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(Ms. Bernice Rolfson)*

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Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.What a great world this would be if only we could sit down at a negotiating table, have both sides make a few concessions and then we d suddenly have the deal that we were all hoping to be able to reach. Sadly, getting that perfect deal takes a great deal more effort on both sides. What You ll Find Inside: REAL DEALS USE REAL MONEY AND SALES NEGOTIATORS NEVER FORGET IT WINNING SALES NEGOTIATIONS: THE PIZZA SECRET WHY WIN-WIN SALES NEGOTIATING NEVER WORKS AND WHAT TO DO ABOUT IT THE SECRET GOAL OF EVERY NEGOTIATION The key to successful negotiating is to realize that the only way to get to the deal that you want is by both sides of the table being willing to make concessions to the other side. However, it s when and how those concessions will be made that will determine if you are going to be able to reach the deal that you want. All too often in a negotiation, concessions can start to involve the use of so-called funny money which is not the same thing as real money. You are going to have to be able to detect when this is happening. Ultimately, it s going to take a good bargain to close the deal that you are working on. When you are in the middle of a long negotiation, it can be easy to lose your way. How to reach the end of the negotiation may no longer be clear. However, by taking lessons from retailers who negotiate every day like Ebay and using tactics like the bogey you can find your way to the end. Win-win negotiating has...

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