

S A N D Y J A P

# PARTNERING WITH THE FRENEMY

A FRAMEWORK FOR MANAGING BUSINESS  
RELATIONSHIPS, MINIMIZING CONFLICT, AND  
ACHIEVING PARTNERSHIP SUCCESS

# And Partnering Frenemy Relationships Minimizing Partnership

**Stephen Betchen**

## **And Partnering Frenemy Relationships Minimizing Partnership:**

Partnering with the Frenemy Sandy Jap,2015-11-28 Selected as a finalist for the 2018 Leonard L Berry Marketing Book Award Why do crucial business partnerships and alliances fail so often and how can you keep it from happening to you Partnering with the Frenemy answers these questions helping you anticipate prevent and solve the problems that lead close business relationships to implode Drawing on cutting edge research Sandy Jap illuminates the widespread frenemy phenomenon in organizational partnerships where partners who start as non competitive friends become enemies over time She identifies key economical and structural causes of frenemization in which success creates imbalances in power dynamics leading partners to generate resentment contempt and often direct competition She also illuminates crucial social causes for partnership failure where seemingly innocuous acts of interpersonal opportunism and sins of omission gradually poison collaboration To support her insights she offers numerous case studies both ongoing and historical including Samsung Google Martha Stewart Macy s Oracle Sun Microsystems Best Buy Apple Calvin Klein Warnaco and Nike Footlocker Most important she offers specific recommendations for avoiding problems revitalizing weakening partnerships and recognizing when a partnership can t be saved IT S NOT JUST ABOUT CONTRACTS AND MONEY Understand how to better manage emotions suspicions and expectations from Day 1 WHAT YOU CAN LEARN FROM OTHERS FAILING PARTNERSHIPS Anticipate prevent and mitigate the core causes of business relationship failure RECOGNIZE PARTNERING OPPORTUNISM BEFORE IT DESTROYS COLLABORATION Fix partnering problems while you still can IT S NOT A MARRIAGE HOW TO BECOME COMFORTABLE SAYING GOODBYE Know when to end a partnership and how to part as friends

### **Partnering**

**with the Frenemy** Sandy D. Jap,2016 **Partnering with the Frenemy** Sandy D. Jap,2016 Why do crucial business partnerships and alliances fail so often and how can you keep it from happening to you Partnering with the Frenemy answers these questions helping you anticipate prevent and solve the problems that lead close business relationships to implode

**Close Encounters** Laura K. Guerrero,Peter A. Andersen,Walid A. Afifi,2020-01-08 Close Encounters Communication in Relationships helps students learn about their own relationships with romantic partners friends and family members by focusing on issues that are central to describing and understanding close relationships Best selling authors Laura K Guerrero Peter A Andersen and Walid A Afifi present research based insights and content illustrated with engaging scenarios to show how state of the art research and theory can be applied to specific issues within relationships The updated Sixth Edition includes fresh content reflecting current research and trends in relationships balanced with coverage of classic research and continues to empower readers to be more critical consumers of information about relationships

### **Partnering**

Hal Stone,Sidra Stone,2000 Famed therapists Hal and Sidra Stone show readers how to turn their relationships into true joint ventures ones in which partners balance their need for relationship with their need for individuality relinquish judgment and criticism improve their decision making and communication abilities celebrate their sensuality and sexuality and include

children in their lives without sacrificing their own relationship The Stones greatest contribution has been revealing the many selves that make up our personalities In this book they show how those selves impact our relationships and they offer both general concepts and specific tips that will help couples of all kinds succeed **The Birds and Bees of Joyful**

