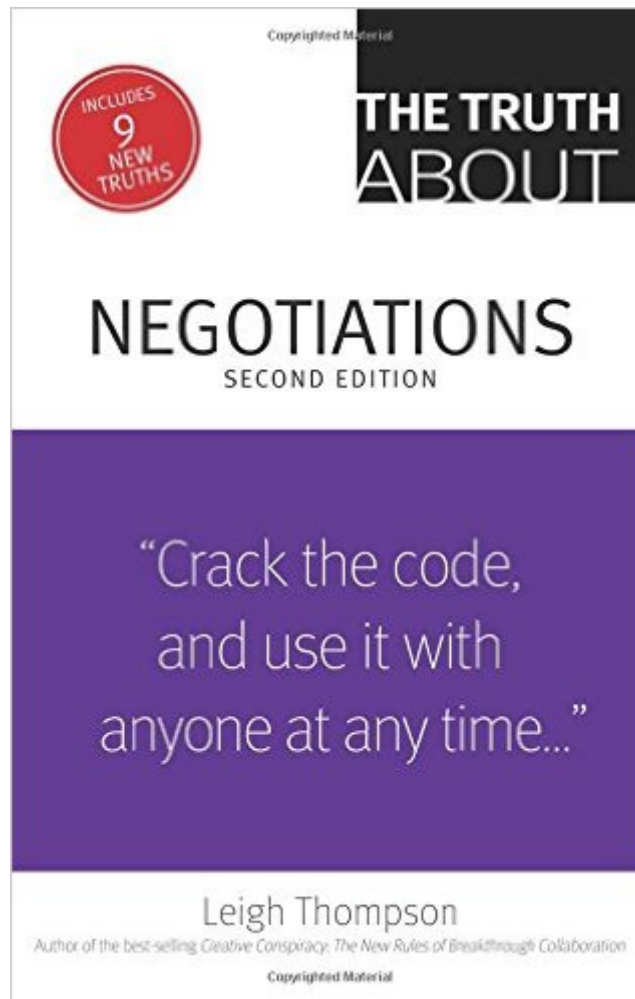


The book was found

The Truth About Negotiations (2nd Edition)



Synopsis

Learn to be a world-class negotiator: get what you want and need out of any negotiation! Here, top negotiations expert Leigh Thompson brings together 50+ proven negotiation principles and bite-size, easy-to-use techniques that work! Now fully updated, this edition contains brand-new • for negotiating successfully across generations and cultures, negotiating in virtual environments, and more. Thompson provides realistic game plans that work in any negotiation situation and shows how to create win-win deals by leveraging carefully collected information.Â Thompson also helps you effectively lay claim to part of the win-win goldmine, and more. Youâ™ll learn how to handle less-than-perfect situations, such as getting called on a bluff, establishing trust with someone you donâ™t trust, recognizing when to walk away, negotiating with people you donâ™t likeÂ ” and conversely, negotiating with people you love. Thompson guides you every step of the way, helping you plan strategy, understand your âœbest alternative to a negotiated agreement,â • make the first offer, control the process (and your emotions), resolve difficult disputes, and achieve the goals that matter most.

Book Information

Series: Truth About

Paperback: 240 pages

Publisher: FT Press; 2 edition (July 8, 2013)

Language: English

ISBN-10: 0133353443

ISBN-13: 978-0133353440

Product Dimensions: 5.4 x 0.8 x 8.4 inches

Shipping Weight: 12.6 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 starsÂ Â See all reviewsÂ (9 customer reviews)

Best Sellers Rank: #183,597 in Books (See Top 100 in Books) #206 inÂ Books > Business & Money > Management & Leadership > Negotiating #913 inÂ Books > Business & Money > Skills > Communications

Customer Reviews

Good text that gets right to the point instead of thousands of "fluff" words added. Working on my 2nd masters degree now, and this is one of the few texts that I actually sat down and read every assignment fully rather than just skim through and hit the highlights.If all non technical texts were written like this, they would be much more effective!

I read this book for an international business negotiation course for an MBA and found very helpful in preparing for face to face simulated negotiations. I look forward to using it in business and life in general

Very refreshing take on an age-old topic. I read it before going into a complicated negotiation and changed my strategy. End result was a greatly expanded pie and positive relationship across the table. Thank you.

Great book. Quick read. Skillful negotiation goes far beyond work and is a useful life skill. This book was so helpful I bought a copy for each of my kids.

Great book. Very practical. Straight forward. A good reference and refresher for those involve in negotiations professionally.

[Download to continue reading...](#)

The Truth About Negotiations (2nd Edition) Dealmaking in the Film & Television Industry: From Negotiations to Final Contracts, 3rd Ed. Back Channel to Cuba: The Hidden History of Negotiations Between Washington and Havana Biotechnology Venture Capital Valuations: Leading VCs on Deal Structures, Negotiations, and Best Practices for Current and Future Rounds of Financing (Inside the Minds) The Truth about Alcohol (Truth about (Facts on File)) Finder Volume 5: Truth in the View Finder (Yaoi) (Finder: Truth in the Viewfinder) The Study Abroad Truth: You Might Just Discover Yourself, What You Need to Know Before, During, and After Your Journey! 2nd Edition Learning the Korn Shell (2nd Edition) 2nd (second) Edition by Robbins, Arnold, Rosenblatt, Bill (2002) Testing Computer Software, 2nd Edition by Kaner, Cem, Falk, Jack, Nguyen, Hung Q. 2nd (second) edition [Paperback(1999)] Murach's Java Servlets and JSP, 2nd Edition by Andrea Steelman, Joel Murach 2nd (second) edition [Paperback(2008)] The Wonderful World of Horses - 2nd Edition - Adult Coloring / Colouring book: Beautiful Horses to Color - 2nd Edition with revised and additional illustrations Wordly Wise 3000 Grade K - 2nd Edition (Wordly Wise 3000 2nd Edition) The Internet Kids & Family Yellow Pages (2nd Ed) / The Internet Kids and Family Yellow Pages (2nd Ed) I Love to Tell the Truth: English Korean Bilingual Edition (English Korean Bilingual Collection) (Korean Edition) The Truth About Stacey: Full-Color Edition (The Baby-Sitters Club Graphix #2) Truth of the Heart: An Anthology of George Fox, Revised Edition Total Truth (Study Guide Edition): Liberating Christianity from Its Cultural Captivity Belly Laughs, 10th anniversary edition: The Naked Truth

about Pregnancy and Childbirth The Truth About Money 4th Edition I Love to Tell the Truth (chinese english bilingual,chinese children stories,mandarin kids books): mandarin childrens books,bilingual chinese (Chinese English Bilingual Collection) (Chinese Edition)

[Dmca](#)