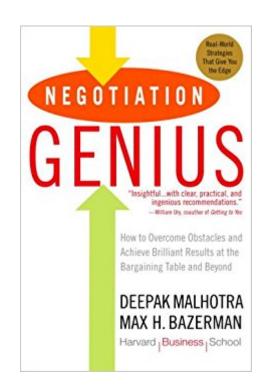
The book was found

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





Synopsis

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. Whether youâ ™ve â œseen it allâ • or are just starting out, Negotiation Genius will dramatically improve your negotiating skills and confidence. Drawing on decades of behavioral research plus the experience of thousands of business clients, the authors take the mystery out of preparing for and executing negotiationsâ "whether they involve multimillion-dollar deals or improving your next salary offer. What sets negotiation geniuses apart? They are the men and women who know how to:â ¢ldentify negotiation opportunities where others see no room for discussionâ ¢Discover the truth even when the other side wants to conceal itâ ¢Negotiate successfully from a position of weaknessâ ¢Defuse threats, ultimatums, lies, and other hardball tacticsâ ¢Overcome resistance and a cesella • proposals using proven influence tacticsa eNegotiate ethically and create trusting relationshipsâ "along with great dealsâ ¢Recognize when the best move is to walk awayâ ¢And much, much more This book gets a cedown and dirty. a • It gives you detailed strategies a "including" talking pointsa "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. You will also begin building your own reputation as a negotiation genius.

Book Information

Paperback: 352 pages Publisher: Bantam; Reprint edition (August 26, 2008) Language: English ISBN-10: 0553384112 ISBN-13: 978-0553384116 Product Dimensions: 6 x 0.7 x 9 inches Shipping Weight: 11.4 ounces (View shipping rates and policies) Average Customer Review: 4.6 out of 5 stars Â See all reviews (107 customer reviews) Best Sellers Rank: #13,219 in Books (See Top 100 in Books) #24 in Books > Business & Money > Management & Leadership > Negotiating #210 in Books > Business & Money > Business Culture > Motivation & Self-Improvement #228 in Books > Business & Money > Management & Leadership > Motivational

Customer Reviews

Good negotiators are methodical, so it's not surprising that this book takes a methodical approach.

For example, it's laid out in three parts that are naturally sequential. Each part consists of chapters in progressive order. This structure helps the reader absorb the material rapidly. Not everyone is comfortable with a methodical approach or a structured way of thinking. But unstructured thinking and haphazard approaches put a very low ceiling on performance in negotiation and in many other disciplines. The book itself exudes the methodical approach and structured thinking that are key to good negotiating. The authors obviously take their own medicine. You may have read a new book in which the author claims to have the insight everyone else is missing and then contradicts what came before. Diet books are notorious for that. Fortunately, Negotiation Genius builds on the existing body of knowledge. Having read other books on the topic of negotiation, I was pleased to find that this book is consistent with the established literature while also providing new insight. Three things I found especially helpful were in Part III, "Negotiating in the Real World." There were: Chapter 9: Confronting Lies and Deceptions. Many of the strategies espoused in negotiation books, seminars, and courses work well if the other party is negotiating in good faith and trying to work with you. But even small, unintended deceptions (they believe it, even if it isn't true) can easily undermine otherwise brilliant strategies. A good negotiator doesn't use any particular strategy in isolation. A negotiation genius goes a step further, by using strategies specifically targeted at uncovering lies and deceptions, then using other strategies to overcome them with the best outcome in mind.

Download to continue reading...

Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond Business Negotiation: 20 Steps To Negotiate With Results, Making Deals, Negotiation Strategies, Get What You Want, When You Want It, Achieve Brilliant Results, Negotiation Genius, Leadership Bargaining for Advantage: Negotiation Strategies for Reasonable People 2nd Edition Bargaining for Advantage: Negotiation Strategies for Reasonable People The Joy of Eating Well: A Practical Guide to- Transform Your Relationship with Food- Overcome Emotional Eating- Achieve Lasting Results The Genius of Opposites: How Introverts and Extroverts Achieve Extraordinary Results Together The Mental Game of Writing: How to Overcome Obstacles, Stay Creative and Productive, and Free Your Mind for Success Adrenal Fatigue: Overcome Adrenal Fatigue Syndrome With The Adrenal Reset Diet. How To Reduce Stress, Anxiety And Boost Energy Levels And Overcome Adrenal Fatigue Syndrome Your First Year in Network Marketing: Overcome Your Fears, Experience Success, and Achieve Your Dreams! Positive Intelligence: Why Only 20% of Teams and Individuals Achieve Their True Potential AND HOW YOU CAN ACHIEVE YOURS Common Core Achieve, Reading And Writing Subject Module (BASICS & ACHIEVE) Common Core Achieve, Social Studies Subject Module (BASICS & ACHIEVE) Leading Physicians through Change : How to Achieve and Sustain Results Creating a Kaizen Culture: Align the Organization, Achieve Breakthrough Results, and Sustain the Gains Hug Your Customers: The Proven Way to Personalize Sales and Achieve Astounding Results 5% More: Making Small Changes to Achieve Extraordinary Results Zero Resistance Selling: Achieve Extraordinary Sales Results Using the World-Renowned Techniques of Psycho-Cybernetics Sales & Operations Planning RESULTS: Find, Measure, and Manage Results Throughout Your Supply Chain Labor Relations and Collective Bargaining: Private and Public Sectors (10th Edition) Labor Relations and Collective Bargaining: Cases, Practice, and Law (8th Edition)

<u>Dmca</u>