



Negotiate Like the Pros: A Top Sports Negotiator's Lessons for Making Deals, Building Relationships, and Getting What You Want (Hardback)

By Kenneth L. Shropshire

McGraw-Hill Education - Europe, United States, 2008. Hardback. Condition: New. Language: English . Brand New Book. If you're looking to build your deal-making chops, there is no better school than the world of professional sports. Few authors are as qualified to guide you through that rough-and-tumble terrain as Ken Shropshire. From the Fortune 500 to the NFL, from Don King to big city mayors, Ken has negotiated major sports deals across the country and around the world. He's also one of today's most sought-after negotiating coaches, with clients ranging from the National Collegiate Athletic Association to IBM. In *Negotiate Like the Pros*, Ken tells the stories behind some of the most sensational sports deals of all time and extracts powerful lessons from them on the skills you need to master to become a top-notch dealmaker. You'll learn how to: Prepare and Set Agendas: Peter Ueberroth's negotiation with Fidel Castro during the Soviet boycott of the 84 Olympics Know Your Negotiating Style and Play to Your Strengths: Why NFL coach Bill Walsh stresses sticking with your style Set Goals: the \$60 million deal Daiuske Dice-K Matsuzaka cut with the Boston Red Sox in 2006 Leverage: from...



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This ebook is definitely not straightforward to start on looking at but really enjoyable to learn. It usually will not charge excessive. It is extremely difficult to leave it before concluding, once you begin to read the book.

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A brand new e book with an all new point of view. I have got read and i am sure that i am going to likely to read through once more once more in the future. It is extremely difficult to leave it before concluding, once you begin to read the book.

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