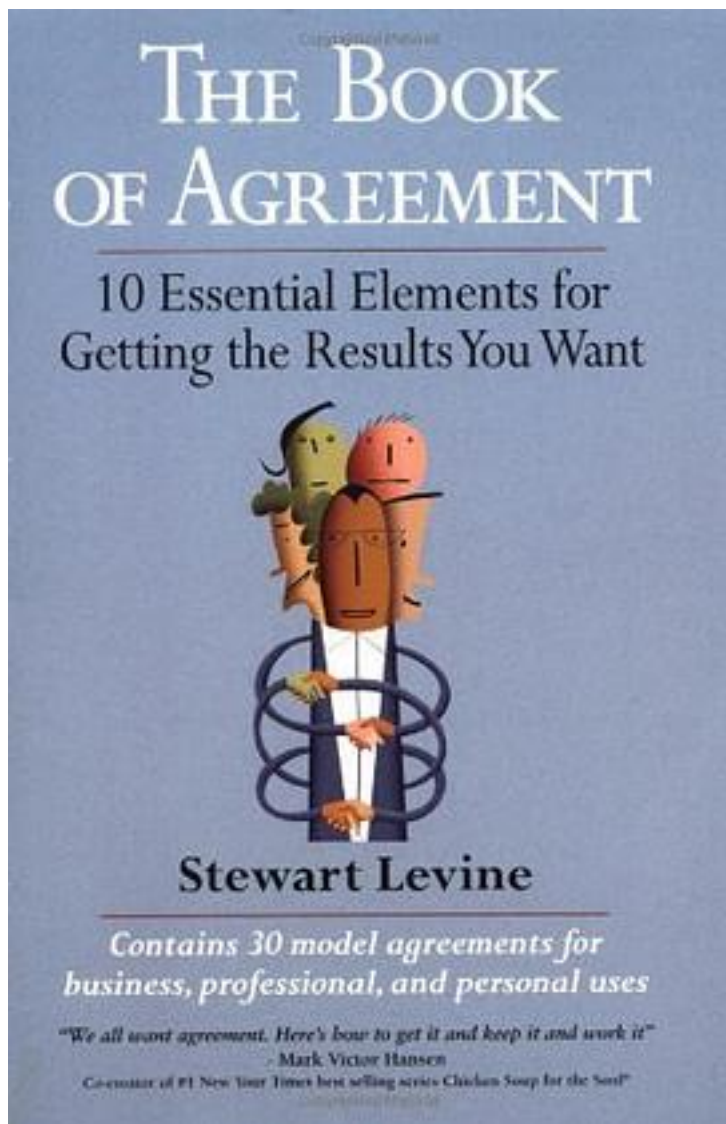


The Book of Agreement



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The Book of Agreement suggests that it is best to change the process of forming agreements from an adversarial, win/lose negotiation, to a joint visioning process. One that articulates an inclusive vision of outcomes, and a roadmap to desired results that everyone can agree on. It is a fundamental shift from the traditional idea of agreements for protection, to that of designing agreements for results. Instead of focusing on providing remedies for what goes wrong this new approach produces agreements that express a joint vision that satisfies everyone. As a lawyer, Levine often represented people going to court to resolve conflicts. Difficulties arise when people do not make explicit agreements, or the agreements they make are incomplete or inaccurate. When Levine stopped practicing law and started forming new business relationships as a salesperson, he realized that most people do not know what goes into an effective agreement for results. This is true for business professionals (co-ventures of all sorts) and inside of organizations - relationships up and down the hierarchy, among and between teams, and in cross functional work groups as well as between organizations and in personal relationships. This book provides a fundamental life competence that would be very useful to learn when we are young.

作者介绍:

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