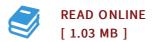




The Upper Hand: Winning Strategies from World-class Negotiators

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.



Reviews

This book is definitely not straightforward to get started on studying but extremely exciting to read. It is really simplistic but shocks in the 50 percent of the ebook. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Ally Reichel

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).

-- Prof. Kirk Cruickshank DDS

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Candlewick, 2014. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: The final scene of the gang caroling around the tree, complete with paper crowns from British Christmas crackers, is delightful. Toddlers celebrating the holiday will enjoy...



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HarperCollins Publishers. Paperback. Book Condition: new. BRAND NEW, It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em, Greg Behrendt, Amiira Ruotola-Behrendt, A fabulous new guide to dating co-authored by Greg Behrendt, former writer on...



A Dog of Flanders: Unabridged; In Easy-to-Read Type (Dover Children's Thrift Classics)

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