



# Negotiate Even Better Deals in a Week: Teach Yourself

By Peter Fleming

Hodder & Stoughton General Division. Paperback. Book Condition: new. BRAND NEW, Negotiate Even Better Deals in a Week: Teach Yourself, Peter Fleming, Learn in a week, what the experts learn about negotiation in a lifetime The ability to negotiate brilliantly is crucial to anyone who wants to advance their career. And the most experienced negotiators are the ones who are most aware that they have more to learn. The highly motivational 'in a week' structure of this book explains the essentials of negotiating over seven straightforward chapters: Sunday: Get your preparation right Monday: Who will I meet? Tuesday: Higher-level techniques Wednesday: Exchanging proposals and trading concessions Thursday: Listening and consulting skills Friday: The small print Saturday: Keep track of successful outcomes At the end there are questions to ensure you have taken it all in. Cartoons, diagrams and visual aids throughout help make Negotiate Even Better Deals In A Week an enjoyable and effective learning experience. So what are you waiting for? Let this book put you on the fast track to success in negotiation!.



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