

# Negotiating



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Many people face negotiation both at work and at home. Often the image is one of conflict, in which there is a resounding victory on one side and a crippled and despondent loser. This book offers practical guidelines on negotiating well in an "everybody wins" way, in which all parties can come away feeling good about themselves. Containing checklists and activity sheets, it can be used as a workbook to be dipped into and worked through at different stages. Among the topics covered are planning a strategy, assessing the movement needed on both sides, understanding one's power, dealing with conflict and negotiating in groups.

作者介绍:

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