

Negotiating Rationally

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draws on a study of the irrational behavior of ten thousand executives and student leaders to help managers and negotiators check their personal biases and assumptions in order to reach the best agreements possible

two top business professors offer up the best research and advice on negotiation chip heath do you know what you want how can you make sure you get it or rather how can you convince others to give it to you almost every interaction involves negotiation yet we often miss the cues that would allow us to make the most of these exchanges in getting more of what you want margaret neale and thomas lys draw on the latest advances in psychology and behavioral economics to provide new strategies for negotiation that take into account people's irrational biases as well as their rational behaviors whether you're shopping for a car lobbying for a raise or simply haggling over who takes out the trash getting more of what you want shows how negotiations regularly leave significant value on the table and how you can claim it

a clear eyed no nonsense approach to navigating negotiations babitsky and mangraviti distill machiavelli into a negotiation algorithm robert burton author of on being certain negotiating is an art it's complicated to become an exceptional negotiator traditionally requires years of experience in negotiations but that doesn't mean that most people can't quickly and easily learn proven negotiating skills and techniques if someone shows them what to do this book does exactly that never lose again reveals a simple but remarkably effective set of fifty questions that anyone can immediately use to become far better negotiators the fifty questions apply to all types of negotiation

situations from conflicts like buying a home or car to business transactions of all kinds each question has been designed to put you in the best position possible helping you to avoid tricks break deadlocks discover conflict and dispute resolutions and find hidden deals in all types of negotiations no other book on the market distills the key negotiation principles into such a simply effective and instantly usable form by learning to use these questions you can start thinking like expert negotiators and make better deals for yourself your family and your business steve babitsky and jim mangraviti are two people i hope i never have to negotiate with this book puts you in the driver s seat with them in your corner exactly where the other guy doesn t want them zac bissonnette new york times bestselling author steve babitsky s and jim mangraviti s work offers a practical rosetta stone for mutually beneficial negotiation dr harold j bursztajn author of medical choices medical chances

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this is the ebook of the printed book and may not include any media website access codes or print supplements that may come packaged with the bound book delve into the mind and heart of the negotiator in order to enhance negotiation skills the mind and heart of the negotiator is dedicated to negotiators who want to improve their ability to negotiate whether in multimillion dollar business deals or personal interactions this text provides an integrated view of what to do and what to avoid at the bargaining table facilitated by an integration of theory scientific research and practical examples this edition contains new examples and chapter opening sections as well as more than a hundred new scientific articles on negotiations

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