



Relaciones que funcionan: Cómo entenderte hasta con tu peor enemigo (Spanish Edition)

Ferran Ramón-Cortes, Alex Galofré

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Una herramienta para conocer mejor a los demás, ajustar nuestra relación con ellos y, de esta forma, evitar malentendidos y conflictos

Las personas tenemos estilos diferentes, y esto hace que recibamos la comunicación de forma diferente. Adaptar nuestra comunicación al estilo de la persona a la que nos dirigimos hace que nos podamos entender mejor. Para conseguir una relación positiva entre distintos estilos, necesitamos tender puentes de comprensión y aceptación. Necesitamos entender qué necesita cada estilo y qué debemos evitar. Solo así podremos vencer malentendidos y conflictos.

Relaciones que funcionan parte de la idea de que cada persona posee un estilo de relación con los otros diferente, y que esos estilos se pueden agrupar en cuatro grandes tipologías. A partir de estas tipologías, los autores proponen una metodología para conocer a nuestros interlocutores y adaptar nuestra comunicación a ellos, de forma que sea más persuasiva. El libro también introduce una reflexión sobre cómo nos podemos relacionar con personas que son aparentemente antagónicas a nosotros, dando explicación a incomprensiones y conflictos a los que a veces nos enfrentamos sin comprender cómo se han originado, y menos aún, cómo resolverlos.

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