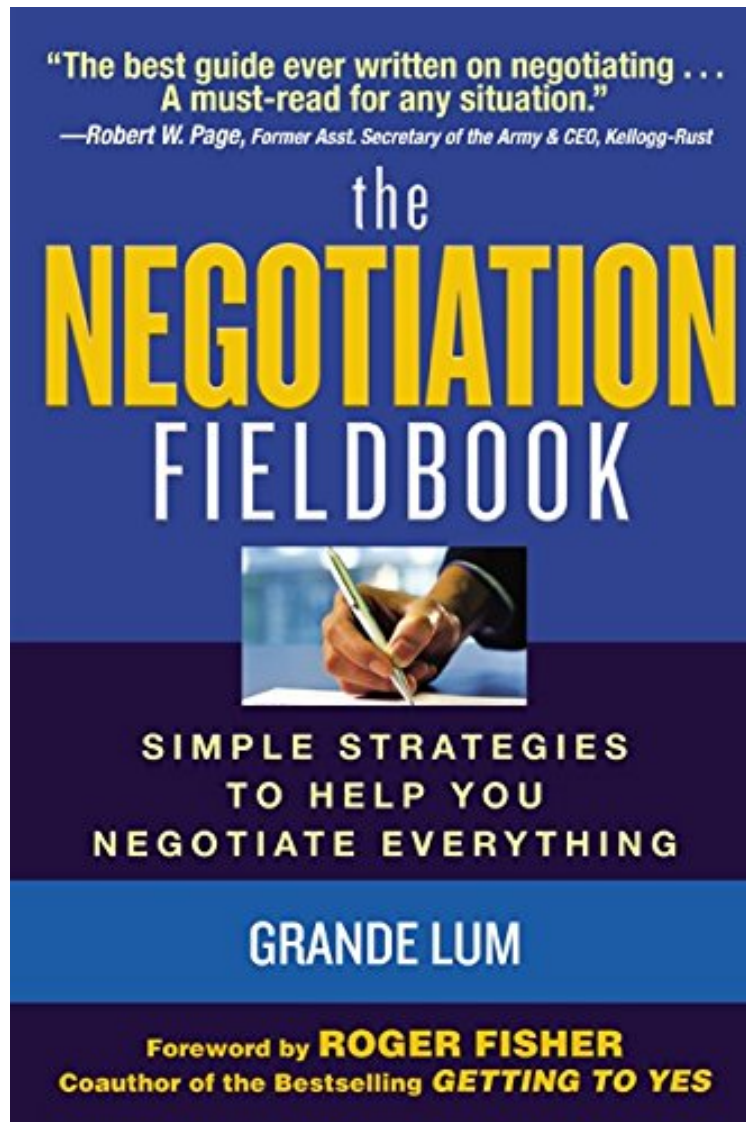


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The Negotiation Fieldbook

Grande Lum

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Grande Lum : The Negotiation Fieldbook before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Negotiation Fieldbook:

2 of 4 people found the following review helpful. There's betterBy kurtI agree with a previous reviewer. This reading is uninspiring, humourless and very tedious. There are better books out there on the subject - buy this one if you've read the rest and really can't sleep at night.0 of 2 people found the following review helpful. Great Reponse TimeBy PzanoBook was shipped and received in the blink of an eye. The email updates were quick and definitely beyond expectations.8 of 8 people found the following review helpful. Another unnecessary book rehashing old Getting to

YES principlesBy MythBuster DownUnderThis, in my opinion, totally unnecessary book, is based on Getting to Yes principles. It is subtitled "Simple Strategies to Help You Negotiate Everything". Yes, the strategies are simple, even too simplistic. And No, they will not help you negotiate Everything! Instead of critically examining the principles of Getting to Yes (and there are problems with some of those principles), this book simply rehashes them in a weak and unconvincing manner. "Treat all negotiations as cross-cultural" is the title of the last section, which is 4 (four!) pages long. Superficiality supreme! The "Encyclopedia of Tactics" chapter lists 16 tactics, each about 12 or so lines of text. You will not learn negotiating tactics from such a superficial glance. No examples, just a weak interpretation. These are just two of the examples of numerous weaknesses so obvious in this book. Its significance does not warrant further time and effort to elaborate on others. In terms of inspiration and holding readers' interest this is akin to reading White Pages telephone directory. Totally uninspiring, no humour, dry and tedious. The Author may be "an expert" on negotiation, but that is not coming through in the text! Stay away!

Fresh perspectives and guidance for one of today's most essential business skills--negotiation Virtually every step in business involves negotiation of some kind, yet the actual process of conducting a successful negotiation is rarely taught. The Negotiation Fieldbook features proven as well as innovative strategies for handling each phase of negotiation with skill and confidence and provides you with no-nonsense guidance that can be difficult, if not impossible, to find. The Negotiation Fieldbook explains how to create more value at the table by leading a negotiation first to collaboration and then to agreement. Offering concise, straightforward coverage of a topic too often shrouded in confusion and mystery, this hands-on book describes: Essentials negotiators must focus on to be successful How to sequence each move, from first to last Techniques for rescuing a negotiation that has "broken down"

"Experience and expertise shine through in this powerful book." From the Back Cover Praise for The Negotiation Fieldbook: "Experience and expertise shine through in this powerful book."--Deborah D. McWhinney, President, Schwab Institutional "A simple and effective process for achieving win-win outcomes in any negotiation."--Sam Reese, CEO, Miller Heiman "The workbook approach and real life examples used in this guide are excellent tools to support the theories and can really help you successfully practice what actually goes on in a negotiation."--Catherine L. Farrell, Ph.D., Director of Global Operations, Amgen, Inc. "An extremely useful how-to guide to collaborative negotiation for business managers, professionals, or anyone who wishes to improve their negotiation skills to achieve successful outcomes."--Jonathan D. Greenberg, Director, International Graduate Studies, Stanford Law School Proven practices and tools for making each negotiation successful--from office to home and everything in between Every day, in virtually every interaction, you are negotiating something. The Negotiation Fieldbook goes beyond empty theory to provide you with a step-by-step, what-to-say-and-do blueprint for skillfully taking each negotiation from engagement to agreement. Written by one of today's most globally respected negotiation experts, it will give you the knowledge and insights you need to overcome previous animosities, turn confrontation into collaboration, and make each negotiation one that will leave each party as satisfied as possible--even when a satisfactory solution seems impossible to achieve. About the Author Grande Lum is a cofounder and principal of ThoughtBridge, a leading negotiation consultancy and training provider.