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# The Win Win Approach Conflict Resolution Network

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Getting to Yes  
Creative Conflict  
Domestic Conflict Resolution  
Everything Is Workable  
The Handbook of Conflict Resolution  
The Way of Conflict  
Powerful Win Win Solutions  
Win at Work!  
Win-Win Negotiating  
The Strategy of Conflict  
Win/win Solutions  
The Only Negotiating Guide You'll Ever Need, Revised and Updated  
Everyone Can Win  
Win-win Approaches to Conflict Resolution  
The Leader in Me  
Win-win Relationships  
How the Weak Win Wars  
Negotiating Success  
Win-win Competitiveness Made in Canada : how to be Competitive Using the Consensus Approach  
Encyclopedia of Conflict Resolution  
Good for You, Great for Me  
How to Manage Conflict  
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Managing Conflict and Negotiation  
Handbook of Solution-focused Conflict Management  
The Big Book of Conflict Resolution Games: Quick, Effective Activities to Improve Communication, Trust and Collaboration  
Conflict Resolution  
Managing Conflict

Manager as Negotiator  
Win at Work!

*The Win Win Approach  
Conflict Resolution  
Network*

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## CLARA BRAXTON

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### Getting to Yes PublicAffairs

In this conversation with his co-author, Paul Gillette, Dr. Jandt tells you how to use the same negotiating techniques and tactics used by people whose job is managing conflict--labor negotiators, diplomats and corporate managers. Get what you want and win allies, with "win-win" negotiating techniques. Here are the same methods used by people whose jobs are managing conflict--labor negotiators, diplomats, and top corporate managers--and how to put them to work for you in everyday business situations.

**Creative Conflict** Cambridge Scholars Publishing

In a world where conflicts are commonplace and almost unavoidable, negotiation is recommended as the preferred approach for productively handling the outcomes of disputes. In addition, negotiation is recognized as an enabler of a constructive, grounded attitude toward conflict. This book advocates that perspective-taking is a superior competency to effectively understand the points of view of others, as well as a means to create a beneficial outcome to a conflict, attain sustainable business and solutions, and develop healthier relationships. The three central themes presented in this book: conflict, negotiation, and interpersonal perspective-taking, provide different important insights into the handling of disputes and the practice of negotiation. In-depth understanding of these themes

enables the negotiator to forge a "three-dimensional" instrument for effective conflict management. The concept of conflict is first introduced, followed by an examination of the negotiation process, including negotiation strategies, negotiation phases, negotiation competencies, and styles. Considerable attention is then paid to interpersonal perspective-taking and its critical role in successful interpersonal negotiation strategies, before a theoretical discussion on negotiation research models concludes the book. The intent throughout this book is to empower the reader to make the best of every conflict situation and contribute to harmonious and respectful working environments. Every individual, employee, and leader is encouraged to become a proficient negotiator who seeks mutually productive and successful results. The mutual wins require careful consideration of the other's perspective and interests. Although this work primarily addresses professional contexts, the principles and their applications are also highly useful for everyday situations.

### **Domestic Conflict Resolution**

Currency

"The 53 Truths provide incredible insight into the art and science of negotiating.

This is a must read for sales professionals but is equally beneficial to all who wish to be better negotiators."

-CHRIS WEBER, Vice President, West Region Enterprise, Microsoft Corporation

"Negotiation skills can and must be learned. In her new book, Leigh provides the framework. A must read for negotiators at all levels of ability."

-ANTHONY SANTIAGO, Vice President,

Global Sourcing & Supplier Management, Bristol-Myers Squibb “A superbly presented summary of practical tools and techniques for negotiating in all types of situations, and creating win-win solutions that result in enduring business relationships. Provides substantiated evidence of what works successfully—and pitfalls to avoid—in the game of negotiation.” –RUSSELL D’SOUZA, International Credit Manager, Hallmark Cards, Inc. You can learn to be a world-class negotiator and get what you want!

- The truth about how to prepare within one hour
- The truth about negotiating with friends, colleagues, and spouses
- The truth about the win-win litmus test

This book reveals 53 PROVEN NEGOTIATION PRINCIPLES and bite-size, easy-to-use techniques that work.

