



Transcompetition - Moving Beyond Competition and Collaboration - Trans Competition

By Robbins, Harvey / Michael Finley / Business Week Books

McGraw Hill Pub. / Business Week Books, 1998. Hardcover. Book Condition: New. Dust Jacket Condition: New. 1st Edition. 6-1/2 x 9-1/2 x 1". 1998 Hardcover book in original dustjacket. BRAND NEW from 1998 publisher . Never opened , Never read , Never marked . Jacket now protected in New removable non-stick clear mylar sleeve protector. Gift Giving quality . 251 pages . " defines the right mix of competition and collaboration in a radically changing business environment, with a heavy emphasis on the fields of anthropology, psychology, history, and biology. The goal is to break the cycle of 'winning at all costs' , or of suppressing the individual for the good of the group, while integrating the best of both approaches in an alliance between individuals and organizations. Examples of companies clearly representing these conflicting approaches abound " . Proposes a new management model that combines the best elements of both collaboration and competition. Robbins is a licensed clinical psychologist, and Finley is a business writer whose columns are carried by the Knight Ridder newspaper chain. They document the destructive effects of competition and the often ineffective results of collaboration. Using self assessment , and organizational-assessment tools and examples from...



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