



## **Hostage at the Table: How Leaders Can Overcome Conflict, Influence Others, and Raise Performance**

*George Kohlrieser, Joe W. Forehand (Foreword)*

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## **Hostage at the Table: How Leaders Can Overcome Conflict, Influence Others, and Raise Performance**

George Kohlrieser , Joe W. Forehand (Foreword)

George Kohlrieser--an international leadership professor, consultant, and veteran hostage negotiator--explains that it is only by openly facing conflict that we can truly progress through the most difficult business challenges. In this provocative book, he reveals how the proven techniques and psychological insights used in hostage negotiation can be applied successfully to any personal or business relationship. Step by step, he outlines the seven key factors that anyone can use to remove the blocks that stand in the way of resolving tough problems and shows how business leaders, in particular, can develop and access the skills they need to create trust and a positive mind-set in their companies.

## **Hostage at the Table: How Leaders Can Overcome Conflict, Influence Others, and Raise Performance Details**

Date : Published June 1st 2006 by Jossey-Bass (first published January 1st 2006)

ISBN : 9780787983840

Author : George Kohlrieser , Joe W. Forehand (Foreword)

Format : Hardcover 252 pages

Genre : Business, Nonfiction, Leadership, Management, Psychology, Self Help, Personal Development



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# From Reader Review Hostage at the Table: How Leaders Can Overcome Conflict, Influence Others, and Raise Performance for online ebook

## Megan says

I first met George in 2012 at an alumni event put on by my business school in Boston. I found him to be an engaging and captivating speaker and lamented the fact that I had not had the privilege of having him as one of my professors during my MBA studies in Switzerland. Many people are taken aback by the title of this book (especially if they skirt the sub-title details), but, indeed, George has made a convincing and practical translation of his skills as a psychologist and a former hostage negotiator to provide some important tools for effectively navigating both the professional/business arena as well as the private/personal journeys of life. His concepts of 'secure bases' and the power of the 'mind's eye' might seem simple on the surface. On the contrary, they are complex and telling when one reflects on them and reviews one's own life and the absence and/or presence of these people ('bases') that have influenced our lives and the power (both negative and positive) of that mind's eye. Both are key factors in the shaping of one's own character and 'chutzpah', as it were, to influence others through time and steer ourselves in the 'right' direction. In contrast with those who did not like the structure of the book, I did find it slightly text-book-ey, but appreciated the short, bullet-point summaries at the end of each chapter. I would definitely recommend this book as it's themes and tools, especially with regard to performance, conflict management and dialogue are all all points where, if focused upon, can only improve our social relations. And, on that note, off to read his follow-up book: 'Care To Dare' which elaborates these concepts even further. P.S. While I haven't (sadly) been able yet to attend, it might be interesting to note that George offers retreats and courses in California (Santa Cruz and Big Sur at the Esalen Institute). Worth checking out.

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## Dorotea Brandin says

I loved this book! George Kohlrieser's life experience comes to nourish a highly insightful vision of communication. We don't have to wait to be taken hostage for real to speak and listen with sincerity! All of us have the capacity to touch each other's common humanity and go beyond the difficulty of our immediate circumstances.

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## Dmitry Kuriakov says

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## Tim Gillen says

Overall, good book, with clear instruction on the power that each individual has, not being a victim to those around them. I have heard George speak in person, and he is quite engaging. As the book wore on, it did hit a few dry spots.

**Andrey Silaev says**

I think it is the best book on psychology and negotiating that I read so far. Can recommend it anyone.

**Niels says**

Very good reminder to look at the positive in things - and not least making sure to bond with goals and people. I liked the secure base/bonding parts.

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### **Alex says**

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### **Eila Zalles says**

Es uno de los libros que más tiempo me ha llevado leer... no porque sea muy largo sino porque es tan intenso, que tenía que ir dosificándolo para poder asimilarlo. George Kohlrieser se ha desempeñado como negociador de rehenes y nos enseña sus mejores técnicas para lograr nosotros mismos rescatarnos de situaciones en las que somos rehenes... no necesariamente físicos, sino de entornos, de relaciones, de emociones... y hasta de nosotros mismos. Es un libro que recomendaría a todos, porque tiene de todo, habla de muchas circunstancias y situaciones que seguramente enfrentaremos a lo largo de la vida. Le pongo sólo cuatro estrellas porque dentro de todo, es un poco largo y puede resultar repetitivo por momentos.

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### **Jorge Reyes says**

George Kohlrieser es un sabio contemporaneo. Como tal, su experiencia y conocimiento práctico nos ayudan a entender procesos complejos de las relaciones humanas, con un lenguaje cercano y entendible que incluyen historias que complementan y aclaran los temas comentados.

George tiene un diálogo profundo con el lector abordando areas como la psicología, la tanatología, las ciencias de la familia, la educación, la afectividad, etc.

El formato que se utiliza para transmitir las ideas es pedagógico, esto facilita su comprensión y aplicación en la vida diaria.

En lo personal puedo decir que es un libro que ha cambiado mi realidad más próxima, me ha hecho reflexionar y sirvió como catalizador de ideas, sentimientos y posiciones vitales que posiblemente había que mejorar.

Un libro atractivo, interesante y necesario para toda persona con educación superior.

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### **Shireen Khan says**

The author led a module for a group I was in and told some mind-flipping stories. I was impressed with his insights and track record. For the past five years, I've been carrying the book around meaning to read it!

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### **Lisa Wei says**

The author shared some solid insights on human behavior/psychology (I especially enjoyed the Mastering

Emotions chapter) and interesting anecdotes peppered throughout but the blandness of his writing made it hard to read more than 20 pages at a time without my mind wandering elsewhere. The repetitive nature of his points also bothered me. I wouldn't recommend this entire book to anyone; all you need to read is the summary at the end of each chapter.

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### **Gala says**

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### **Laura Walin says**

Täytyy myöntää, että lähtökohtaisesi hieman karsastan yhdysvaltalaisia johtamisoppaita, mutta tämä oli hyvä! Toki lähestymistapa on hyvin periamerikkalainen tarinoineen ja lopputtomine uskoineen kehittymisen voimaan, mutta perusteesit ostan. Kirjassa käytin läpi tunneälyn perimmäisiä taitoja niin oman itsen kuin vuorovaikutustilanteiden hallinnan näkökulmasta. Panttivankitilanteista tuttu kiinnityksen konsepti toimii hyvänä lähtökohtana myös työelämän konflikti- ja neuvottelutilanteiden ratkaisemisessa.

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### **Joe Brummer says**

One of the best books on leadership and conflict resolution I have ever read!!

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### **vania says**

E' intitolato "La scienza della negoziazione", ma io di scientifico vi ho trovato ben poco. Anzi. E' tutto estremamente empirico, basato com'è sull'esperienza personale dell'Autore. Quello che è trasferibile nell'esperienza altrui, e quindi riproducibile, è solo un atteggiamento mentale di fondo, di natura assolutamente generale. Ma è sufficiente per poter parlare di "scienza della negoziazione"? Io non direi. Peccato, anche perchè ha un prezzo ben più elevato della media degli e-book.

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