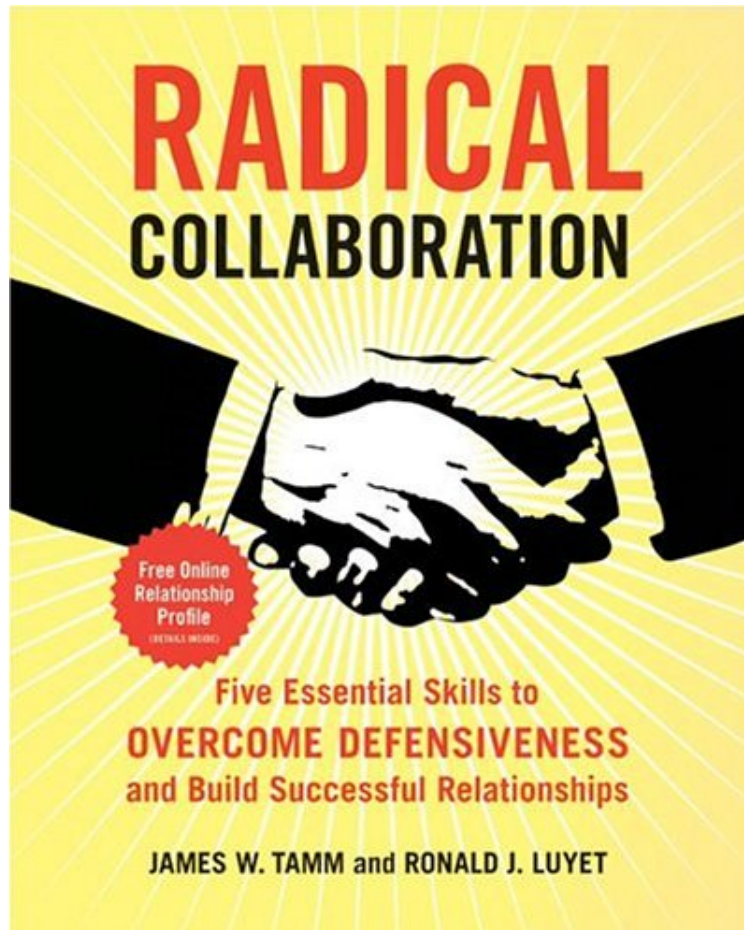


Radical Collaboration : Five Essential Skills to Overcome Defensiveness and Build Successful Relationships

James W. Tamm, Ronald J. Luyet
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#3883937 in Books 2004-12-01Format: Bargain PricePDF # 1 #File Name: B000BPG23I336 pages | File size: 42.Mb

James W. Tamm, Ronald J. Luyet : Radical Collaboration : Five Essential Skills to Overcome Defensiveness and Build Successful Relationships before purchasing it in order to gage whether or not it would be worth my time, and all praised Radical Collaboration : Five Essential Skills to Overcome Defensiveness and Build Successful Relationships:

1 of 1 people found the following review helpful. Eye opening bookBy SarahThis book opened my eyes and has given me the tools to collaborate with a clear head. The first section of the book identifies the signs you are becoming defensive, the second part elaborates and helps you explore your subconscious to discover why you are really becoming defensive. It has become easy for me to identify when my response to a situation is irrational due to all of my underlying insecurities weighing in. The book also does a great job pointing out your flaws without making you

dwell on the past, it has the intention of exciting you to do better in the future. The last part of the book helps you with techniques for effective collaboration. I recommend this book to everyone, I think it will add value to anyone's life. 1 of 1 people found the following review helpful. One of my 10 favorite books from the psychology field. By K. Meagher I am a psychotherapist, and not only have I found this book to be an excellent summation of ways to help improve ALL relationships, but it has also become a good tool I use as I go through the book with my clients. Want to have better relationships? Figure out what your own defenses are and why you have them. Then learn how to deal with your own, and with those defenses that other people have. Then with an increased sense of safety, openness becomes much easier. This is a very well written, easy to read pathway to improved relationships. What could be more valuable? 0 of 0 people found the following review helpful. Great Book for Anyone Who's Tired of Defensiveness! By Will Corsair Wonderful book by a former State of California Senior Administrative Law Judge who mediated almost 2,000 employment disputes over his career. He also worked as lawyer in HR at General Electric. Lots of stories, examples, checklists, and how-to information for how to get beyond what's at the heart of most disagreements--defensiveness. I refer to and recommend the book in my leadership classes at an agency of the department of defense, and to clients at other federal agencies.

Collaborative skills have never been more important. At work, you can't afford to be defensive, hostile, or even too cynical. It's never easy, but getting along with your colleagues or customers is imperative, whether you're on a long-term assignment, a temporary project, or a virtual team where you're connected to colleagues only by cell phone and e-mail. *Radical Collaboration: Five Essential Skills to Overcome Defensiveness and Build Successful Relationships* is a how-to manual for anyone who wants to be more skillful at building relationships, both professional and personal. James W. Tamm and Ronald J. Luyet will show you how to gently look inside yourself for the answers, with page after page of thoughtful exercises and probing tools that will increase your skills. The four introspective skills you will learn are: Collaborative Intention, Truthfulness, Self-Accountability, and Self-Awareness and Awareness of Others. You also have to get what you need from the world around you. That's why *Radical Collaboration* teaches a critical fifth skill: Problem Solving and Negotiating. Tamm and Luyet teach you how to negotiate using the highly effective interest-based approach to problem solving. At the heart of the book is a theory of human relationships called Fundamental Interpersonal Relations Orientation, or FIRO. It explains how unmet emotional needs can sabotage our efforts to collaborate. How does the online profile work? When you get to chapter 7, you will be directed to a unique code number printed on a sticker on the inside back flap of this book. Take this number to the Web site for the book, www.radicalcollaboration.com. Here, you will be able to take a free relationship profile called the FIRO Element B. This profile will increase your awareness of how you behave in relationships and give you information about your behavior in three areas that strongly influences your ability to collaborate. The test will measure how important control is to you, how important it is for you to be included, and how comfortable you are being open about yourself. Are you defensive and fearful? Is that preventing you from collaborating? Use the exercises in this book to identify your habits, and then learn how to moderate them. You will quickly become more effective at work and at home.

About the Author James W. Tamm is a former judge and an expert on dispute resolution and building collaborative relationships. He is currently managing director of the international consulting firm Business Consultants Network, Inc. Ronald J. Luyet is a licensed psychotherapist who has advised Fortune 500 companies for more than thirty years. Ron is a vice president of consulting and training services for Business Consultants Network, Inc.