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WINNING THROUGH INTIMIDATION

ROBERT
RINGER



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Winning Through Intimidation:

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psychology in our day has become a religion a secular cult of self and has become part of the problem of modern life rather than part of its resolution **To Be Or Not to Be Intimidated?** Robert Ringer,2003-12-18 In candid terms the book explains what intimidation is why you become intimidated and how you can avoid the mental lapses that can cause even the most successful people to sometimes fall victim to intimidation 3-d Negotiation David A. Lax,James K.

Sebenius,2006-08-24 When discussing being stuck in a win win vs win lose debate most negotiation books focus on face to face tactics Yet table tactics are only the first dimension of David A Lax and James K Sebenius pathbreaking 3 D Negotiation TM approach developed from their decades of doing deals and analyzing great dealmakers Moves in their second dimension deal design systematically unlock economic and noneconomic value by creatively structuring agreements But what sets the 3 D approach apart is its third dimension setup Before showing up at a bargaining session 3 D Negotiators ensure that the right parties have been approached in the right sequence to address the right interests under the right expectations and facing the right consequences of walking away if there is no deal This new arsenal of moves away from the table often has the greatest impact on the negotiated outcome Packed with practical steps and cases 3 D Negotiation demonstrates how superior setup moves plus insightful deal designs can enable you to reach remarkable agreements at the table unattainable by standard tactics

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