



Getting What You Want in a Negotiation by Learning How to Signal: How to Develop the Skill of Effective Signaling in a Negotiation in Order to Get the Best Possible Outcome (Paperback)

By Jim Anderson

Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.When we sit down to negotiate, we are really entering into a very specialized conversation with the other side of the table. We have a set of goals and they have their own set of goals. The purpose of the negotiation conversation is to find out if there is a way that the needs of both sides of the table can be met. What You ll Find Inside: DEMANDS DEADLINES: YOUR TWO BEST FRIENDS SAY HELLO TO THE BOGEY-MAN - A NEGOTIATOR S BEST FRIEND NEGOTIATION FIRESTARTER: THE TAKE IT OR LEAVE IT TACTIC NEGOTIATING SELF DEFENSE: COUNTERING THE REVERSE AUCTION TACTIC In order to find ways to move the negotiation forward, the other side is going to have to understand what we are trying to accomplish. They are going to have to know when something is important to us and when we really don t care about something. It is our obligation to communicate our intentions to the other side. The way that we communicate what we want is by signaling to them. Signals are rarely spoken words. Instead, we need...



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This is the very best book i actually have read till now. It is loaded with knowledge and wisdom I am just easily could get a satisfaction of reading a created ebook.

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