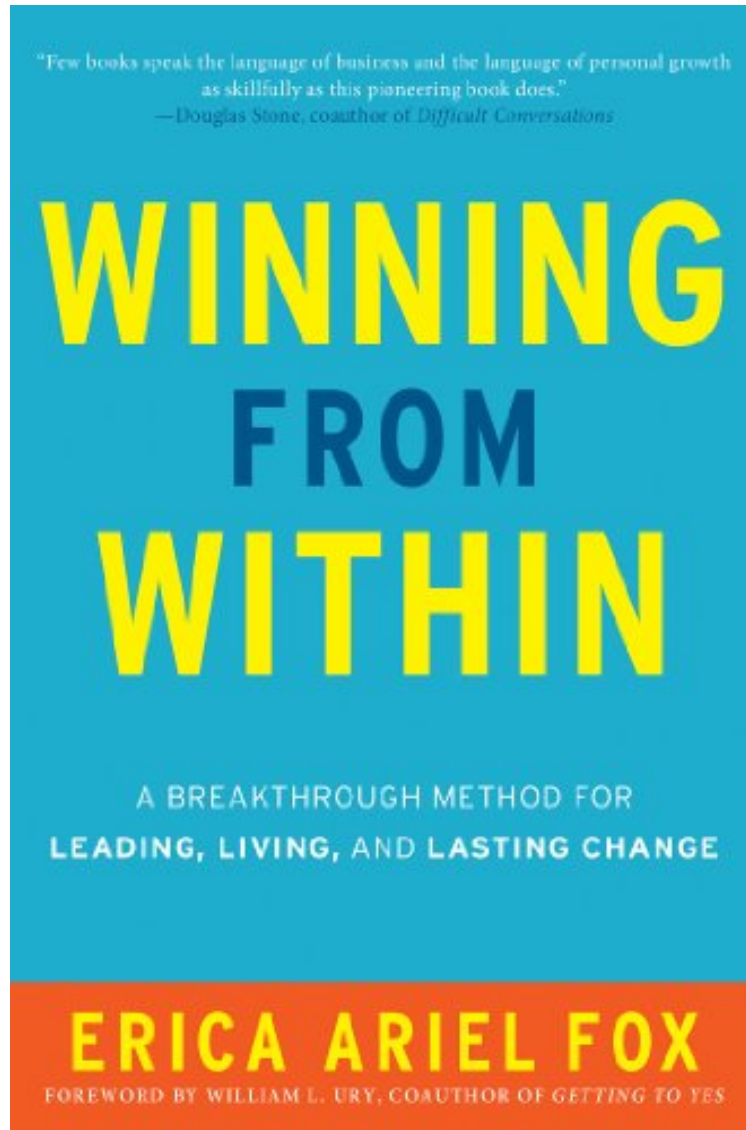


Winning from Within: A Breakthrough Method for Leading, Living, and Lasting Change

Erica Ariel Fox

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Erica Ariel Fox : Winning from Within: A Breakthrough Method for Leading, Living, and Lasting Change before purchasing it in order to gauge whether or not it would be worth my time, and all praised Winning from Within: A Breakthrough Method for Leading, Living, and Lasting Change:

4 of 4 people found the following review helpful. A Powerhouse of a Handbook to Help with "Why We Set a Clear Intention and then Behave Out of Alignment from That" By Anna Huckabee Tull Erica Ariel Fox takes on the concept of the "performance gap" (how so many of us, so often, set a clear, well-thought out intention to do one thing, and then

