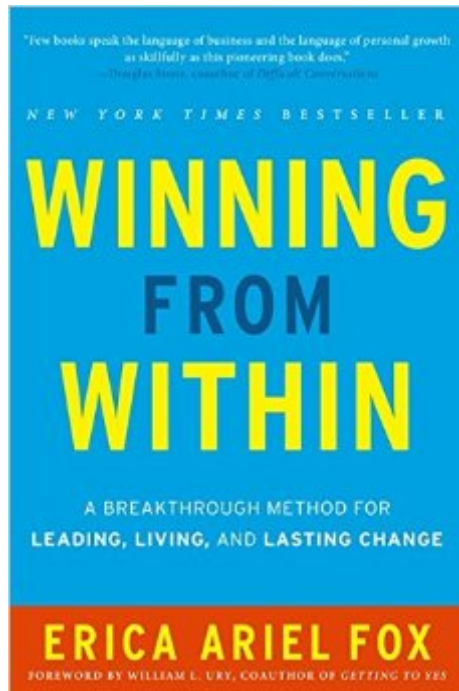


The book was found

# Winning From Within: A Breakthrough Method For Leading, Living, And Lasting Change



## Synopsis

Winning from Within by leadership and negotiation expert Erica Ariel Fox presents a contemporary approach for getting more of what you want, improving relationships, and enjoying life's deeper rewards. With principles developed while teaching negotiation at Harvard Law School and coaching executives around the world, Fox provides a map for understanding your inner world and a method for sorting yourself out. Fox uses insights from Western psychology and Eastern philosophy to resolve the gap between what people know they should say and what they actually do. She explains how to master your inner negotiators, whether working with a difficult client, struggling with a stubborn spouse, or developing your highest leadership potential. With a Foreword by William Ury, coauthor of the classic bestseller Getting to Yes, Winning from Within: A Breakthrough Method for Leading, Living, and Lasting Change is your guide to greatness.

## Book Information

Hardcover: 384 pages

Publisher: HarperBusiness (September 24, 2013)

Language: English

ISBN-10: 0062213024

ISBN-13: 978-0062213020

Product Dimensions: 6 x 1.2 x 9 inches

Shipping Weight: 1 pounds (View shipping rates and policies)

Average Customer Review: 4.1 out of 5 stars See all reviews (68 customer reviews)

Best Sellers Rank: #345,363 in Books (See Top 100 in Books) #100 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #336 in Books > Business & Money > Management & Leadership > Negotiating #3431 in Books > Business & Money > Personal Finance

## Customer Reviews

When I first looked at this book, I saw that it was written by someone involved in the Harvard Project on Negotiation. I've read some books from authors there (including a few by William Ury who wrote the foreword for this book): Getting to Yes: Negotiating Agreement Without Giving In Getting Past No: Negotiating with Difficult People The Power of a Positive No: Save The Deal Save The Relationship and Still Say No Difficult Conversations: How to Discuss What Matters Most All those books helped me be better in business. They helped me with techniques and approaches to negotiate. While they often seemed to promise more than they delivered, they did deliver a lot. This book delivers little. It

might be good as a self-help book that you read for inspiring personal stories and anecdotes, if you like that sort of thing (and I sometimes do). But the author promises in the book's subtitle to deliver a "Breakthrough Method for Leading, Living, and Lasting Change." If there was a method in the book, I missed it. And I was looking pretty carefully. There's no method there.

[Download to continue reading...](#)

Winning from Within: A Breakthrough Method for Leading, Living, and Lasting Change  
Change Your Brain, Change Your Life (Revised and Expanded): The Breakthrough Program for Conquering Anxiety, Depression, Obsessiveness, Lack of Focus, Anger, and Memory Problems  
Frugal Living: 55 Tips to Save Money! Enjoy Living on a Budget, Become Debt Free, and Have Complete Financial Independence (Frugal Living Books, frugal living for dummies, frugal living made simple)  
Change the Culture, Change the Game: The Breakthrough Strategy for Energizing Your Organization and Creating Accountability for Results  
Leading with Your Legacy in Mind: Building Lasting Value in Business and Life  
What Customers Want: Using Outcome-Driven Innovation to Create Breakthrough Products and Services: Using Outcome-Driven Innovation to Create Breakthrough Products and Services  
The Heart of Change Field Guide: Tools And Tactics for Leading Change in Your Organization  
Change the Story, Change the Future: A Living Economy for a Living Earth  
HBR's 10 Must Reads on Change Management (including featured article "Leading Change," by John P. Kotter)  
Who Killed Change?: Solving the Mystery of Leading People Through Change  
Find What You Were Born For: Design Goals That Bring Purpose To Your Life - How To Shape Your Future, Craft Goals To Your Calling And Create Lasting Change (Book 2)  
Systems Thinking For Social Change: A Practical Guide to Solving Complex Problems, Avoiding Unintended Consequences, and Achieving Lasting Results  
Live the Best Story of Your Life: A World Champion's Guide to Lasting Change  
Autocourse 2015-2016: The World's Leading Grand Prix Annual - 65th Year of Publication (Autocourse: The World's Leading Grand Prix Annual)  
Law of Attraction Directly from Source: Leading Edge Thought, Leading Edge Music  
Be the Change! Change the World. Change Yourself. If You Really Want to Change the World: A Guide to Creating, Building, and Sustaining Breakthrough Ventures  
Change Your Thoughts, Change Your Life: Living the Wisdom of the Tao  
Change Your Thoughts - Change Your Life, 8-CD set: Living the Wisdom of the Tao  
Winning Lacrosse for Girls (Winning Sports for Girls)

[Dmca](#)