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people to say yes

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Written by negotiation expert Jeff Weiss, the HBR Guide to Negotiating provides a disciplined approach to finding a solution that works for everyone involved. Using a seven-part framework, this book delivers tips and advice to move you from a game of concessions and compromises to one of collaboration and creativity, resulting in better outcomes and better working relationships.

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Full Book Name: HBR Guide to Negotiating (HBR Guide Series)

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Both Malhotra and Jeff Weiss, a partner at Vantage Partners, a consultancy specializing in corporate negotiations, and author of the HBR Guide to Negotiating, point to research that suggests that...

~~Setting the Record Straight on Negotiating Your Salary~~

Introduction: Negotiation is about creativity, not compromise. 1. The Seven Elements Tool: Carefully define your measure of success. Section 1: Before You Get in the Room: The best

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negotiator is the most prepared one. 2. Question Your Assumptions About the Negotiation: Develop new, more empowering expectations. 3.

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Map out all the players involved in the negotiation, and recognize that saving face will be even more important if a negotiator has to take a solution back to certain constituents. When a hidden...

~~To Succeed in a Negotiation, Help Your Counterpart Save Face~~

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