**Monogamy** Lynne E Sheridan, 2020-02-09 Do you want a marriage or partnership that sizzles and inspires others Do you want to dive into an entirely new level of intimacy Are you ready to do the work Like for real The The Birds and Bees of Joyful Monogamy has arrived in your lap at the perfect time Sometimes Couples authors get dedicated to one point of view or perspective and you end up needing to read five to ten books to gather the best material research and work that exists Look no further this book provides a wealth of the predominant research on happy marriages and couples and then puts muscle behind that information with risky sexy and in depth exercises designed to transform your relationship If you think your partner may not join you on the adventure of this hands on book no worries You will create value by doing the work yourself And if you have the delight of diving in with a partner who is ready for date nights that deepen your connection and set you up for a lifetime of a passionately alive partnership then ENJOY Lynne Sheridan has a unique perspective in that she has been an international transformational trainer for 27 years working with tens of thousands of people in creating what matters wealth success and yes happy relationships At the same time she is a licensed Marriage and Family Therapist working with clients who really want to do the work to have their partnership thrive And after conducting Couples Retreats for nearly fifteen years she has ample material and evidence to back her practices In the Prologue Lynne makes it clear that this isn't a self help book where the author peddles philosophy from a pedestal she's been in the muck with all of us In fact my third year of marriage was hell I imagined from the author of a book on relationship bliss but it's the truth And the truth sometimes is painful to acknowledge and even harder to admit But I have also learned that once you acknowledge a painful truth you can create something else That year of hell became the compost for the development of incredible growth over a decade of successful Couples Retreats and scores of couples knowing what's possible in their relationships It makes sense put any seed in total shit and something amazing will blossom out of the dung It isn't a pretty process but the yield is amazing There is no doubt about it that year of hell was the beginning of the turning point for my marriage and our relationship I didn't know it then but it would have made it easier to get through if I would have known that somehow gems would be mined from the minefield that became a lot of our conversations Dream University founder and best selling author Marcia Weider says Lynne has a way of making complicated material accessible and usable She also has the unique ability to take what appears to be conflicting or differing perspectives and weave them together showing patterns and similarities that allow for a deeper understanding of ourselves and significant others What that means is that not only will you glean fresh insights but also a real understanding of the inner workings of your relationships And through the powerful exercises in each chapter you will be able to immediately put in to use what you are learning With Lynne's guidance you will have more than a conceptual

awareness of the material but also simple practices to live and embody this wisdom Best selling author Raymond Aaron says Sometimes when it comes to relationship advice authors have a way of getting caught in one perspective Lynne has found a way to weave together cutting edge research on relationships and bring it to life with experiential processes for you to follow At the same time Lynne gives very real examples from others as well as from her own life with humbling vulnerability You can count on Lynne being candid clear and saying it like it is and giving you permission and ways to practice doing the same

**Toxic Relationship** Philip Relation,2021-02-17 55% OFF for Bookstores NOW at 15 29 instead of 33 97 LAST DAYS Do you want to remove relationship insecurity We ve all been insecure or jealous at some point in our relationships A fair amount of jealousy and insecurity is even considered healthy by relationship experts However when this insecurity or jealousy assumes unhealthy proportions is when it starts becoming an issue Few other things are as damaging to a relationship than insecurity It can lead to plenty of uncomfortable feelings hurt accusations misunderstandings and arguments In today s times of fragile relationships the last thing you want is to mar a beautiful association with unnecessary evils such as insecurity possessiveness and jealousy This book provides you with the insight you need into relationships and why we approach them as we do teaches you the skills to navigate healthy relationships and find the love and stability you want and deserve Each one of us is guilty of being a little insecure in relationships I mean tell me someone who isn t Even the most seemingly confident charismatic and attractive people suffer from pangs of insecurity every now and then However there is a major difference in feeling insecure or jealous every once in a while and allowing it to damage your relationship When insecurity takes on dangerous proportions and goes out of hand is when the problem begins And by the time the partners get around to working on it it is impossible to curb the overgrown monster Avoid feeding this relationship monster if you want to keep your relationship sane healthy and rewarding Severe insecurity steals your peace and prevents you from being able to engage with your partner in a relaxed and authentic way The resultant actions arising from insecurity may include jealousy false accusations snooping lack of trust and seeking reassurance and validation These attributes are not conducive to a healthy relationship and can push your partner away This book covers Insecurity Decoded Ways in Which Insecurity Can Mar Your Relationship Regulating Insecurity in Romantic Relationships Secret Strategies for Handling Insecure Partners How to Have Healthy Arguments and Disagreements Overcoming Trust Issues Seeking Forgiveness and Offering Apology Communication Strengthening Bond and Intimacy Building Loyalty Commitment and Trust And much more In order to conquer your insecurity take stock of the value you offer to your partner Personality and a great character are important qualities to the overall health of a relationship 55% OFF for Bookstores NOW at 15 29 instead of 33 97 LAST DAYS You will Never Stop Using this Awesome Cookbook Buy it NOW and get addicted to this amazing book **Unequal Partnership** Aisha-Sky Gates,2017-08 Love is not enough Alternative lifestyle choices can be a deliberate strategy for relationship sustainability and happiness Unequal Partnership is a model for creating a loving non egalitarian relationship

