



I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need

By Amador Xavier

[Download now](#)

[Read Online](#) 

I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier

They happen every day--those frustrating, circular "I'm right, you're wrong!" arguments. What's 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 don't have to. In *I'm Right, You're 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 that's what people become when you've reached an impasse--to give you what you need. *I'm Right, You're Wrong, Now What* is based on Dr. Amador's 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 roadmap for improving the quality and health of any relationship. LEAP will actually show you how to convince the other person to help you, while increasing mutual respect and trust. Perhaps most importantly, it will help you make that all-important distinction between what you want and what you need. Dr. Amador's LEAP program includes techniques on how to:

- diffuse anger and lower defenses
- get past stubbornness and even denial
- make your opponent ask for your opinion . . . instead of railing against it
- turn adversaries into allies
- create positive and productive relationships

At home, at work and in life, LEAP demonstrates how winning is not about hearing the other person say "You're right," it's about getting him to give you what you need--even when he doesn't agree with you.



[Download I'm Right, You're Wrong, Now What?: Brea ...pdf](#)

 [Read Online I'm Right, You're Wrong, Now What?: Br ...pdf](#)

I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need

By Amador Xavier

I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier

They happen every day--those frustrating, circular "I'm right, you're wrong!" arguments. What's 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 don't have to. In *I'm Right, You're 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 that's what people become when you've reached an impasse--to give you what you need. *I'm Right, You're Wrong, Now What* is based on Dr. Amador's 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 roadmap for improving the quality and health of any relationship. LEAP will actually show you how to convince the other person to help you, while increasing mutual respect and trust. Perhaps most importantly, it will help you make that all-important distinction between what you want and what you need. Dr. Amador's LEAP program includes techniques on how to:

- diffuse anger and lower defenses
- get past stubbornness and even denial
- make your opponent ask for your opinion . . . instead of railing against it
- turn adversaries into allies
- create positive and productive relationships

At home, at work and in life, LEAP demonstrates how winning is not about hearing the other person say "You're right," it's about getting him to give you what you need--even when he doesn't agree with you.

I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier Bibliography

- Sales Rank: #436353 in Books
- Published on: 2008-04-01
- Released on: 2008-05-13
- Original language: English
- Number of items: 1
- Dimensions: 9.25" h x .0" w x 6.13" l, 1.07 pounds
- Binding: Hardcover
- 256 pages



[Download I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier](#)

 [Read Online I'm Right, You're Wrong, Now What?: Br ...pdf](#)

Download and Read Free Online I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier

Editorial Review

Review

"This will be an invaluable tool for anyone who wants to get past 'I'm right and you're wrong!'"? **Gerry Spence, trial lawyer and author of the New York Times best seller How to Argue and Win Every Time**

"With this book, you can learn to win those arguments and find the best way to move forward without burning bridges."? **Jeffrey J. Fox, author of HOW TO BECOME A RAINMAKER and HOW TO BECOME CEO**

"The book is a practical guide to working around and through problems that is useful on many different levels."? **Robert P. Finn, Woodrow Wilson School of Public and International Affairs, Princeton University, and past U.S. Ambassador to Afghanistan**

"It's hard to imagine anyone who couldn't benefit from this practical and empowering guide to making your relationships better."? **Robert L. Leahy, Ph.D., author of The Worry Cure: Seven Steps to Stop Worry from Stopping You, and President, International Association for Cognitive Psychotherapy**

About the Author

Dr. Xavier Amador is an adjunct professor in clinical psychology at Teacher's College, Columbia University in New York City and is on the Board of Directors of the National Alliance for the Mentally Ill (NAMI). A clinical psychologist who treats adults, children, and adolescents in individual, couples and family therapy, he has also been called upon to serve as a forensic expert on such high profile cases as the Unabomber, the Capitol Shooter, Elizabeth Smart, and the Twentieth Hijacker, among others. He is called upon frequently by the media, and has published over 100 peer-reviewed scientific papers. He lives in New York.

Users Review

From reader reviews:

Roberta Petty:

What do you concentrate on book? It is just for students since they are still students or this for all people in the world, exactly what the best subject for that? Simply you can be answered for that query above. Every person has diverse personality and hobby for each other. Don't to be pushed someone or something that they don't would like do that. You must know how great along with important the book I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need. All type of book is it possible to see on many resources. You can look for the internet resources or other social media.

Jennifer Case:

As people who live in the actual modest era should be upgrade about what going on or info even knowledge to make these individuals keep up with the era that is always change and progress. Some of you maybe may update themselves by reading books. It is a good choice for you personally but the problems coming to you

actually is you don't know which you should start with. This I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need is our recommendation to help you keep up with the world. Why, as this book serves what you want and want in this era.

Isidro Wells:

Do you one of people who can't read gratifying if the sentence chained inside the straightway, hold on guys that aren't like that. This I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need book is readable by you who hate those straight word style. You will find the details here are arrange for enjoyable examining experience without leaving even decrease the knowledge that want to give to you. The writer connected with I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need content conveys the thought easily to understand by many people. The printed and e-book are not different in the content material but it just different in the form of it. So , do you still thinking I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need is not loveable to be your top list reading book?

Richard Harden:

The knowledge that you get from I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need is the more deep you digging the information that hide inside words the more you get thinking about reading it. It does not mean that this book is hard to recognise but I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need giving you buzz feeling of reading. The article author conveys their point in a number of way that can be understood simply by anyone who read the item because the author of this book is well-known enough. This particular book also makes your current vocabulary increase well. Making it easy to understand then can go to you, both in printed or e-book style are available. We propose you for having this kind of I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need instantly.

Download and Read Online I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier #GYL50N4OH1S

Read I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier for online ebook

I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier books to read online.

Online I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier ebook PDF download

I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier Doc

I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier MobiPocket

I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier EPub

GYL50N4OH1S: I'm Right, You're Wrong, Now What?: Break the Impasse and Get What You Need By Amador Xavier