

Beyond Machiavelli

TOOLS FOR COPING WITH CONFLICT

BY THE COAUTHOR OF THE INTERNATIONAL BESTSELLER

Getting to Yes

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Beyond Machiavelli Tools For Coping With Conflict

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Beyond Machiavelli Tools For Coping With Conflict:

Beyond Machiavelli Roger Fisher, Elizabeth Kopelman, Andrea Kupfer Schneider, 1996-01-01 Fisher and two colleagues associated with the Harvard Negotiation Project Harvard Law School spell out conflict resolution techniques useful at the international level and also in other contexts Book News Inc

Beyond machiavelli Roger Fisher, 1994

Beyond Machiavielli 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 gov't CEOs scientists lobbyists academics journalists diplomats university students might themselves influence international events

Constructive Conflicts Louis Kriesberg, Bruce W. Dayton, 2012 This comprehensive and highly regarded book provides a framework for analyzing diverse social conflicts Updates for the fourth edition include a more reader friendly first chapter new examples such as the Arab Spring and new developments in waging conflicts

Getting Ready to Negotiate Roger Fisher, Danny Ertel, 1995-08-01 This companion volume to the negotiation classic *Getting to Yes* explores the negotiation process in depth and presents case studies charts and worksheets for blueprinting and personalized negotiating strategy

Beyond 2001: Global Small Arms and Light Weapons Negotiations, 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 Mach IV 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

Negotiation: Science and Practice Quintin Rares, 2013-07-12 *Negotiation Science and Practice* is a university level textbook and lecture series designed to teach effective skills and techniques in negotiation It provides scientifically tested tools that allow anyone to construct and implement the best possible negotiation strategies in any negotiation scenario From this pack you will learn the art science and practice of influence as well as how to construct optimal agreements whether you are negotiating a settlement in a legal dispute a contract to sell a business a ceasefire in a conflict zone the sale of your own home a price rise of the goods or services your company provides a wage dispute with a powerful union or even an amendment to legislation The lectures in this textbook are as follows Lecture 1 Negotiation dynamics available in full for free

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Bornstein,2002

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