

Negotiation Genius How To Overcome Obstacles And Achieve Brilliant Results At The Bargaining Table And Beyond

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•Negotiate successfully from a position of weakness •Defuse threats, ultimatums, lies, and other hardball tactics •Overcome resistance and “ sell ” proposals using proven influence tactics •Negotiate ethically and create trusting relationships—along with great deals •Recognize when the best move is to walk away •And much, much more

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Overview •Identify negotiation opportunities where others see no room for discussion •Discover the truth even when the other side wants to conceal it •Negotiate successfully from a position of weakness •Defuse threats, ultimatums, lies, and other hardball tactics •Overcome resistance and “ sell ” ...

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Systematic analysis of a very human subject Author gives analytical insight into the mindset of the "negotiation genius" - an individual who uses sound reasoning and empathic behaviour to address rules of engagement when negotiating on almost anything. From the HBR camp, sometimes it lacks readability but as a reference it's extremely valuable for all walks of life looking to uncover the key points on how to negotiate.

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Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond Deepak Malhotra , Max H. Bazerman Bantam Books , 2008 - Business & Economics - 343...

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Negotiation Genius gives you detailed strategies—including talking points—that work in the real world even when the other side is hostile, unethical, or more powerful. When you finish it, you will already have an action plan for your next negotiation. You will know what to do and why.

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> Negotiate successfully from a position of weakness > Defuse threats, ultimatums, lies, and other hardball tactics > Overcome resistance and “ sell ” proposals using proven influence tactics > Negotiate ethically and create trusting relationships—along with great deals > Recognize when the best move is to walk away > And much, much more.

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They are the men and women who know how to-Identify negotiation opportunities where others see no room for discussion.Discover the truth even when the other side wants to conceal it.Negotiate successfully from a position of weakness.Defuse threats, ultimatums, lies, and other hardball tactics.Overcome resistance and "sell" proposals using proven influence tactics.Negotiate ethically and create trusting relationships-along with great deals.Recognize when the best move is to walk away.And ...

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Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond, 2008, 343 pages, Deepak Malhotra, Max H. Bazerman, 0553384112, 9780553384116, Bantam Books, 2008 From two leaders in executive education at Harvard Business School, here are the mental habits and proven strategies you need to achieve outstanding results in any negotiation.

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