
NEWS FROM

HYPERION

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FOR IMMEDIATE RELEASE:

“Dr. Amador’s LEAP method takes you by the hand and heart and leads you to an understanding that gives you the power to break the impasse and get what you need. This will be an invaluable tool for anyone who wants to get past ‘I’m right and you’re wrong!’ I know of nothing even in the same league.”

—Gerry Spence, trial lawyer and author of the *New York Times* bestseller *How to Argue and Win Every Time*

“Xavier Amador knows what he’s talking about. ‘I’m right, you’re wrong’ happens every day, especially at the office, and 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*

“This practical and insightful book is an invaluable guide to anyone seeking common ground with an adversary and a way to move forward together.”

—Gabriele Borla, Ph.D., International Criminal Court, The Hague

I’m Right, You’re Wrong, Now What?

Break the Impasse and Get What You Need

By Xavier Amador

In his new book, **I’M RIGHT, YOU’RE WRONG, NOW WHAT? Break the Impasse and Get What You Need** (Hyperion; May 13, 2008; \$23.95; Hardcover), Dr. Xavier Amador shows us how to “Get Yes” for the new millennium: how to move beyond impasses with friends, family, colleagues, and even that guy at the cable company.

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We've all had them—those frustrating, circular “I’m right, you’re wrong!” arguments. They happen every day, at work, at home, in conversations with friends, family members, customer service representatives, and the neighbors. You say A, they say Z, and soon you’re stuck wondering how you’ll ever get what you want. Whether right or wrong, one thing is certain: Nothing is ever accomplished when two or more people arrive at a stalemate. Dr. Xavier Amador has spent the last decade creating and refining a revolutionary technique—the LEAP technique—for moving beyond right and wrong in order to achieve a satisfying resolution while preserving relationships. Readers will learn how to:

- Listen reflectively
- Empathize with the other person’s point of view
- Agree on the goals both sides share
- Partner on achieving those goals

Unlike other conflict resolution approaches, Dr. Amador’s is firmly grounded in science while also accounting for differing personalities and intense emotions. Astoundingly clever, these simple steps are useful for any situation, whether it be in the workplace, around the dinner table, or at the car dealership. Most of all, in **I’M RIGHT, YOU’RE WRONG, NOW WHAT?** Amador proves that it is more important to *get it* right than to *be* right.

ABOUT THE AUTHOR: The author of six books, Dr. Xavier Amador is an internationally sought-after speaker, clinical psychologist, and professor at Columbia University Teachers College. He has been interviewed by *Good Morning America*, the *Today* show, *Primetime Live*, *CBS This Morning*, *60 Minutes*, CNN, *The New York Times*, *The Wall Street Journal*, *USA Today*, and many others, on subjects from the psychology of the stock market to how to convince someone in denial to accept help. Dr. Amador is a consultant to numerous companies and government agencies, including the National Institutes of Health. He has more than twenty-five years experience working with adults, families, and couples; his forensic cases include the Unabomber, Abu Ghraib prison, and Zacarias Moussaoui trials. Dr. Amador lives in New York.

I’M RIGHT, YOU’RE WRONG, NOW WHAT?

Break the Impasse and Get What You Need

By Dr. Xavier Amador

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