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Autore	Handelman Sapir
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Nota di contenuto	Chapter 1. Introduction -- Chapter 2. Solution-Focused Negotiation -- Chapter 3. The Mediator's Trap -- Chapter 4. Three Modes of Negotiation -- Chapter 5. Transformation -- Chapter 6. Practicality -- Chapter 7. Discovery.
Sommario/riassunto	This book is about an intensive form of peacemaking interaction, in which the disputing parties agree to take time out from the routine of their daily life in order to negotiate solutions to their conflict. The interaction has rules, structure and a time frame. This book is a social instrument for finding practical and enforceable solutions to conflicts in a limited time frame. Most people experience conflicts in their daily, professional and political life. They tend to avoid dealing with these conflicts, even when doing so causes them a great deal of suffering. This book was written to introduce a powerful mechanism for conflict resolution - Solution-Focused Negotiation. Dr. Sapir Handelman has led, directly and indirectly, dozens of face-to-face and online Solution-Focused Negotiations. Dr. Handelman, his colleagues and students have helped many people to successfully resolve their conflicts. The

cases presented here reflect tensions, frictions and struggles in nearly all dimensions of social life, from family disputes to politics. The goal of this book is to share this knowledge, experience and expertise with scholars, practitioners and the general public.

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