**Partners Not Projects** Franceska Sparkle,Lady Starr,2021-01-11 Dear Reader Partners not Projects is a self help book that details the pit falls of dating the wrong men and how doing so may negatively impact other aspects of your life It describes personal real life accounts of toxic encounters with men and teaches you how to avoid them Partners not Projects strives to arm women with tools to navigate through the chaotic world of dating and ultimately defines the key to happiness as revolving around choosing the right partner Commonalities of these men have been broken down and labeled for easy identification This guide include signs red flags as we call them in order to spot character flaws in men quickly and accurately No more dating blind this book will steer and assist you in determining which man is meant to be your Partner and helps to enrich your life and which one is a Project so you can throw him back out to sea This self help journal may make you laugh it may make you cry But it is intended to uplift our fellow sister Take solace in knowing that we have been at our lowest and still came out on top In reflection a kind stranger once reminded me to keep smiling even through the darkness After all pressure makes diamonds

**Toxic Relationships** Elliott J. Power,2021-02-05 55% OFF for Bookstores Do you live through relationships with a deep sense of unease Are you nervous and worried Can t you express yourself freely with your partner These are all common symptoms of someone trapped in a toxic relationship Love is the most addictive feeling of all Some more some less we are all dependent on the attention gestures and small things that the person we love gives us For this reason in every respectable relationship relying on the partner and sharing moments of joy and pain with him or her are the necessary conditions to build a solid relationship Yet it often happens that we have the perception that we always dedicate our time only to the partner At the unconscious level we are convinced that the love we feel for him her is directly proportional to how much time and space we dedicate to the partner while on the other hand we do not realize that day after day we lose the most important thing we have our freedom Here Is A Preview Of What You ll Learn Recognizing the Signs Different Kinds of Toxic Relationships The Process of Saving a Relationship Taking Time Apart Letting Go as a Last Resort Much much more In the first phase of falling in love it is a common attitude to immerse oneself 100% in the new relationship We are overwhelmed by a powerful hurricane of emotions and our only thought is to devote as much time as possible to the person we love But all this is not normal and can become very dangerous when this type of attitude continues even after the phase of falling in love Do you ever feel misunderstood or even diminished when you try to express your thoughts Have you ever wanted to have your own space outside the couple and had a frightened or angry reaction from your partner If you see yourself in just one of these examples you have finally found a book for you

**What about Me?** Jane Greer,2010 Selfishness and entitlement have never been more prevalent What About Me will help readers discover what role selfishness is playing in their relationship while helping them better understand what drives their partner to behave selfishly

