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Buy on Amazon The author of this book, Deepak Malhotra, is considered by many to be the top expert in the field of negotiation. He teaches executives at Harvard Business School, but you don't have to be a mastermind of business to learn from this essential book.

This is the first of several books that Patrick Forsyth has written in the Pocketbooks Series (see also The Sales Excellence Pocketbook next page) and continues to be a firm favourite with our customers. Negotiation is a skill that you need to learn and practise; The Negotiator's Pocketbook will help you do both. A quickly assimilated, comprehensive guide to the negotiation process, it covers the fundamentals of negotiation, preparation, essential techniques, managing the process and interpersonal behaviour. 'It's the sort of thing you should keep in your car and reread in the car park just before going into a meeting', concluded one magazine reviewer.

This book is designed to act as a handy reference for all elements of any form of negotiation. It contains a planning guide, including key planning tools for both individual and team negotiations, a

framework for execution and review and an overview of some of the key gambits most negotiators face.

Are your customers picking your pocket? Tired of closing (or losing) deals that are all about price? Feel like you've been out-smarted and out-maneuvered by your customers? Is That Your Hand in My Pocket? teaches you how to hold your own when you are up against purchasing and procurement pros. You will learn how to: Deal with the bullies, the screamers, and the intimidators Recognize and respond effectively to buyer tactics Read important non-verbal signals for insights into what the buyer is really thinking Choose the negotiating style most likely to get the deal that you want Understand gender differences in negotiations Get and hold on to power Passing along to you the same skill sets, techniques, and strategies that have saved their Fortune 1000 clients over \$2 billion, authors Ron Lambert and Tom Parker teach you how to hold your own with buyers who are interested only in their bottom line.

A quickly assimilated, comprehensive guide to the negotiation process. Covers the fundamentals of negotiation, preparation, essential techniques, managing the process, and interpersonal behavior.

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

BRAND NEW FOR 2019: A fully revised and updated edition of the quintessential guide to learning to negotiate effectively in every part of your life "A must read for everyone seeking to master negotiation. This newly updated classic just got even better."—Robert Cialdini, bestselling author of Influence and Pre-Suasion As director of the world-renowned Wharton Executive Negotiation Workshop, Professor G. Richard Shell has taught thousands of business leaders, lawyers, administrators, and other professionals how to survive and thrive in the sometimes rough-and-tumble world of negotiation. In the third edition of this internationally acclaimed book, he brings to life his systematic, step-by-step approach, built around negotiating effectively as who you are, not who you think you need to be. Shell combines lively stories about world-class negotiators from J. P. Morgan to Mahatma Gandhi with proven bargaining advice based on the latest research into negotiation and neuroscience. This updated edition includes: This updated edition includes: · An easy-to-take "Negotiation I.Q." test that reveals your unique strengths as a negotiator · A brand new chapter on reliable moves to use when you are short on bargaining power or stuck at an impasse · Insights on how to succeed when you negotiate online · Research on how gender and cultural differences can derail negotiations, and advice for putting relationships back on track

What is it about the great negotiators? How is it they seem to manage to recover from disadvantageous positions? How do they adapt their approach to turn an unpromising start into a value creating deal? And why is it that they never seem to lose their appetite for negotiation? Some of this may be down to genes. There may genuinely be born negotiators but, as far as the rest of us go, it's down to preparation and knowledge; knowledge of how people think and how they behave. Tom Beasor's Great Negotiators is a collection of techniques that illustrate how the most successful negotiators think and behave. Good negotiators are always well prepared and there is a host of tips to help you prepare your strategy and your thinking before an important negotiation. There are also ideas to help you understand the philosophy behind your negotiating approach; to help you handle international negotiations; and to ensure every negotiation is a potential learning experience. Great Negotiators is a treasure trove of ideas from a highly successful international negotiator and trainer.

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