

The book cover features a collage of business-related items: a red textured folder, a green spiral-bound notebook, a white notepad, and a gold pen. The Harvard Business School crest is at the top center. The title 'HARVARD BUSINESS ESSENTIALS' is in white serif font on a red background. Below it, a white box contains the subtitle 'Your Mentor and Guide to Doing Business Effectively' in a black serif font. A red circular badge with white text is positioned below the subtitle. The word 'Negotiation' is printed in a large, black serif font at the bottom of the cover.

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Negotiation

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Jeff Weiss



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or writing up a contract is both a necessary and challenging aspect of business life This guide helps managers to sharpen their skills and become more effective deal makers in any situation

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HBR's 10 Must Reads on Negotiation (with bonus article "15 Rules for Negotiating a Job Offer" by Deepak Malhotra) Harvard Business Review, Daniel Kahneman, Deepak Malhotra, Erin Meyer, Max H. Bazerman, 2019-04-30 Learn to be a better negotiator and achieve the outcomes you want If you read nothing else on how to negotiate successfully read these 10 articles We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you avoid common mistakes find hidden opportunities and win the best deals possible This book will inspire you to Control the negotiation before you enter the room Persuade others to do what you want for their own reasons Manage emotions on both sides of the table Understand the rules of negotiating across cultures Set the stage for a healthy relationship long after the ink has dried Identify what you can live with and when to walk away This collection of articles includes Six Habits of Merely Effective Negotiators by James K Sebenius Control the Negotiation Before It Begins by Deepak Malhotra Emotion and the Art of Negotiation by Alison Wood Brooks Breakthrough Bargaining by Deborah M Kolb and Judith Williams 15 Rules for Negotiating a Job Offer by Deepak Malhotra Getting to Si Ja Oui Hai and Da by Erin Meyer Negotiating Without a Net A Conversation with the NYPD's Dominick J Misino by Diane L Coutu Deal Making 2.0 A Guide to Complex Negotiations by David A Lax and James K Sebenius How to Make the Other Side Play Fair by Max H Bazerman and Daniel Kahneman Getting Past Yes Negotiating as if Implementation Mattered by Danny Ertel When to Walk Away from a Deal by Geoffrey Cullinan Jean Marc Le Roux and Rolf Magnus Weddigen

HBR Guide to Negotiating : be Prepared, Take the Lead, Get to Yes Jeff Weiss, Harvard Business Review Press, 2014

Macworld, 1986

On Negotiation Harvard Business Review, Daniel Kahneman, Max H. Bazerman, Deepak Malhotra, Erin Meyer, 2019 Learn how to be strategic and formidable in all aspects of negotiation from reading the room to staying cool to achieving the best outcome If you read nothing else on negotiation read these 10 articles We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you clinch successful deals in business and beyond This book will inspire you to Control the negotiation even before you enter the room Understand your counterpart's position and gain their trust Keep your negotiations from becoming confrontations Understand the rules of negotiating across cultures Find ways to expand the pie for all involved Set the stage for a healthy relationship after the ink has dried Know when to walk away from a deal

Annual Report Cornell University. School of Hotel Administration, 2008

Next-Level Negotiating (HBR Women

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