**The Critical Partner** Michelle Skeen,2011-11-03 When you are in a relationship with a critical partner someone who constantly blames you and holds you to unrealistic standards you may feel picked apart unworthy and unhappy You may start to wonder if you ll ever be

good enough for your partner This guide can help you repair your relationship by getting to the root of why your partner criticizes you so that you both can build a more loving and supportive partnership Based in schema therapy The Critical Partner can help you gradually change unhealthy relationship patterns and help your partner move beyond the need to criticize Through a series of assessment quizzes and worksheets you ll learn what s driving your partner s behavior and what makes you vulnerable to critical attacks You ll also discover alternative coping strategies for deflecting criticism and break the long standing conflicts that keep you from moving forward as a couple This book will help you get to the root of the problem so that you can repair your relationship and get the love you want *How to Ruin a Perfectly Good Relationship*

Patricia Love,Sunny Shulkin,2003 **Powerful Mate Syndrome** Angela Wilder,2014-01-14 A frank practical and uplifting guide for anyone living in the shadow of a powerful mate Former NBA wife and marriage and family therapy intern Angela Wilder knows all about living with a powerful mate Through her own experiences and those of her many clients and even many friends she has come to recognize the signs of what she calls Powerful Mate Syndrome a belief that a partner s work interests and personality should come before one s own a lack of self worth identity and joyful self expression a loss of financial and decision making power a fear of questioning challenging or disagreeing with one s powerful mate for fear of losing what is good or even not so good about the relationship In this warm supportive and refreshingly tell it like it is book Angela Wilder helps readers understand how they got to this destructive power imbalance in their relationship hint it s NOT all the other person s fault and she charts a simple step by step path to a healthier sense of self and a more balanced healthy and fulfilling relationship Complete with insightful and revealing quizzes checklists and exercises and generously offering personal and professional anecdotes to help explain Powerful Mate Syndrome the other PMS this one of a kind guide will introduce you to your Reality Godmother and offer hope and concrete solutions for anyone who lives in the reflected glory of a powerful mate **If We're Together, Why Do I Feel So Alone?** Holly Parker, Ph.D.,2017-01-03 Harvard University

lecturer and clinical psychologist Dr Holly Parker offers a step by step guide for coping with emotionally unavailable partners Living with an emotionally absent partner can be overwhelming Constantly overcoming the silent distance can leave you with the sense that the give and take in your relationship has disappeared But even a broken relationship can be reinvigorated In helping real world couples achieve a fulfilling future Harvard University lecturer and clinical psychologist Dr Holly Parker has developed a program filled with practical exercises and powerful advice for individuals on both sides of an emotionally damaged relationship In If We're Together Why Do I Feel So Alone Dr Parker presents her revelatory insights on topics such as How to identify unavailable personality types such as the Critic the Sponge the Iceberg the Emotional Silencer and the Defender How to create healthy emotional connections and boost physical intimacy How to eliminate habits that trigger self sabotaging behavior With patience empathy and willpower Dr Parker s program can help you restore balance and peace of mind and turn your damaged partnership back into a rewarding and joyful bond **Married to the Enemy** Dawn K

