



Resolve: Negotiating Life's Conflicts with Greater Confidence

Hal Movius

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If you dread conflict, you're not alone. Research suggests that interpersonal conflict is the biggest daily stressor we face, and most of us go through life avoiding potential conflicts at work and at home, or giving in when we feel pressured.

In *Resolve*, psychologist and negotiation expert Hal Movius shows you how you can handle life's negotiations more effectively and with less stress by developing three distinct types of **confidence**:

- **Mastery**: Confidence in your negotiation skills
- **Awareness**: Confidence in your reasoning
- **Poise**: Emotional confidence

Drawing on decades of research in negotiation and psychology along with more recent advances in social neuroscience, this book delivers science-backed insight and effective tools to boost your confidence in all three critical areas, so you can be more effective in resolving conflicts, from spontaneous flare-ups at home to planned business negotiations.

You'll learn:

- That genuine confidence can be acquired, regardless of personality traits
- How to transform different types of conflicts into negotiations
- How to master the skills and tactics that great negotiators use
- How to cope if you feel yourself becoming flustered in a dispute
- How to recognize and avoid common errors in judgment that we make before, during and after negotiations
- How to deal effectively with aggressive opponents
- How to develop a negotiation practice that works with your particular temperament and personal tendencies

Whether you negotiate for a living or only in your personal life, *Resolve* is the only guide you need to get safely and comfortably to the other side of almost any dispute.

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