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Im Right, Youre Wrong, Now What?: Break the Impasse and Get What You Need

By Amador Xavier

Hyperion Books. Hardcover. Book Condition: New. Hardcover. 256 pages. Dimensions: 9.4in. x 6.1in. x 0.9in. They happen every day--those frustrating, circular Im right, youre wrong! arguments. Whats at risk may be as life-changing as whether or not your kid drops out of college, your aging parent goes into a nursing home, or your boss gives you the promotion you want. Or it may be as commonplace as getting the insurance company to approve your claim. These situations often frustrate both parties, stall progress, and hurt relationships. But they dont have to. In Im Right, Youre Wrong, Now What Dr. Xavier Amador, a Columbia University professor and clinical psychologist shows you how to break nearly any impasse and persuade your opponent--for thats what people become when youve reached an impasse--to give you what you need. Im Right, Youre Wrong, Now What is based on Dr. Amadors LISTEN-EMPATHIZE-AGREE-PARTNER (LEAP) method. A highly successful program that has been taught to tens of thousands of people in seminars around the U. S. and overseas, LEAP teaches you how to turn even toxic arguments into healthy disagreements that end with you getting what you need. Built on timeless psychological truths and new research, LEAP is a...

Reviews

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