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The Elite Negotiator - 2nd Ed: The Ultimate Guide for Negotiating Like a Pro (Paperback)

By Eugeniu D Mihai

Createspace, United States, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. The Elite Negotiator is a very simple, concise, yet powerful and effective guide and set of tools to help you get the outmost from each and every negotiation. The author tried, tested and successfully applied these tools and techniques in tens of negotiations, from small ones to very large ones! And they really work! You will achieve excellent results in all your negotiations; and, even more important, your negotiations will live through to completion and will not break up during the implementation. The structure of the book is very simple, following the 3 key steps of any negotiation: - Negotiation Preparation, - Negotiation Meeting(s), - Deal Implementation. Next chapter covers nine special topics regarding negotiation: - The negotiation over the phone - Ethics in negotiation - Negotiating with difficult personalities - Team negotiation - Surviving the producer - retailer negotiation - When all Hell breaks loose - Differentiating yourself - Top negotiation mistakes - The myth of winning in negotiation Last chapter is dedicated to some recommendations of further sources of information on the topic of negotiation.



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