

Done Deal



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Negotiating is one skill you just can't succeed without-no matter where you are or what you're doing. Whether you're negotiating with your boss to get a raise or your spouse to take out the garbage, you only get what you want when you negotiate well.

In Done Deal, you'll learn the ins and outs of effective negotiation from today's top deal-makers, including:

Time-Warner Vice Chairman Kenneth Novack Playboy Enterprises President and CEO Christie Hefner Former U.S. Trade Representative Charlene Barshefsky Sports agent Leigh Steinberg Former Israeli Ambassador to the United States Zalman Shoval White House Counsel to President Carter and President Clinton Lloyd Cutler

Drawn from the high-powered worlds of business, politics, law, and diplomacy, these twenty-five negotiators extraordinaire reveal the surprising mix of research, strategy, psychology, and gut instinct that makes the difference at the negotiating table. With Done Deal by your side, you can get what you want out of every negotiation, every time!

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