Kozarian, Mark James, 2011-06-08 Much of Married to the Enemy is about the authors individual and couple journey By sharing their personal enlightenment on how our culture and family impacts our attitude with the opposite sex we learn how to go from devaluing each other to a more respectful and honoring relationship Throughout the book the authors ask questions for you to reflect on to see how you may have developed a gender filter that keeps you from creating the intimacy that you would like to have with your partner Good relationships are reciprocal so the authors also provide an inventory that looks at how healthy the reciprocity is in your relationship Ultimately by accepting yourself and your partner as you really are not as the gender culture says you should be you are guided towards loving authentically In loving genuinely you can now experience the rewards of a love based relationship not a power based one Meeting someone is a start continuing a relationship with that person is progress working together to create a positive and loving atmosphere is success We come into this world with as much as half of our personality and inclinations present at birth When we grow up with strong and excessive gender lines these natural inclinations and personality tendencies tend to get blurred with what our interests should be and the type of personality we should have whether it is true to our nature or not For example Im tough and can handle anything image for a boy and Im sexy sweet and submissive image for a girl These gender lines often leave us feeling like we are married to an opponent instead of a friend Many couples may inadvertently begin playing a game of chess looking to get the upper hand over the other Imagine loving authentically positively and with acceptance Imagine seeing the individual in front of you without the limitation of contrived gender expectations How might you connect What might you discover about your human commonality *Why It Can't Work* Thomas Fiffer, 2015-04-25 Are you unhappy in your relationship Do you and your partner constantly fight Has the person who s supposed to be your source of comfort support and joy become someone you both love and despise What you re going through is well beyond the normal relationship challenges most people experience because you re stuck in a dysfunctional relationship You may also feel you re the only one this is happening to that everyone else fares better with their partners that there s something wrong with you and worst of all that you deserve to be treated badly because your partner has convinced cajoled bullied and sometimes battered you into believing you re the cause Fortunately you re not alone and help is here from someone who has lived what you re living Thomas G Fiffer Executive Editor for The Good Men Project whose articles have over 5 million page views has written extensively about dysfunctional relationships and gathered his wisdom in Why It Can t Work Detaching from dysfunctional relationships to make room for true love The author survived two marriages defined and ultimately destroyed by dysfunctional dynamics and has learned how to break the patterns that prevented him from being happy and forming healthy emotional and romantic attachments Why It Can t Work shows you how to recognize the problem identify the source and take decisive action either to right your relationship or abandon it Through an ordered sequence of enlightening articles collectively shared over 300 000 times on Facebook the author gently but assertively reveals the painful truths about

dysfunctional relationships reminding us that romantic partnerships are supposed to be a healthy source of love and support and letting us know it's OK to walk away when they aren't. If you or someone you know is involved in a dysfunctional relationship reading *Why It Can't Work* will light the way back to happiness and peace. *The Complete Idiot's Guide to a Healthy Relationship* Judith Kuriansky, 2002 Reveals secrets for maintaining a good relationship with tips on keeping the passion alive coping with barriers recognizing a bad relationship and knowing when to call it quits. *Improving Your Relationship for Dummies* Paula Hall, 2010. *Magnetic Partners* Stephen Betchen, 2010-05-18 Do you and your partner argue about the same things over and over again? Are you often confused about why your partner is so angry with you? Are things getting worse and worse even though you've tried everything you can think of to make them better? In this breakthrough guide to repairing romantic relationships therapist and marriage researcher Dr. Stephen Betchen presents a powerful new explanation of what leads to this kind of escalating conflict in couples and how you can repair your relationship and find a whole new level of happiness. Based on his extensive experience as a couples therapist Dr. Betchen has discovered that the prevailing idea that opposites attract is wrong. Instead one of the strongest forces that attracts people to one another is that they share a hidden inner conflict in their lives an unconscious struggle within themselves that each of them developed growing up which he calls a master conflict. The fact that a couple shares a master conflict acts as an almost magnetic force of attraction but over time master conflicts often begin to push a pair apart many of the very things you most appreciated about each other start to grate on you producing increasing hostility. The good news is that by identifying the master conflict that you share you and your partner can take the steps to break the cycle of fighting and come to a new place of understanding and happiness in your relationship. Often just the realization that you have this hidden conflict acts as a powerful cure allowing you to appreciate each other once again and to be empathetic about the things that have been irritating you both. From his years of work with couples Betchen has identified the nineteen most common master conflicts such as getting your needs met vs caretaking giving vs withholding commitment vs freedom power vs passivity and for each he provides vivid stories of couples who have struggled with them as well as simple tests that help you to Identify the core master conflict that is causing your relationship problems. Understand the origins of your conflict and how it drew you to your partner. Diagnose how the conflict is now pushing you apart. Come to new terms with the conflict to save your relationship. As Dr. Betchen writes knowledge of a master conflict is power and *Magnetic Partners* is an empowering guide that will help you not only to identify and control your master conflict but also to bring your relationship to a new level based on deeper understanding ultimately leading to greater fulfillment and long term resilience. Partners

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