



The Book of Agreement: 10 Essential Elements for Getting the Results You Want

Stewart Levine

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Crafting agreements with others is a fundamental life skill. Unfortunately, we were never taught how to do it. The agreements most people make are incomplete and ineffective—they usually focus on protecting against what might go wrong instead of figuring out how to make things go right. The Book of Agreement offers a new approach. Stewart Levine demonstrates the superiority of "agreements for results" versus "agreements for protection" and outlines ten principles for creating agreements that explicitly articulate desired outcomes and provide a roadmap to achieving them. He includes over thirty specific templates that can be used to create this new type of agreement for results in a variety of organizational and personal contexts.

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