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Based on the title, this work is great as 101 introductory to the key concept of negotiation. flag Like · see review Ahmet Emin rated it really liked it

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It is critical when negotiating that you ask relevant questions and listen. You need to focus more on the other side than yourself. Here are six basics of negotiation: 1. Be Prepared. Know about the party you will be negotiating with; Take advantage of your strengths and of their weaknesses

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Take a moment to brainstorm all possible alternatives to the negotiations. Out of all the ideas generated, choose a few to develop into concrete plans. Then assess which out of the developed plans is the best for your situation and select your best alternative. The more attractive the alternative, the more power you will have during the negotiations.

Negotiation 101 for dummies: 5 ways to negotiate like a pro

Negotiating 101: From Planning Your Strategy to Finding a Common Ground, an Essential Guide to the Art of Negotiating (Adams 101) Hardcover – June 6, 2017. by Peter Sander (Author) 4.5 out of 5 stars 14 ratings. Part of: Adams 101 (46

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Planning your negotiation strategy should always come before selecting negotiating tactics. Your negotiation strategy serves as the foundation for the approach and techniques that you use to achieve your goals. According to Dr. Chester L. Karrass, there are nine key building blocks of negotiation strategy: Power sources and limits; Product and market strategy; both-win negotiation strategy; Short- and long-term relationships

Planning your negotiation strategy. - Karrass

Negotiating 101: From Planning Your Strategy to Finding a Common Ground, an Essential Guide to the Art of Negotiating.

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[Peter J Sander; Fred Sanders] -- Negotiating 101 provides strategies to simplify the negotiation process and give you the skills for a successful outcome.

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