**Everything Is Workable** New World Library

SF conflict management differs from traditional methods and can easily be combined with them. Meetings become more positive and shorter, ensuring that solution-focused conflict management is also cost-effective. --

[The Handbook of Conflict Resolution](#)

Hogrefe Publishing Corporation

The Way of Conflict teaches strategies for using ancient wisdom and modern techniques to confidently engage in any dispute and reach a balanced resolution. This groundbreaking book integrates the wealth of conflict skills found throughout the world’s major religious and indigenous traditions with the latest scientific systems and conflict resolution theory. It uses the cross-cultural metaphor of the four natural elements — earth, water, fire, and air — to identify the innate conflict personality types and propose a productive path through the chaos of conflict. Combining her extensive experience as a licensed

mediator and corporate trainer with wisdom gained from years of spiritual study, Combs uses assessment tests, anecdotes from indigenous and religious traditions, and illustrative folktales to show how to quickly assess a conflict and implement an appropriate resolution strategy.

*The Way of Conflict* ABC-CLIO

In an effort to prevent conflicts among teenagers escalating to the point that acts of violence are committed, this book offers a strategy for conflict resolution designed for teens to follow.

**Powerful Win Win Solutions** John Wiley & Sons

Negotiation is stuck. It's time for something new. Almost everything is negotiable. Almost every interaction is a negotiation. And in no field is this clearer than in business, where every day we work with others to get things done. But when we have real differences, is win-win always possible? Or must every negotiation be a zero-sum battle, with a winner and a loser? Over the last half century, two opposing philosophies have ruled the field of negotiation: the win-lose, tooth-and-nail approach of training guru Chester Karrass; and the win-win, "principled" creed of Getting to Yes, developed by Roger Fisher and William Ury. But neither approach fully meets the challenge of today's volatile, disruptive, ultracompetitive business environment, where strategic problem-solving is of critical importance. In *Creative Conflict*, negotiation experts Bill Sanders and Frank Mobus provide something new. They use a dynamic, dialectical approach to show how negotiations are driven by competition and cooperation at the same time. Counterintuitively, they reveal that conflict lies at the heart of more profitable agreements. They believe that

when we tiptoe around conflict, we negotiate in a half-hearted way that limits our results. By contrast, creative negotiators probe and push until they hit a wall of disagreement, and then they figure out how to get past it. The authors construct a clear and useful framework based on three distinct negotiating contexts: Bargaining, Creative Dealmaking, and Relationship Building. They instruct readers on how to skillfully pursue their fair share while simultaneously seeking ways to expand a deal's scope and value for both sides.

**Win at Work!** John Wiley & Sons  
Proven techniques for resolving workplace conflicts After years of seeing clients struggling and their businesses suffering with destructive conflicts, Diane Katz developed *The Working Circle*, a step-by-step process that helps everyone in business resolve conflict in a non-confrontational, creative, collaborative way. *Win at Work!* provides you with a no-nonsense guide based on real-life examples of people at pivotal points in their careers. Filled with practical wisdom, it reveals how you can move around the roadblocks that, if left unattended, can stop you in your tracks. *Win at Work!* also helps those of us who are uncomfortable with conflict, giving them tools for solving problems in a nonconfrontational manner. This essential guide Offers a proven step-by-step process for conflict resolution Deals with complex business questions about independence, moral values, face-saving, goal-setting, and leadership Provides easy language for talking through problems and reaching a relatively painless outcome Putting aside simple band-aid solutions, *Win at Work!* is your proven resource for the kind of long-term team-building that ultimately makes the difference in business and

organizational success.

**Win-Win Negotiating** McGraw Hill Professional

This book will show that by first resolving conflicts, then focusing on problems, Christians can be winners without getting mad, getting even, or giving in. And they can do it while allowing their adversaries to be winners too!

**The Strategy of Conflict** Cambridge University Press

Analyzes the nature of international disagreements and conflict resolution in terms of game theory and non-zero-sum games.

