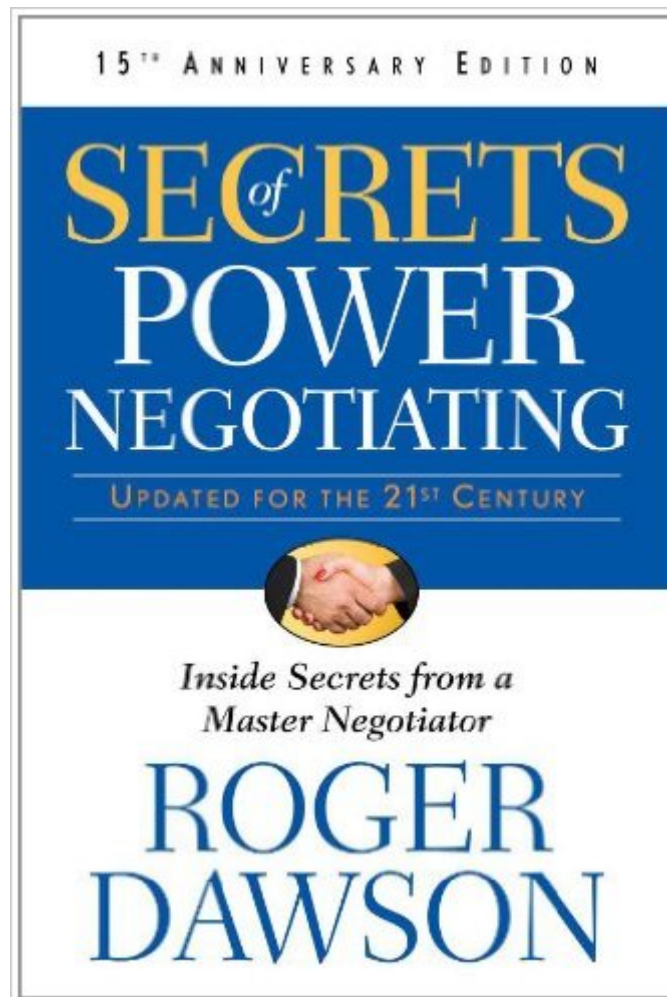


The book was found

Secrets Of Power Negotiating, 15th Anniversary Edition: Inside Secrets From A Master Negotiator



Synopsis

Roger Dawson's *Secrets of Power Negotiating* has changed the way American business thinks about negotiating. Thinking "win-win"--looking for that magical third solution in which everyone wins but nobody loses--can be a naive and ultimately unsuccessful approach in today's tough business environment. *Power Negotiating* teaches that the way you negotiate can get you everything you want and still convince the other side that they won also. This third edition has been completely revised and updated to reflect the changing dynamics of business today. New and expanded sections include: Twenty sure-fire negotiating gambits. How to negotiate over the telephone, by e-mail, and via instant messaging. How to read body language. Listening to hidden meanings in conversation. Dealing with people from other cultures. How to become an expert mediator. *Secrets of Power Negotiating* covers every aspect of the negotiating process with practical, proven advice, from beginning steps to critical final moves: how to recognize unethical tactics, key principles of the *Power Negotiating* strategy, why money is not as important as everyone thinks, negotiating pressure points, understanding the other party and gaining the upper hand, and analyses of different negotiating styles.

Book Information

Paperback: 320 pages

Publisher: Career Press; 15th Anniversary Edition edition (October 20, 2010)

Language: English

ISBN-10: 1601631391

ISBN-13: 978-1601631398

Product Dimensions: 6.1 x 0.7 x 9.1 inches

Shipping Weight: 1 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars Â Â See all reviews Â (224 customer reviews)

Best Sellers Rank: #67,434 in Books (See Top 100 in Books) #93 in Â Books > Business & Money > Management & Leadership > Negotiating #674 in Â Books > Business & Money > Small Business & Entrepreneurship > Entrepreneurship #939 in Â Books > Business & Money > Management & Leadership > Leadership

Customer Reviews

Roger Dawson's *SECRET OF POWER NEGOTIATING* does not necessarily contain any secrets about negotiations but good points on many and varied aspects of negotiations. The author correctly points out that negotiations are simply crucial in life; we are constantly negotiating, whether

we realize it or not. I am confident the book would prove useful for anyone interested in enhancing one's understanding of negotiations and skills. The book as a total is organized fairly well, and the author discusses gambits employed in negotiations to techniques used to understand the other side. It is very important to point out that the author believes in "win-win negotiations." That is, it is critical for a negotiator to determine what truly interests the other side and explore how that interest can be met.--Gambits--A few techniques the author suggests using include but are not limited to: (1) asking for more than you expect to get, (2) flinch at proposals, (3) play reluctant, (4) use the "wise technique," (5) reference higher authority, (6) never make a concession without the other side reciprocating, and (7) taper down concessions. It is important to note that the author explores how you should counter such techniques if the other side uses them. The author also touches on many important additional topics in the book on business, psychology, and other disciplines that relate to negotiations. I found it particularly useful how the author mentioned that the value of services diminishes over time. If you are in the service industry, negotiate and settle on a fee prior to delivery/performance.

[Download to continue reading...](#)

Secrets of Power Negotiating, 15th Anniversary Edition: Inside Secrets from a Master Negotiator
The Pill Book (15th Edition): New and Revised 15th Edition (Pill Book (Mass Market)) Beginning
Power BI with Excel 2013: Self-Service Business Intelligence Using Power Pivot, Power View,
Power Query, and Power Map Power Pivot and Power BI: The Excel User's Guide to DAX, Power
Query, Power BI & Power Pivot in Excel 2010-2016 Family Pictures, 15th Anniversary Edition /
Cuadros de Familia, Edici3n Quincea3n era The New Social Story Book, Revised and Expanded
15th Anniversary Edition: Over 150 Social Stories that Teach Everyday Social Skills to Children and
Adults with Autism and their Peers Vital Information and Review Questions for the NCE, CPCE and
State Counseling Exams: Special 15th Anniversary Edition Servants of Allah: African Muslims
Enslaved in the Americas, 15th Anniversary Edition Ecology of a Cracker Childhood: 15th
Anniversary Edition Rise Up Singing: The Group Singing Songbook (15th Anniversary Edition) The
Baker's Dozen: A Saint Nicholas Tale (15th Anniversary Edition, with Bonus Cookie Recipe and
Pattern for St. Nicholas Christmas Cookies) A Theology of Liberation: History, Politics, and
Salvation (15th Anniversary Edition with New Introduction by Author) A Theology of Liberation: 15th
Anniversary Edition The Secrets of Power Negotiating: You Can Get Anything You Want The
Secrets of Power Negotiating: How to Gain the Upper Hand in Any Negotiation (Your Coach in a
Box) Minecraft Secrets: Master Handbook Edition: Top 100 Ultimate Minecraft Secrets You May
Have Never Seen Before (Unofficial Minecraft Secrets Guide for Kids) (Ultimate Minecraft Secrets

Handbook) Ace Your C-Suite Interview: International Headhunter Reveals Insider Strategies for Executive Job Search, Tips to Master Interviewing, Negotiating Better Salaries and Getting Hired Fast! Minecraft: Ultimate Minecraft Handbook: Unofficial Minecraft Guide Book for Redstone Secrets: Master Redstone Power in 7 Days! Includes 10 Step By Step ... Master - Ultimate Minecraft Handbooks) The Mind and Heart of the Negotiator (5th Edition) The Mind and Heart of the Negotiator (6th Edition)

[Dmca](#)