



## The Upper Hand: Winning Strategies from World-class Negotiators

By Benoliel, Michael; Cashdan, Linda

Platinum Press, 2006. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: - As featured on Bloomberg Business Radio and Voice of America - Named one of the best business books of 2005 by the Chicago Tribune! Negotiation is part of daily life. It is also a demanding, complicated process: a mixture of research, strategy, psychology, and gut instinct. The Upper Hand teaches readers the top ten skills needed to negotiate anything--be it a new home, an eight-figure salary, or a peace accord. Filled with lively anecdotes and behind-the-scenes stories from the world's top negotiators, The Upper Hand makes the principles of mastering the deal come alive. Includes first-hand interviews with: - Shimon Perez - Senator Bill Bradley - Robert L. Johnson - James A. Baker III.



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*This publication is amazing. It is definitely basic but shocks in the fifty percent of your publication. You wont feel monotony at anytime of your own time (that's what catalogues are for concerning if you question me).*

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