and helpful if we take the time to practice with teammates or friends in advance. Finally, Movius shares valuable insights about resolving conflict in personal relationships in his chapter on Friends and Family. All the situations he describes are remarkably familiar and his recommended antidotes, as is true of much of the book, are a calming combination of Movius' deep knowledge of social science, vast personal experience and good common sense.

0 of 0 people found the following review helpful.

Clarity, at last.

By wood

With patience, wisdom, and self-deprecating humor, Dr. Hal Movius has written a book that clearly illuminates a path into and through conflict. As Winston Churchill once said, "If you're going through hell, keep going." Dr. Movius has given me the tools to keep going instead of my usual pattern of getting stuck, or simply cowering in the face of conflict and dispute. Now I have useable tools, and a guidebook should I forget my way. Thank you for leading the way, Hal Movius, flashlight in hand, through the murky waters of conflict and negotiations.

0 of 0 people found the following review helpful.

Must read for anyone wanting to resolve conflicts effectively!

By Peter Spence

Another great book by Hal Movius following on from the hugely successful 'Built to Win: Creating a World Class Negotiating Organization'. I highly recommend the book as a must read for anyone wanting to build their competence and confidence in dealing with conflict and negotiating better outcomes. It provides cutting edge insight, guidance and strategies, backed by decades of research, to provide an evidence based approach to dealing with conflicts with more confidence. I thoroughly enjoyed the book, adding considerably to my knowledge in the field of ADR and Negotiation.

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