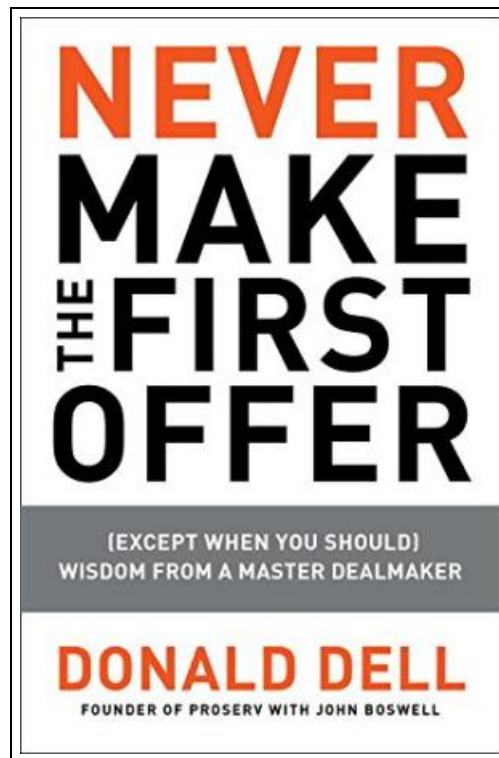


Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker



Filesize: 7.59 MB

Reviews

A high quality book and also the font employed was intriguing to read. I was able to comprehend every thing out of this created e book. You wont really feel monotony at whenever you want of the time (that's what catalogues are for concerning should you check with me). (Prof. Johnson Cole Sr.)

NEVER MAKE THE FIRST OFFER: (EXCEPT WHEN YOU SHOULD) WISDOM FROM A MASTER DEALMAKER**DOWNLOAD**

Penguin Putnam Inc, United States, 2011. Paperback. Book Condition: New. Reprint. 212 x 138 mm. Language: English . Brand New Book. On a handshake, I've trusted Donald Dell with my life. -Arthur Ashe, U.S. Open champion Good negotiators know the rules. Great negotiators know when to break those rules. And then there are the true master dealmakers, like the pioneering sports lawyer Donald Dell. Over the last four decades, he has fought for some of the biggest stars in the world-Michael Jordan, Jimmy Connors, Patrick Ewing, Andy Roddick, Stan Smith, and dozens of others. Dell is tough enough to look the general manager of the L.A. Lakers in the eye and say, We can talk about the weather or the movies or your sex life, whatever you want, but we're not going any further until you make an opening offer. On the other hand, he's shrewd enough to know when the managing partner of the Chicago Bulls was about to lowball Michael Jordan by \$40 million-unless Dell could grab the advantage by naming his number first. Now Dell reveals the advanced strategies and tactics that he has developed over a lifetime of high-stakes deals. Whether you're making endorsement deals for superstars, negotiating your next salary, or just trying to sell your old car, Dell's wisdom will help you get every possible advantage.

[Read Never Make the First Offer: \(Except When You Should\) Wisdom from a Master Dealmaker Online](#)[Download PDF Never Make the First Offer: \(Except When You Should\) Wisdom from a Master Dealmaker](#)

You May Also Like



Bully, the Bullied, and the Not-So Innocent Bystander: From Preschool to High School and Beyond: Breaking the Cycle of Violence and Creating More Deeply Caring Communities

HarperCollins Publishers Inc, United States, 2016. Paperback. Book Condition: New. Reprint. 203 x 135 mm. Language: English . Brand New Book. An international bestseller, Barbara Coloroso s groundbreaking and trusted guide on bullying-including cyberbullying-arms parents...

[Save Book](#)

»



ESL Stories for Preschool: Book 1

Createspace, United States, 2013. Paperback. Book Condition: New. 212 x 210 mm. Language: English . Brand New Book ***** Print on Demand *****.A big attractive colourful book for ESL beginners, aged 3 to 5. It...

[Save Book](#)

»



And You Know You Should Be Glad

HarperCollins Publishers Inc, United States, 2014. Paperback. Book Condition: New. Reprint. 201 x 132 mm. Language: English . Brand New Book ***** Print on Demand *****.A highly personal and moving true story of friend-ship and...

[Save Book](#)

»



You Wrong for That

Time Warner Trade Publishing, United States, 2006. Paperback. Book Condition: New. Reprint. 168 x 106 mm. Language: English . Brand New Book. After leaving her cheating husband, Rhea thinks she ll be alone forever. Then,...

[Save Book](#)

»



Odd, Weird Little

Egmont USA, United States, 2015. Paperback. Book Condition: New. Reprint. 190 x 132 mm. Language: English . Brand New Book. New in paperback! * At last: a humorous, useful and pedantry-free book about bullying! --...

[Save Book](#)

»

**Children s Handwriting Book of Alphabets and Numbers: Over 4,000 Tracing Units for the Beginning Writer**

Createspace, United States, 2015. Paperback. Book Condition: New. 254 x 203 mm. Language: English . Brand New Book ***** Print on Demand *****.The Children s Handwriting Book of Alphabets and Numbers provides extensive focus on

[Read Book](#)

»

**Who am I in the Lives of Children? An Introduction to Early Childhood Education**

Pearson Education (US), United States, 2015. Paperback. Book Condition: New. 10th Revised edition. 254 x 201 mm. Language: English . Brand New Book. Note: This is the bound book only and does not include access

[Read Book](#)

»

**Boost Your Child s Creativity: Teach Yourself 2010**

Hodder Stoughton General Division, United Kingdom, 2011. Paperback. Book Condition: New. 196 x 130 mm. Language: English . Brand New Book. Every parent wants their child to achieve their full potential. Whatever your child s

[Read Book](#)

»

**History of the Town of Sutton Massachusetts from 1704 to 1876**

Createspace, United States, 2015. Paperback. Book Condition: New. annotated edition. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.This version of the History of the Town of Sutton Massachusetts

[Read Book](#)

»

**Alphabet Tracing**

Createspace, United States, 2015. Paperback. Book Condition: New. 254 x 203 mm. Language: English . Brand New Book ***** Print on Demand *****.Alphabet Tracing, Letters A-Z, provides extensive focus on alphabet tracing and printed letter

[Read Book](#)

»