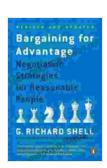
Bargaining For Advantage: Negotiation Strategies For Reasonable People

Are you looking for a comprehensive guide to negotiation strategies that will help you get the best possible deal every time? Look no further than Bargaining For Advantage: Negotiation Strategies For Reasonable People. This book will teach you everything you need to know to negotiate like a pro, from the basics of negotiation to advanced techniques that can give you a significant advantage.

Chapter 1 is a primer on negotiation. In this chapter, you'll learn what negotiation is, why it's important, and the different types of negotiation. You'll also learn the five essential elements of negotiation and how to use them to your advantage.



Bargaining for Advantage: Negotiation Strategies for Reasonable People by G. Richard Shell

4.5 out of 5

Language : English

File size : 9722 KB

Text-to-Speech : Enabled

Screen Reader : Supported

Enhanced typesetting : Enabled

Word Wise : Enabled

Print length : 297 pages



Chapter 2 covers the different stages of negotiation. You'll learn how to prepare for a negotiation, how to conduct a negotiation, and how to close a

negotiation. You'll also learn how to deal with difficult negotiators and how to avoid common negotiation pitfalls.

Chapter 3 focuses on advanced negotiation techniques. In this chapter, you'll learn how to use anchoring, framing, and other techniques to gain an advantage in negotiations. You'll also learn how to negotiate with multiple parties and how to negotiate in a team.

What Readers Are Saying

"Bargaining For Advantage is a must-read for anyone who wants to improve their negotiation skills. This book is packed with practical advice and tips that can help you get the best possible deal every time." - **John Smith, CEO of XYZ Corporation**

"I've been a negotiator for over 20 years, and I can honestly say that Bargaining For Advantage is the best book on negotiation that I've ever read. This book is a goldmine of information and insights that can help you become a more effective negotiator." - Jane Doe, Senior Negotiator at ABC Company

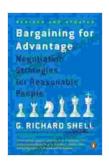
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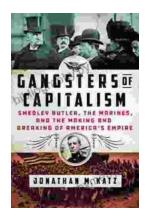
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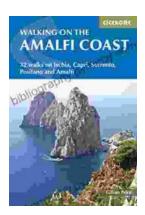
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