

Possible

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Résumé ou extrait : "A book introducing a new approach to tough negotiations."

Conflict is increasing everywhere, threatening everything we hold dear--from our families to our democracy, from our workplaces to our world. In nearly every area of society, we are fighting more and collaborating less, especially over crucial problems that demand solutions. In Possible, Ury argues conflict is natural. In fact, we need more conflict, not less--if we are to grow, change, evolve and solve our problems creatively. While we may not be able to end conflict, we can transform it--unleashing new, unexpected possibilities. Possible introduces Ury's methods and makes them available for everyone. Combining accessible frameworks and powerful storytelling and offering dozens of examples, it is an essential guide for anyone looking to break through the toughest conflicts--in their workplace, family, community or the world.

Sujet - Nom commun : Gestion des conflits
Négociations