

1. Record Nr.	UNINA9910962355603321
Autore	Jasper James M. <1957->
Titolo	Getting your way : strategic dilemmas in the real world / / James M. Jasper
Pubbl/distr/stampa	Chicago, : University of Chicago Press, c2006
ISBN	9786611957223 9781281957221 1281957224 9780226394749 0226394743
Edizione	[1st ed.]
Descrizione fisica	1 online resource (252 p.)
Classificazione	CP 3600
Disciplina	303.3/42
Soggetti	Social interaction Strategy (Philosophy) Motivation (Psychology) Problem solving Persuasion (Psychology) Choice (Psychology) Life skills
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Starting points -- Threats -- Goals -- Capacities -- Players as audiences -- Arenas.
Sommario/riassunto	Getting other people to do what we want is a useful skill for anyone. Whether you're seeking a job, negotiating a deal, or angling for that big promotion, you're engaged in strategic thought and action. In such moments, you imagine what might be going on in another person's head and how they'll react to what you do or say. At the same time, you also try to pick the best way to realize your goals, both with and without the other person's cooperation. Getting Your Way teaches us how to win that game by offering a fuller understanding of how strategy works in the real world. As we all know, rules

