



Getting Your Way: Strategic Dilemmas in the Real World

James M. Jasper

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Getting other people to do what we want is a useful skill for anyone. Whether you're seeking a job, negotiating a deal, or angling for that big promotion, you're engaged in strategic thought and action. In such moments, you imagine what might be going on in another person's head and how they'll react to what you do or say. At the same time, you also try to pick the best way to realize your goals, both with and without the other person's cooperation. *Getting Your Way* teaches us how to win that game by offering a fuller understanding of how strategy works in the real world.

As we all know, rules of strategy are regularly discovered and discussed in popular books for business executives, military leaders, and politicians. Those works with their trendy lists of pithy maxims and highly effective habits can help people avoid mistakes or even think anew about how to tackle their problems. But they are merely suggestive, as each situation we encounter in the real world is always more complex than anticipated, more challenging than we had hoped. James M. Jasper here shows us how to anticipate those problems before they actually occur—by recognizing the dilemmas all strategic players must negotiate, with each option accompanied by a long list of costs and risks. Considering everyday dilemmas in a broad range of familiar settings, from business and politics to love and war, Jasper explains how to envision your goals, how to make the first move, how to deal with threats, and how to employ strategies with greater confidence.

Alexander the Great, Genghis Khan, Rosa Parks, Hugo Chávez, and David Koresh all come into play in this smart and engaging book, one that helps us recognize and prepare for the many dilemmas inherent in any strategic action.

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