**Win/win Solutions** B&H Publishing Group

Conflict in the workplace is a perennial problem for organizations. Whether it's a disagreement between colleagues, a dispute with management or large-scale industrial action, conflict negatively affects both people and profits as employee morale and productivity fall. Endorsed by the CIPD, *Managing Conflict* is an essential guide for HR professionals needing to tackle these problems by not only resolving current issues, but also preventing future instances of conflict. Going beyond interpersonal conflict, the book also looks at resolving board room disputes, disputes with shareholders, in the supply chain, commercial disputes and customer complaints. The first part of *Managing Conflict* covers the causes and costs of conflict, the impact of the psychological contract and the legal framework for managing workplace disputes both in the UK and internationally. The second part of the book provides a blueprint for redefining resolution and building a culture of constructive conflict management, from designing a conflict management strategy and developing a formal resolution process to embedding

mediation, engaging stakeholders and training managers in resolution and mediation skills. This book also includes conflict resolution toolkits for managers, HR teams, employees and unions to help tackle conflict and bullying at work. Packed with best practice case studies from major UK and global organizations, this is an indispensable guide for all HR professionals looking to resolve conflict in the workplace. Online supporting resources include a conflict health check tool, conflict cost calculator, and checklist for developing an internal mediation scheme.

The Only Negotiating Guide You'll Ever Need, Revised and Updated Wiley

This book is for both managers and those they manage. It is for both individuals and teams. It is a practical book which, I hope, will speak to both your hearts and your minds. Since this book was first published in 2000, I have received many encouraging comments from readers telling me what a difference it has made to their lives. The book has been purchased by libraries, prisons, social services, universities and students. It has been recommended as essential reading material by various training organizations and educational establishments. It has also been translated into three languages. But the book was a hardback edition retailing at a high price. This meant that it was out of the reach of many of the people for whom I originally wrote the book. I hope that by having it republished in paperback at a more affordable price range, more people will be able to purchase it and put the skills into practice. I know this book works. It is based on material from the excellent 12 Skills Programme from the Conflict Resolution Network of Australia (CRN). ([www.crnhq.org](http://www.crnhq.org)). While grappling with

my own conflict issues, fate brought me into contact with the teachings of the CRN, a network of people with a common commitment to conflict resolution, co-operative communication strategies and related skills.

**Everyone Can Win** FT Press

"This is a book about making peace, but it is new in tone; there is no call for sacrifice here, nor for altruism, but a steady insistence on realism in the pursuit of one's interests. In pursuing win-win strategies, the participants in conflict seek their advantage. What is new is the realization that this can often be gained without the discomfiture of competitors. Solutions that satisfy one's competitor's needs as well as one's own tend to be lasting. The broad purpose of this volume is to introduce and illustrate a framework that looks to solutions that are maximally satisfying and minimally damaging to each of the parties"-- Foreword.

**Win-win Approaches to Conflict Resolution** Career PressInc

Discover the critical elements you need for a successful negotiation and 101 tactics to use in any high stakes business deal, when asking your boss for a raise, or even when asking your significant other to take out the garbage. In this book, you'll discover your negotiating behavioral style through self-assessment questionnaires, gain the tools needed to deal with negotiation sharks (or bullies), learn tips for recognizing and interpreting your negotiating counterpart's body language to create beneficial outcomes, and see examples on how to counter unethical and unprofessional tactics effectively—and much more. Using their 30 years of experience as business professionals, lead negotiators, consumers, and parents, Peter Stark and

Jane Flaherty provide you with the tools you need to become a successful negotiator who builds win-win relationships.

The Leader in Me Simon and Schuster

We all want to get to yes, but what happens when the other person keeps saying no? How can you negotiate successfully with a stubborn boss, an irate customer, or a deceitful coworker? In Getting Past No, William Ury of Harvard Law School's Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners. You'll learn how to:

- Stay in control under pressure
- Defuse anger and hostility
- Find out what the other side really wants
- Counter dirty tricks
- Use power to bring the other side back to the table
- Reach agreements that satisfies both sides' needs

Getting Past No is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have to get mad or get even. Instead, you can get what you want!

