



The Art of Negotiating: How to Get Yours in Life (Paperback)

By Ted Dawson

Createspace, United States, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Negotiation occurs in all aspects of our lives and has been an integral part of human relationships since ancient times. Improving our ability to negotiate is a skill that is relevant to everyone and can be applied to personal relationships, work issues, and even day-to-day communication as well as the more obvious arenas for negotiation such as business. The Art of Negotiation will effortlessly guide you through the various aspects of how to become more skilful and successful in your interactions with others as it illuminates and informs readers on key aspects such as how to identify and respond to different forms of negotiation. Various strategies and tactics employed during negotiations are discussed both in terms of how we can best use them and how we can defend ourselves if they are being used against us. By gaining an awareness of these key aspects of effective negotiation we immediately find ourselves in a better position to begin our negotiations, whatever they may be. With clear and concise information on how to engage in effective communication to successfully achieve your goals, this book enables...



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