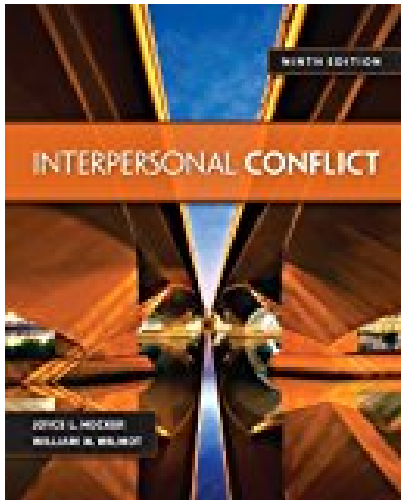


Interpersonal Conflict



BOOK DETAILS

- Author : William Wilmot
- Pages : 400 Pages
- Publisher : McGraw-Hill Education
- Language : English
- ISBN : 0078036933

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BOOK SYNOPSIS

This book explores the process of interpersonal conflict - from the initial decision as to whether or not to confront differences through to how to plan the actual confrontation. It deals extensively with negotiation and, where negotiation proves unsuccessful, with third-party dispute resolution. To avoid destructive or violent behaviour, Donohue emphasizes the importance of keeping conflicts under control and of focusing on the pertinent issues. He argues that the key to managing conflict is to address differences collaboratively so that the parties can create better solutions and, ultimately, strengthen their relationships.

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