

You Can Negotiate Anything

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the summary of you can negotiate anything anything you want you got it presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary the summary of the book you can negotiate anything from 1980 demonstrates that negotiations are present in all aspects of life and that it is essential to have the skills and understanding to deal with the situations that arise during negotiations this book outlines the primary factors that affect the success of a negotiation as well as methods of negotiating that result in a win-win situation for both parties you can negotiate anything summary includes the key points and important takeaways from the book you can negotiate anything by herb cohen disclaimer 1 this

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over one million copies sold and nine months on the new york times bestseller list for readers of the bestsellers atomic habits and never split the difference this bestselling classic will teach you to hone your intuition to effectively communicate and negotiate making sure you win every time these groundbreaking methods will yield remarkable results yes you can win master negotiator herb cohen has been successfully negotiating everything from insurance claims to hostage releases to his own son s hair length and hundreds of other matters for over five decades ever since coining the term win win in

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yes you can win master negotiator herb cohen has been successfully negotiating everything from insurance claims to hostage releases to his own son s hair length and hundreds of other matters for over five decades ever since coining the term win win in 1963 he has been teaching people the world over how to get what they want in any situation in clear accessible steps he reveals how anyone can use the three crucial variables of power time and information to always reach a win win negotiation no matter who you re dealing with cohen shows how every encounter is a negotiation that matters with the tools and skill sets he has devised honed and perfected over countless negotiations the power of getting what you deserve is now a practical necessity you can fully master

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in this long awaited book bestselling author cohen offers a new and humorous look at the art and practice of negotiation in the 21st century

herb cohen believes the world is a giant negotiating table with this approach cohen shows that negotiating is a process you can understand and predict and most importantly that it is a practical skill you can learn and improve upon

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problematic areas this book will teach you about the game of negotiation and to play to win without stepping on other people the goal is win win by getting what you want and likewise making sure the other parties don't lose either this book will level up your game and it will help you see negotiations as an exchange of values rather than manipulation and one upmanship you will learn the following prepare yourself for negotiation tools for successful negotiation building your negotiation process set goals limits be a good listener be clear communication a key skill of a good negotiator stay calm while conducting the meeting push the pause button closing the deal putting your ideas into action handling all types of negotiations effective ways to improve your negotiation skills elements of successful negotiating skills international negotiations negotiations among men women negotiation over the phone and the internet elements influencing the negotiation process setting your goals and planning to achieve them envisioning your future making a commitment identifying your values planning ways to achieve your vision the 3 year plan maximizing gains must be your main aim behind the negotiations dressing for success mapping the opposition gathering information setting a good goal setting the opening offer setting enforcing limits components for a successful business negotiation how to convey your message to the other person when you have decided to walk away the role of listening in the negotiation process strategies to succeed with difficult customers during negotiation asking the right questions battling the jargon guidelines to ask quality questions role of body language while listening tune in with your inner voice being crystal clear by expressing your views organizing your thoughts keep your commitments write it down encouraging others to clarify capturing the audience barriers to clarity turn off the anger buttons by pushing the pause buttons human beings are full of emotions responses your attitude plays a big role during a negotiation dealing with discouragement dealing with difficult situations and people things that can help you enhance your negotiation outcomes closing the deal the glory moment assessing the deal win win deals psychological barriers to closing and much much more benefit and download this book today tags best

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from the director of the mediation clinic at columbia law school this book shows that by asking better questions you get better answers and better results from any negotiation

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