find ourselves doing almost exactly the opposite) in an inspired offered up from a broader and deeper perspective than the typical business book. Brought to life by anecdotes collected from her own life and all around the world, the concepts here, inspired as much by eastern thought as western thought, can bring new light and an expanded awareness to the choices we make every day. And indeed, with that awareness, we are able to become more at agency in our own lives. Winning does indeed start from within, and Fox does a skillful, entertaining and inspiring job of calling us forward to wake up and dare to look more thoughtfully and more closely, not out there but IN HERE.³ of 3 people found the following review helpful. A Must Read for Mindful Transformative Leadership Development (or anyone seeking personal excellence)By Nancy J.A visionary book, probably before its time - but one to watch and return to in your development toolkit - both for personal use and mentoring or coaching others to achieve success in a world in dire need of profound ethical transformation. Combining memorable behavioral and cognitive bosses playing out inside our head (our "Inner Negotiators"), with a plethora of everyday anecdotes and case stories, the reader learns how to frame their behavioral choices, performance gaps and growth opportunities by better engagement of the these inner "big Four". The book turns sharply toward the end, providing one of the most articulate and practical presentations regarding the imperative for the increasingly popular movement towards mindfulness, increasing consciousness and wisdom, and personal transformation.One of Fox' summary conclusions: "To generate lasting change, you need to work on both the outside and the inside [of yourself]" Looking forward to the next chapters of this timely topic from such an accomplished and articulate author. [Also enjoyed the videos embedded in the kindle edition.]1 of 1 people found the following review helpful. Strong leaders learn to lead themselvesBy AlzoskmMany companies face the challenge of transforming to meet the changes occurring in the world and in the business environment. Adaptive leaders not only recognize the changes that need to occur within their companies and organizations, they also look inside themselves and develop new approaches to their personal leadership and relationships.This book provides a framework for developing insight for the reader into his/her preferred responses and approaches to situations we encounter in personal and professional relationships. And, through development of insight, especially into situations that may not have gone well, the reader can develop alternative ways to handle situations, by changing his/her responses. Effective leaders work on themselves and are role models to the organization.I recommend this book as someone who led a major transformational effort within a top global company over the past 5+ years. When leaders gain insights into what drives their behaviors, and are motivated and willing to try new approaches, significant transformation occurs for the leader and drives sustainable business improvement.This book helps to bring to life the steps one can take to shift his/her own behaviors by understanding the underlying mindsets. This sounds simple, yet is very powerful in person and professional development.

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 lifersquo;s deeper rewards.nbsp;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.nbsp;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 ldquo;inner negotiators,rdquo; whether working with a difficult client, struggling with a stubborn spouse, or developing your highest leadership potential.nbsp;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.

From BooklistNegotiation-expert Fox presents a road map for understanding our inner self and then avoiding common traps as we interact with the world around us in business and everyday life. She explains her seven-step approach, including ldquo;The Big Four Teamrdquo; in all of us: the ldquo;Dreamer,rdquo; our internal CEO who creates possibilities, and sets strategic vision; the ldquo;Thinker,rdquo; our internal CFO who clarifies perspectives, analyzes data, and manages risk; the ldquo;Lover,rdquo; our internal VP of HR who cares about people, feels emotions, and manages; and the ldquo;Warrior,rdquo; our internal COO who brings about performance, takes action, and reaches goals. The author also describes our ldquo;Transformers,rdquo; the inner ldquo;Lookout,rdquo; who signals what is going on inside us (feelings and impulses); the inner ldquo;Captain,rdquo; who coordinates the Big Four and chooses our best next move; and the ldquo;Voyagerrdquo; in all of us, who seeks growth through new experiences and opportunities. Fox reports that the ability to ldquo;lead yourselfrdquo; is todayrsquo;s new leadership requirement, and this timely book is a must-read for library patrons interested in all levels of management. --Mary Whaley ldquo;Winning from Within is bound to change forevermore the way leaders aredeveloped. Its ideas and inspiration will take the business world by storm.rdquo; (Peter Guber, CEO, Mandalay Entertainment, and bestselling author of Tell To Win)From the Back CoverWhether you run a Fortune 500 company or serve as CEO of your household, negotiating effectively is crucial to leading wisely and living well.Leadng and living are a series of constant negotiations. Consider what goes on during your typical week: Can you influence your client to accept your proposal? Will you persuade colleagues to give you the resources you need to finish your project? How will you ask your

neighbor to switch carpool days so that you will finally have time to get to the gym? According to conventional wisdom, a "win-win" outcome is the hallmark of success. However, until now, advice on getting there has overlooked one crucial element. It turns out that the most important negotiations you have, the ones that drive the impact of your leadership and the quality of your life, are the ones you have with yourself. What does negotiating with yourself mean? It's what happens when you want to stay at the office, but also want to keep your promise to the family to get home in time for dinner. Or when one side of you votes to roll the dice and go for your dream job, while another worries about paying the mortgage. It's what you do when one part of you wants to give your relationship every chance to work, while another knows that this time it's really over. When you're of more than one mind about what to do, negotiating with yourself is an essential skill. Should you say yes or no, or should you stall for time? Offer an olive branch or lay down the law? Speak your mind or hold your peace? When you know how to win the tug-of-wars inside of you, then you can "get to yes" in lasting and transformational ways. With honesty, humor, and fresh ideas, *Winning from Within* gives you a clear road map for knowing your inner world and a method for sorting yourself out. Whether you're struggling with a difficult customer or arguing with your spouse, by understanding what leadership and negotiation expert Erica Ariel Fox calls your "inner negotiators," you'll learn to turn breakdowns into breakthroughs. With the insight and tools to get out of your own way, you'll find new avenues to realizing your dreams.