



Beyond Machiavelli: Tools for Coping with Conflict (Paperback)

By Roger Fisher

Penguin Putnam Inc, United States, 1996. Paperback. Book Condition: New. Reissue. 196 x 127 mm. Language: English . Brand New Book. Conflict is a growth industry, as a glance at the daily paper or the nightly news tells us. Trade wars, global warming, ethnic strife, refugee crises - as the world draws closer together on a thousand fronts, trouble erupts, clashes occur, and new problems arise. What's wrong, and what can be done about it? This cogent book offers a clear approach for dealing with conflicting interests of any kind. Roger Fisher, the world-renowned master of negotiation, with two of his leading colleagues - Elizabeth Kopelman and Andrea Kupfer Schneider - provides a step-by-step process for dealing with the persistent and complex disputes that mark our changing, often dangerous world. Instead of simply asking why things work - or don't - the authors ask: how can we affect the way things work? They break conflicts into manageable components and advance a process for problem-solving. Arguing that we need to move beyond one-shot solutions toward a constructive way of dealing with differences, they lay out tools for conflict analysis and practical applications for those tools in the international arena....



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