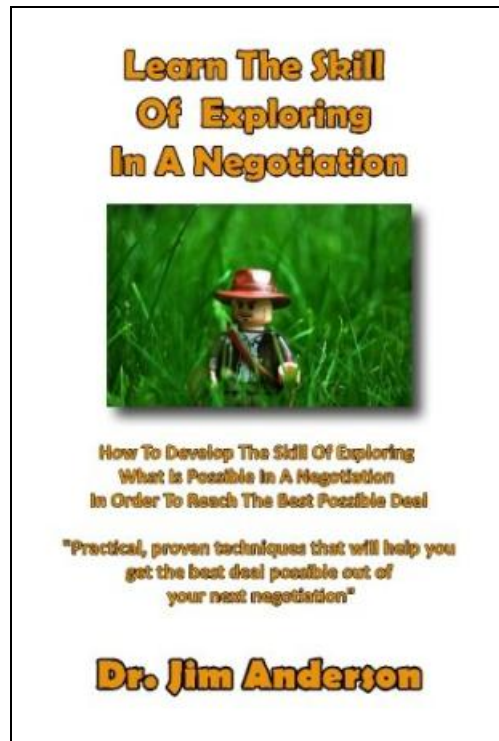


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CreateSpace Independent Publishing Platform. Paperback. Condition: New. This item is printed on demand. 62 pages. Dimensions: 9.0in. x 6.0in. x 0.1in. When you start a negotiation, there is a great deal that you don't know. No matter how much homework and research that you've done in order to better understand the other side of the table and their position, there will always be things that you don't know. What You'll Find Inside: GOT TO KEEP EM SEPARATED ROLES IN NEGOTIATING YOU WANT A BARGAIN LEARN HOW OTHER CULTURES BARTER FUNNY MONEY AINT SO FUNNY WHEN ITS YOUR MONEY TESTING THE WATERS: DOES THE OTHER SIDE REALLY MEAN THAT This means that there will be a great deal that you will have to learn while the negotiation is going on. In order for this to happen, you are going to have to master the skill of exploring what is possible during the negotiation. Your goal during the negotiation has to be to use your exploring skills to seek understanding and possibility. You'll never know what the other side is going to be willing to agree to until you ask them. A key part of developing your negotiating exploring skills is to understand the different roles in every negotiation. Who has what roles may be influenced by the different cultures that are involved in your negotiations. If you don't take the time to fully explore what is possible in your negotiation, then you may not be able to reach a deal with the other side. All too often in today's business environment we read about major deals falling apart. We need to study these events and understand why they happened and how we can avoid a similar fate. There are vast arrays of negotiating tools that are available to you in order to...

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