

Use the Power of Arguing to Win Your Next Negotiation: How to Develop the Skill of Effective Arguing in a Negotiation in Order to Get the Best Possible Outcome (Paperback)



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Reviews

It is in a single of the most popular publication. It is loaded with wisdom and knowledge I am effortlessly will get a delight of studying a published book.

(Aisha Swift)

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Createspace Independent Publishing Platform, United States, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. As individuals we have a tendency to shy away from getting involved in arguments. We view them as being confrontational and filled with emotions. However, when it comes to negotiating and when we have a different view of the world than the other side of the table, it turns out that a little bit of arguing might be just what the doctor ordered. What You ll Find Inside: 6 THINGS A SALES NEGOTIATOR NEEDS TO KNOW ABOUT USING THREATS DURING A NEGOTIATIONGET WHAT YOU WANT BY BRINGING A PURPLE MONKEY TO YOUR NEXT NEGOTIATIONLEGAL INTIMIDATION: 5 WAYS TO DEFEND AGAINST ITNEGOTIATORS NEED TO LEARN HOW TO DEAL WITH EXPERTSEvery negotiation is a fast flowing affair. This means that a skilled negotiator knows to not make up his or her mind too early on in the negotiations so that they can remain flexible and open to new ideas. If we get backed into a corner during the negotiations, we may consider using threats to work our way out. However, as with everything in life, there are ramifications to using threats. The good news about a negotiation is that as a negotiator you don t have to be perfect. This means that you are not required to know everything. Additionally, during the negotiation if it suits you, you can act irrationally. Do be careful about coming across as being too smooth of a negotiator because if you do, then nobody will like you. During a negotiation you ll have many decisions that you ll have to make. Taking the high ground is one that always seems to pay off. Using standards to back up your position can help establish your credibility....

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