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# \*You Can Negotiate Anything

## HERB COHEN

The World's Best Negotiator
Tells You How to Get What You Want

### **You Can Negotiate Anything**

**Neil Hoechlin** 

#### You Can Negotiate Anything:

You Can Negotiate Anything Herb Cohen, 1982-12-01 Regardless of who you are or what you want you can negotiate anything promises Herb Cohen the world's best negotiator From mergers to marriages from loans to lovemaking the 1 bestseller You Can Negotiate Anything proves that money justice prestige love it s all negotiable Hailed by such publications as Time People and Newsweek Cohen has advised presidents on everything from domestic policy to hostage crises to combating internal terrorism His advice Be patient be personal be informed and you can bargain successfully for anything Inside you ll learn the keys to using Herb Cohen's proven strategy for dealing with your mate your boss your credit card company your children your lawyer your best friends and even yourself The three crucial steps to success Identifying the other side s negotiating style and how to deal with it The win win technique Using time to your advantage The power of persistence persuasion and attitude The art of the telephone negotiation and much more Power is based upon perception if you think you ve got it then you ve got it affirms Herb Cohen the world's expert And with this book you ve got the power to get what you really want right in your hands Summary of You Can Negotiate Anything - [Review Keypoints and Take-aways] PenZen Summaries,2022-11-28 The summary of You Can Negotiate Anything Anything you want you got it presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary The Summary of The book You Can Negotiate Anything from 1980 demonstrates that negotiations are present in all aspects of life and that it is essential to have the skills and understanding to deal with the situations that arise during negotiations. This book outlines the primary factors that affect the success of a negotiation as well as methods of negotiating that result in a win win situation for both parties You Can Negotiate Anything summary includes the key points and important takeaways from the book You Can Negotiate Anything by Herb Cohen Disclaimer 1 This summary is meant to preview and not to substitute the original book 2 We recommend for in depth study purchase the excellent original book 3 In this summary key points are rewritten and recreated and no part text is directly taken or copied from original book 4 If original author publisher wants us to remove this summary please contact us at You Can Negotiate Anything Herb Cohen, 2020-09-29 Over one million copies sold and nine support mocktime com months on the New York Times bestseller list For readers of the bestsellers Atomic Habits and Never Split the Difference this bestselling classic will teach you to hone your intuition to effectively communicate and negotiate making sure you win every time These groundbreaking methods will yield remarkable results YES YOU CAN WIN Master negotiator Herb Cohen has been successfully negotiating everything from insurance claims to hostage releases to his own son s hair length and hundreds of other matters for over five decades Ever since coining the term win in 1963 he has been teaching people the world over how to get what they want in any situation In clear accessible steps he reveals how anyone can use the three crucial variables of Power Time and Information to always reach a win win negotiation No matter who you re dealing with

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You Can Negotiate Anything: The World's Best Negotiator Tells You How to Get What You Want Herb Cohen, 2025-05-10 YES YOU CAN WIN Master negotiator Herb Cohen has been successfully negotiating everything from insurance claims to hostage releases to his own son s hair length and hundreds of other matters for over five decades Ever since coining the term win win in 1963 he has been teaching people the world over how to get what they want in any situation In clear accessible steps he reveals how anyone can use the three crucial variables of Power Time and Information to always reach a win win negotiation No matter who you re dealing with Cohen shows how every encounter is a negotiation that matters With the tools and skill sets he has devised honed and perfected over countless negotiations the power of getting what you deserve is now a practical necessity

