



Winning from within: A Breakthrough Method for Leading, Living, and Lasting Change

By Erica Ariel Fox

HarperCollins Publishers Inc. Paperback. Book Condition: new. BRAND NEW, Winning from within: A Breakthrough Method for Leading, Living, and Lasting Change, Erica Ariel Fox, Life is a series of negotiations, whether or not you think of yourself as a negotiator. From seemingly insignificant daily decisions to major life choices, you negotiate every time you aim to persuade, argue over a decision, or resolve a conflict. But as negotiations and leadership expert Erica Ariel Fox reveals, the most important negotiations - the ones that determine the impact of our actions and the quality of our lives - are those we have with ourselves. Most of us recognize the difference between our knowledge - what we know we should do and say - and our know-how-what we actually do and say in real life when it counts. Fox calls this the Performance Gap, and she shows you how to close it, turning breakdowns into breakthroughs, whether struggling with a difficult client, arguing with a combative teenager, or organizing for community action. Winning from Within combines insights from Western psychology and Eastern philosophy with practical applications from real business situations and everyday life. Fox shows that the ability to achieve mastery over how...



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