1. Record Nr. UNINA9910780265803321 Autore Levine Stewart **Titolo** The book of agreement [[electronic resource]]: 10 essential elements for getting the results you want // Stewart Levine San Francisco, : Berrett-Koehler, c2002 Pubbl/distr/stampa 1-282-29996-4 **ISBN** 9786612299964 1-60509-335-1 Edizione [1st ed.] Descrizione fisica xix, 248 p.: ill 302.3 Disciplina Soggetti Negotiation Conflict management Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Bibliographic Level Mode of Issuance: Monograph Note generali Includes bibliographical references (p. 239-240) and index. Nota di bibliografia 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.