

Beyond Machiavelli

TOOLS FOR COPING WITH CONFLICT

BY THE COAUTHOR OF THE INTERNATIONAL BESTSELLER

Getting to Yes

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Beyond Machiavelli Roger Fisher, Elizabeth Kopelman, Andrea Kupfer Schneider, 1994-07-01 This manual for international negotiations is an essential tool for successfully resolving conflict While this book is mostly about international conflict these ideas are relevant to other kinds of disputes even in individual daily lives The book lays out some tools for conflict analysis and some practical applications of these tools that can help refine problem solving skills Instead of just asking why things work or don't the authors ask how individuals can affect the way things work They consider ways that people both inside and outside of government CEOs scientists lobbyists academics journalists diplomats university students might themselves influence international events

Machiavelliana Michael Jackson, Damian Grace, 2018-06-05 In *Machiavelliana* Michael Jackson and Damian Grace offer a comprehensive study of the uses and abuses of Niccol Machiavelli's name in society generally and in academic fields distant from his intellectual origins It assesses the appropriation of Machiavelli in didactic works in management social psychology and primatology scholarly texts in leaderships studies as well as novels plays commercial enterprises television dramas operas rap music Machiavelli scales children's books and more The book audits surveys examines and evaluates this Machiavelliana against wider claims about Machiavelli It explains the origins of Machiavelli's reputation and the spread of his fame as the foundation for the many uses and misuses of his name They conclude by redressing the most persistent distortions of Machiavelli

Military Review, 2012

Professional Journal of the United States Army, 2012

Breakthrough Business Negotiation Michael Watkins, 2002-05-06 *Breakthrough Business Negotiation* is a definitive guide to negotiating in any business situation This smart and practical book by Michael Watkins a leading expert in negotiation at Harvard Business School presents principles that apply to any negotiation situation and tools to achieve breakthrough results Step by step *Breakthrough Business Negotiation* demonstrates how to diagnose a situation build coalitions manage internal decision making persuade others organize a deal cycle and create strategic alliances Watkins also explains how to prevent disputes from poisoning deals

Safe Passage Institute of Medicine, Board on Health Sciences Policy, Committee on Creating a Vision for Space Medicine During Travel Beyond Earth Orbit, 2001-11-20 *Safe Passage Astronaut Care for Exploration Missions* sets forth a vision for space medicine as it applies to deep space voyage As space missions increase in duration from months to years and extend well beyond Earth's orbit so will the attendant risks of working in these extreme and isolated environmental conditions Hazards to astronaut health range from greater radiation exposure and loss of bone and muscle density to intensified psychological stress from living with others in a confined space Going beyond the body of biomedical research the report examines existing space medicine clinical and behavioral research and health care data and the policies

attendant to them It describes why not enough is known today about the dangers of prolonged travel to enable humans to venture into deep space in a safe and sane manner The report makes a number of recommendations concerning NASA's structure for clinical and behavioral research on the need for a comprehensive astronaut health care system and on an approach to communicating health and safety risks to astronauts their families and the public

The Handbook of Dispute Resolution Michael L. Moffitt, Robert C. Bordone, 2012-06-28 This volume is an essential cutting edge reference for all practitioners students and teachers in the field of dispute resolution Each chapter was written specifically for this collection and has never before been published The contributors drawn from a wide range of academic disciplines contains many of the most prominent names in dispute resolution today including Frank E A Sander Carrie Menkel Meadow Bruce Patton Lawrence Susskind Ethan Katsh Deborah Kolb and Max Bazerman The Handbook of Dispute Resolution contains the most current thinking about dispute resolution It synthesizes more than thirty years of research into cogent practitioner focused chapters that assume no previous background in the field At the same time the book offers path breaking research and theory that will interest those who have been immersed in the study or practice of dispute resolution for years The Handbook also offers insights on how to understand disputants It explores how personality factors emotions concerns about identity relationship dynamics and perceptions contribute to the escalation of disputes The volume also explains some of the lessons available from viewing disputes through the lens of gender and cultural differences

When Things Happen at Work (Revised) Hugh J. Finlayson, 2022-08-19 THINGS HAPPEN AND THINGS HAPPEN AT WORK SOME GOOD SOME NOT SO More often than not a situation at work emerges as a tangle of what people think and believe to be so animated by differing perspectives on what happened who or what caused it and what to do next A puzzle of sorts and like all puzzles tests your ingenuity and knowledge This tangle of circumstance is set against a familiar backdrop the real organization a web of employment rules a need for information can be characterized as a conflict of sorts necessitating a measure of negotiation and of course requiring a series of informed decisions SO LET'S FIGURE OUT HOW TO MAKE WISE CHOICES When Things Happen at Work People Circumstances and What to Do Now is a compendium a collection of concise but detailed information about the interrelated conditions in which work and workplaces exist and events occur conflict the inevitable result of people associating with one another negotiation to reconcile that conflict our primary interpersonal decision making process and finally best practices to manage workplace incidents that invariably arise A practical balance between theory and practice When Things Happen at Work is a comprehensive guide on key employment matters A mix of personal experience pragmatism and theory makes When Things Happen at Work an essential resource for managers human resource practitioners and those responsible for inquiring into and or investigating matters at work

Renegotiating Health Care Leonard J. Marcus, Barry C. Dorn, Eric J. McNulty, 2011-06-15 Renegotiating Health Care Since the first edition of Renegotiating Health Care was published in 1995 new treatments technologies business models reimbursement methods and

regulations have tangibly transformed the substance of health care negotiation This thoroughly revised and updated edition of *Renegotiating Health Care* offers a practical guide to negotiation and conflict resolution in the health care field It explores why unresolved conflict can hamper any organization's ability to make timely cost effective decisions and implement new strategies The book focuses on the complex interactions between those who deliver receive administer and oversee health care It defines negotiation techniques and conflict resolution approaches that can improve efficiency quality of care and patient safety *Renegotiating Health Care* outlines strategies and methods to resolve the myriad thorny issues encompassing the health care enterprise It should be required reading for students and professionals in health services management clinicians leaders policy makers and conflict resolution experts working in the health care field Praise for *Renegotiating Health Care* An outstanding book I learned their principles of meta leadership while at the CDC and continue to use them at ABC News This book is a must for anyone in leadership practical intuitive and priceless Richard E Besser MD chief health and medical editor ABC News This book is a must read to assist today's health professional navigate the ever changing health care delivery system Leadership will be the key to success Pat Ford Roegner RN MSW FAAN senior health consultant and former CEO American Academy of Nursing

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