Win-win Relationships Kogan Page Publishers

You've read the classic on win-win negotiating, Getting to Yes but so have they, the folks you are now negotiating with. How can you get a leg up and win? "Win-win" negotiation is an appealing idea on an intellectual level: Find the best way to convince the other side to accept a mutually beneficial outcome, and then everyone gets their fair share. The reality, though, is that people want more than their fair share; they want to win. Tell your boss that you've concocted a deal that gets your company a piece of the pie, and the reaction is likely to be: "Maybe we need to find someone harder-nosed than you

who knows how to win. We want the whole pie, not just a slice." However, to return to an earlier era before "win-win" negotiation was in fashion and seek simply to dominate or bully opponents into submission would be a step in the wrong direction -- and a public relations disaster. By showing how to win at win-win negotiating, Lawrence Susskind provides the operational advice you need to satisfy the interests of your back table -- the people to whom you report. He also shows you how to deal with irrational people, whose vocabulary seems limited to "no," or with the proverbial 900-pound gorilla. He explains how to find trades that create much more value than either you or your opponent thought possible. His brilliant concept of "the trading zone" -- the space where you can create deals that are "good for them but great for you," while still maintaining trust and keeping relationships intact -- is a fresh way to re-think your approach to negotiating. The outcome is often the best of both possible worlds: You claim a disproportionate share of the value you've created while your opponents still look good to the people to whom they report. Whether the venue is business, a family dispute, international relations, or a tradeoff that has to be made between the environment and jobs, Susskind provides a breakthrough in how to both think about, and engage in, productive negotiations.

**How the Weak Win Wars** Houghton Mifflin Harcourt

Make workplace conflict resolution a game that EVERYBODY wins! Recent studies show that typical managers devote more than a quarter of their time to resolving coworker disputes. The Big Book of Conflict-Resolution Games offers a wealth of activities and exercises for

groups of any size that let you manage your business (instead of managing personalities). Part of the acclaimed, bestselling Big Books series, this guide offers step-by-step directions and customizable tools that empower you to heal rifts arising from ineffective communication, cultural/personality clashes, and other specific problem areas—before they affect your organization's bottom line. Let The Big Book of Conflict-Resolution Games help you to: Build trust Foster morale Improve processes Overcome diversity issues And more Dozens of physical and verbal activities help create a safe environment for teams to explore several common forms of conflict—and their resolution. Inexpensive, easy-to-implement, and proved effective at Fortune 500 corporations and mom-and-pop businesses alike, the exercises in The Big Book of Conflict-Resolution Games delivers everything you need to make your workplace more efficient, effective, and engaged.

*Negotiating Success* Shambhala Publications

This book offers 50 easy-to-read strategies for managing conflicts in your school involving students, parents, and teachers. Individually, these strategies provide specific insights into conflict resolution, reduction, and management. As a whole, the 50 strategies provide a comprehensive method to lead constructive change in your school. With quotes, examples, and reflection questions, this book offers ideas that help you lead with confidence.

Win-win Competitiveness Made in Canada : how to be Competitive Using the Consensus Approach Enslow Publishing

Dr. Thomas Stevenin teaches you how to disarm the land mines that threaten your

success on the job. Learn how you can recognize—and effectively deal with—sources of conflict that threaten your effectiveness in Win/Win Solutions.

**Encyclopedia of Conflict Resolution** Independently Published

From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called "the Dear Abby of the work world." Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit "reply all" • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager "A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work."—Booklist (starred review) "The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or

anyone hoping to improve their work experience.”—Library Journal (starred review) “I am a huge fan of Alison Green’s Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of

humor.”—Robert Sutton, Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide “Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way.”—Erin Lowry, author of Broke Millennial: Stop Scraping By and Get Your Financial Life Together

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- [Beyond The Story: 10-year Record Of Bts By Bts](#)
- [Saved: A War Reporter's Mission To Make It Home](#)
- [Are You There God? It's Me, Margaret. By Judy Blume](#)
- [The Subtle Art Of Not Giving A F\\*ck: A Counterintuitive Approach To Living A Good Life](#)
- [Atomic Habits: An Easy & Proven Way To Build Good Habits & Break Bad Ones](#)
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