



HBR Guide to Negotiating

By Jeff Weiss

Audible Studios on Brilliance, 2016. CD-Audio. Condition: New. Unabridged. Language: English. Brand New. Forget about the hard bargain. Whether you re discussing the terms of a high-stakes deal, forming a key partnership, asking for a raise, or planning a family event, negotiating can be stressful. One person makes a demand, the other concedes a point. In the end you settle on a subpar solution in the middle - if you come to any agreement at all. But these discussions don t need to be win-or-lose situations. 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. You Il learn how to: Prepare for your conversation Understand everyone s interests Craft the right message Work with multiple parties Disarm aggressive negotiators Choose the best solution.



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