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How to Negotiate Anything Neil Hoechlin, 2018-03-26 The Secrets of Winning in Negotiations The purpose of this book is to teach you the many areas and aspects of the negotiation process In so doing you can acquire the necessary skills or tools identity your strong and weaker areas and pinpoint and improve the problematic areas This book will teach you about the game of negotiation and to play to win without stepping on other people The goal is Win Win By getting what you want and likewise making sure the other parties don t lose either This book will level up your game And it will help you see Negotiations as an exchange of values rather than manipulation and one upmanship You will learn the following PREPARE YOURSELF FOR NEGOTIATION TOOLS FOR SUCCESSFUL NEGOTIATION BUILDING YOUR NEGOTIATION PROCESS SET GOALS LIMITS BE A GOOD LISTENER BE CLEAR COMMUNICATION A KEY SKILL OF A GOOD NEGOTIATOR STAY CALM WHILE CONDUCTING THE MEETING PUSH THE PAUSE BUTTON CLOSING THE DEAL PUTTING YOUR IDEAS INTO ACTION HANDLING ALL TYPES OF NEGOTIATIONS EFFECTIVE WAYS TO IMPROVE YOUR NEGOTIATION SKILLS ELEMENTS OF SUCCESSFUL NEGOTIATIONS SKILLS INTERNATIONAL NEGOTIATIONS NEGOTIATIONS AMONG MEN WOMEN NEGOTIATION OVER THE PHONE AND THE INTERNET ELEMENTS INFLUENCING THE NEGOTIATION PROCESS SETTING YOUR GOALS AND PLANNING TO ACHIEVE THEM ENVISIONING YOUR FUTURE MAKING A COMMITMENT IDENTIFYING YOUR VALUES PLANNING WAYS TO ACHIEVE YOUR VISION THE 3 YEAR PLAN MAXIMIZING GAINS MUST BE YOUR MAIN AIM BEHIND THE NEGOTIATIONS DRESSING FOR SUCCESS MAPPING THE

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so at the risk of alienating the party opposite them at the negotiating table thereby losing out on future opportunities This approach is as Shapiro and Jankowski tell us a major strike against effective negotiating and can and should be avoided By using a kinder gentler approach that focuses on forming and keeping strong business connections ultimate gain can still be yours You can be a nice guy and still get what you re after In fact you often get better results achieve more of your goals and build longer term relationships with even greater returns Drawing on their vast experience in win win negotiating as well as such essentials as managing tough situations handling difficult negotiators and unlocking deadlocks the authors take you step by step through a systematic approach that when repeated and mastered will maximize results Based on the three Ps it consists of preparing better than the other side probing so you know what they want and why and proposing ideally without going first and revealing too much but still achieving what you want Supported by invaluable portable negotiation summaries so you can take the power of nice with you this is must reading for anyone who has to make a deal whether it s negotiating with a customer setting a curfew with a teenager or getting the last seat on an over sold airplane

The book delves into You Can Negotiate Anything. You Can Negotiate Anything is an essential topic that needs to be grasped by everyone, from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into You Can Negotiate Anything, encompassing both the fundamentals and more intricate discussions.

- 1. The book is structured into several chapters, namely:
  - Chapter 1: Introduction to You Can Negotiate Anything
  - Chapter 2: Essential Elements of You Can Negotiate Anything
  - Chapter 3: You Can Negotiate Anything in Everyday Life
  - Chapter 4: You Can Negotiate Anything in Specific Contexts
  - $\circ$  Chapter 5: Conclusion
- 2. In chapter 1, the author will provide an overview of You Can Negotiate Anything. This chapter will explore what You Can Negotiate Anything is, why You Can Negotiate Anything is vital, and how to effectively learn about You Can Negotiate Anything.
- 3. In chapter 2, the author will delve into the foundational concepts of You Can Negotiate Anything. The second chapter will elucidate the essential principles that need to be understood to grasp You Can Negotiate Anything in its entirety.
- 4. In chapter 3, this book will examine the practical applications of You Can Negotiate Anything in daily life. This chapter will showcase real-world examples of how You Can Negotiate Anything can be effectively utilized in everyday scenarios.
- 5. In chapter 4, the author will scrutinize the relevance of You Can Negotiate Anything in specific contexts. This chapter will explore how You Can Negotiate Anything is applied in specialized fields, such as education, business, and technology.
- 6. In chapter 5, this book will draw a conclusion about You Can Negotiate Anything. The final chapter will summarize the key points that have been discussed throughout the book.
  - This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of You Can Negotiate Anything.

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