

## Resolve: Negotiating Life's Conflicts with Greater Confidence (Hardback)



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## RESOLVE: NEGOTIATING LIFE'S CONFLICTS WITH GREATER CONFIDENCE (HARDBACK)

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Lifetree Media, 2017. Hardback. Condition: New. Language: English . Brand New Book. Nobody loves conflict. Whether we're negotiating a salary increase or trying to settle on which in-laws to spend the holidays with, there's a lot at stake in any dispute beyond the points being argued over. While both sides are pushing for the result they want, there's a very good chance that someone will feel unjustly treated, hurt or embarrassed along the way. Sometimes one or both parties lose their cool completely, doing damage to the relationship or on their own reputation. Even formal negotiations with nothing personal at stake can feel fraught with risk to the people involved. Many individuals go through life avoiding conflict and dreading confrontation. And yet, there is no escaping the need to negotiate with family members, employers, business partners and tradespeople. What if you could approach your next difficult conversation with genuine confidence that you can reach the best possible resolution without losing face or damaging your relationship with your counterpart? Confidence is not the same thing as self-esteem or bravado, according to psychologist and negotiation expert Hal Movius. To handle all of life's negotiations more effectively and with less stress, Movius says, we need to develop confidence along three key dimensions: Mastery The ability to plan for and to deploy optimal behaviors during a disagreement or negotiation Poise The capacity to manage emotions in the moment Judgment The knowledge to avoid the most common traps that befall negotiators and the rest of us as we think about the problem at hand and the other side's behaviors In *Resolve: Negotiating Life's Conflicts with Greater Confidence* Movius provides effective tools to boost confidence in all three of these critical areas so you can be more effective in resolving...



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