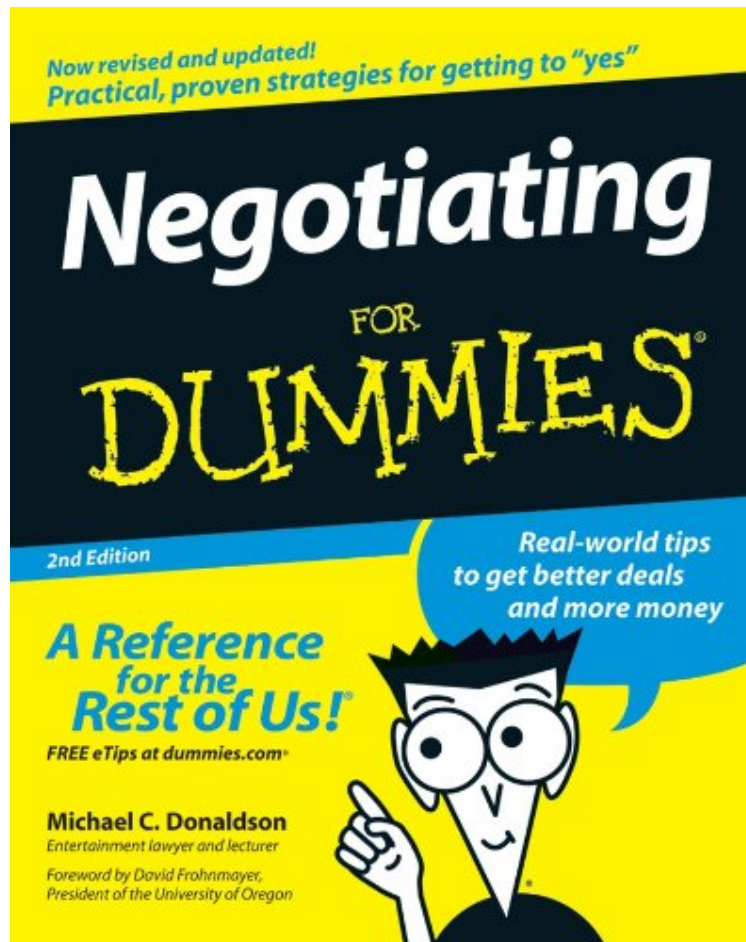


Negotiating For Dummies

Donaldson

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Donaldson : Negotiating For Dummies before purchasing it in order to gage whether or not it would be worth my time, and all praised Negotiating For Dummies:

0 of 0 people found the following review helpful. Really helpful materialBy Tim
Needing a more modern take on things, but a lot of this material is timeless. It's a great resource that should be taught to public school students more than the trivial crap we're cramming down their throats now. The only advice is that you read it with the intentions of tailoring the advice to your needs. Great read and in a great format, I refer to it almost DAILY considering my career in sales
0 of 0 people found the following review helpful. WORTH THE READBy Jessica Rasbach
MY HUSBAND LOVES THE BOOK
0 of 0 people found the following review helpful. Four StarsBy Pen name
Contains much useful information on the subject

People who can't or won't negotiate on their own behalf run the risk of paying too much, earning too little, and always feeling like they're getting gypped. Negotiating For Dummies, Second, Edition offers tips and strategies to help you become a more comfortable and effective negotiator. And, it shows you negotiating can improve

many of your everyday transactions—everything from buying a car to upping your salary. Find out how to:
Develop a negotiating style Map out the opposition Set goals and limits Listen, then ask the right question Interpret body language Say what you mean with crystal clarity Deal with difficult people Push the pause button Close the deal
Featuring new information on re-negotiating, as well as online, phone, and international negotiations, *Negotiating for Dummies, Second Edition*, helps you enter any negotiation with confidence and come out feeling like a winner.

While this book holds many business applications, it shouldn't be limited to business alone: chapters cover a variety of applications and cover all angles of business negotiation skills and their applications to real life. From developing listening abilities to drawing lines and setting goals, this packs in valuable hints. -- Midwest Book From the Back Cover
New info on phone, online, and international negotiations Get what you want in business and in life with top negotiation tactics Need to know how to negotiate? This fun, practical guide offers expert advice on communicating clearly and effectively in everyday situations — from buying a car to getting a job and more. You'll master the six basic skills of successful negotiating, develop a plan, handle hot-button issues, and know when and how to close the deal. Discover how to Set clear negotiating goals Get your point across Be a better listener Deal with difficult people Achieve win-win solutions Renegotiate when circumstances change
About the Author Michael C. Donaldson is an ex-Marine. As a 1st Lieutenant, he was selected to be Officer-In-Charge of the first Marine ground combat unit in Vietnam. He went on to earn his law degree from the University of California at Berkeley (Boalt Hall) where he was student body president. He raised his three lovely daughters (Michelle, Amy, and Wendy) as a single parent and is now the proud grandfather of two healthy and happy grandsons (Soul and Caden). He is an avid skier, worldwide hiker, and award-winning photographer. He competed in the Senior Olympics in Gymnastics, winning gold medals for the parallel bars in 1996, 1997, and 1998 and a silver medal for rings in 1998. In his successful entertainment law practice, Michael represents writers, directors, and producers. He was co-chairman of the Entertainment Section of the Beverly Hills Bar Association and is listed in *Who's Who of American Law*. His book *Clearance and Copyright* is used in 50 film schools across the country. Michael travels extensively to universities, annual meetings, and corporate headquarters throughout the United States, Asia, and Europe to lead workshops on the topic of negotiating. His expertise, developed over a lifetime of experience and learning, makes him a highly sought-after speaker. Michael's expansive knowledge of negotiating coupled with his energetic and engaging style delivers powerful results to each seminar attendee.