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Autore	Nixon Peter
Titolo	Dialogue gap [[electronic resource]] : why communication isn't enough and what we can do about it, fast
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Sommario/riassunto	The book that bridges the chasm between communication and understanding in negotiations. For years Peter Nixon worked with people from all walks of life, teaching them the art of negotiation. But it soon became apparent that the issue was not negotiation itself, but dialogue between parties. We have become experts at sending information—via email, text message, Internet, TV, and other forms of

media, communicating, but not engaging, in an active dialogue defined by collaborative thinking. In Dialogue Gap, Nixon explores this growing disconnect and its significance in an increa

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