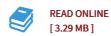




Good for You, Great for Me: Finding the Trading Zone and Winning at Win-Win Negotiation

By Lawrence Susskind

MACMILLAN AUDIO, 2014. CD-Audio. Condition: New. Abridged edition. Language: English. Brand New. Thirty years ago, Roger Fisher and Bill Ury wrote the groundbreaking book Getting to Yes. It established the mutual gains approach to negotiation, or what the popular media likes to call winwin negotiation. But there are few, if any, negotiating situations in which everyone can get everything they want. In reality, most people want to win at win-win negotiation. And the way to win is to come up with a proposed agreement that is good for the other side and great for you. Good For You, Great For Me provides the missing operational guidelines for winning negotiations in business, family disputes, international relations, or public affairs without undermining trust or ruining relationships. It provides not just new principles but new tools--six operational steps to take after you ve found your way into the trading zone--to ensure you get as large a share of the pie as possible.



Reviews

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This ebook is wonderful. I have got go through and so i am certain that i am going to likely to read through once again again later on. You will like the way the article writer compose this ebook.

-- Miss Ariane Mraz

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Genuine] action harvest - Kunshan Yufeng Experimental School educational experiment documentary(Chinese Edition)

paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pub Date: 2005-09-01 Pages: 377 Publisher: Fujian Education Press title: action with harvest - Kunshan Yufeng Experimental School educational experiment...



Spanky the Mouse

Createspace, United States, 2015. Paperback. Book Condition: New. 203 x 127 mm. Language: English . Brand New Book ***** Print on Demand *****. The biggest failure in life for any parent, or anyone raising a child is, if the Child grows up to...



The Birds Christmas Carol.by Kate Douglas Wiggin (Illustrated)

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Finding the

Scholastic US, United States, 1999. Paperback. Book Condition: New. Ken Marschall (illustrator). 224 x 147 mm. Language: English . Brand New Book. With inspiring and educational stories, Scholastic s Hello Reader series caters to the spectrum of reading abilities among beginning readers....



The Birds Christmas Carol

Digireads.com. Paperback. Book Condition: New. Paperback. 34 pages. Dimensions: 7.8in. x 4.8in. x 0.3in.Kate Douglas Wiggin (1856-1923) was an important reformer of childrens education at the turn of the century. During a period when childrens place in society was