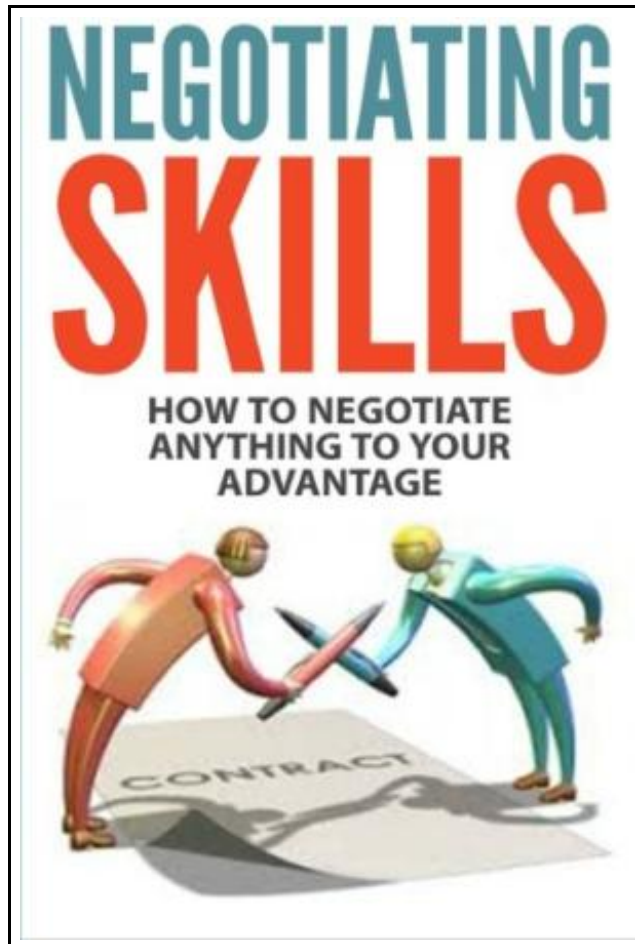


Negotiating Skills: How to Negotiate Anything to Your Advantage



Filesize: 4.7 MB

Reviews

Very helpful to all class of folks. Better then never, though i am quite late in start reading this one. You can expect to like just how the blogger create this pdf.

(Mandy Larson)

NEGOTIATING SKILLS: HOW TO NEGOTIATE ANYTHING TO YOUR ADVANTAGE



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Createspace Independent Publishing Platform, United States, 2014. Paperback. Book Condition: New. 214 x 149 mm. Language: English . Brand New Book ***** Print on Demand *****.Negotiation is a practice that not everyone approves of it. There are those who hate it because they think it is too confrontation or simply they don't want to be bothered. This book will show you how negotiations in everyday transactions do not necessarily have to be confrontational, instead they can be fun. Becoming a master negotiator therefore requires that you develop certain qualities such as problem solving abilities, confidence and the flexibility to change tactic during the negotiation process. Practice always makes perfect and the more time and resources you put into the negotiation planning, the higher the chances that you will succeed and get what you want. Remember that you are not the only one on the negotiation table but rather a party to a wide range of interests and perspectives. Try to accommodate the views and concerns of the other people by listening carefully to what they are saying. Do not try to win every argument because this can make you look aggressive and rude from the perspective of your opponent. On the contrary, strive to make your argument reasonable and fair across the board. The guidelines illustrated in this book will teach you a new way of dealing with people regardless of how difficult or insensitive they are. You will become a better negotiator in both the simple and complex day-to-day negotiations that many people fear. In a negotiation process, every person is significant and there is no ultimate decision maker. Do not dictate what needs to be done and the perspective to be followed. Instead, win people over to your side through the simple tactic of communication skills. Be...



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