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Negotiation: How to Craft Agreements That Give Everyone More

By Gavin Presman

Icon Books Ltd, United Kingdom, 2016. Paperback. Book Condition: New. 198 x 129 mm. Language: English . Brand New Book. Gavin s insightful teaching should be available to all Bruce Daisley, VP Europe, Twitter Think negotiation is a boardroom battlefield? Think again. We all need to negotiate in our professional and personal lives, but negotiation doesn t have to be a fight to get what you want. In fact, you ll create better deals and better relationships through collaboration. In Negotiation, Gavin Presman shares his ethical and mutually-beneficial approach, showing you how to prepare for and engage in every negotiation to achieve better results for yourself and others - whether you re drawing up a contract with a new client, buying a house or, often the trickiest of all, settling family disagreements. With step-by-step guidance, illustrative examples and checklists to refer back to, this is a practical and empowering guide that will improve the negotiating skills of any reader, enhancing personal and professional relationships in the process.

Reviews

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