1.	Record Nr.	UNINA9910456063303321
	Autore	Levine Stewart
	Titolo	The book of agreement [[electronic resource]] : 10 essential elements for getting the results you want / / Stewart Levine
	Pubbl/distr/stampa	San Francisco, : Berrett-Koehler, c2002
	ISBN	1-282-29996-4
		9786612299964
		1-60509-335-1
	Edizione	[1st ed.]
	Descrizione fisica	xix, 248 p. : ill
	Disciplina	302.3
	Soggetti	Negotiation
		Conflict management
		Electronic books.
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Bibliographic Level Mode of Issuance: Monograph
	Nota di bibliografia	Includes bibliographical references (p. 239-240) and index.
	Sommario/riassunto	Crafting agreements with others is a fundamental life skill. Unfortunately, we were never taught how to do it. The agreements most people make are incomplete and ineffective-they usually focus on protecting against what might go wrong instead of figuring out how to make things go right. The Book of Agreement offers a new approach. Stewart Levine demonstrates the superiority of "agreements for results" versus "agreements for protection" and outlines ten principles for creating agreements that explicitly articulate desired outcomes and provide a roadmap to achieving them. He includes over thirty specific templates that can be used to create this new type of agreement for results in a variety of organizational and personal contexts.