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UPPER HAND

WINNING STRATEGIES FROM WORLD-CLASS NEGOTIATORS

MICHAEL BENOLIEL, ED.D. WITH LINDA CASHDAN

The Upper Hand Winning Strategies From World Class Negotiators

Michael Benoliel, Linda Cashdan

The Upper Hand Winning Strategies From World Class Negotiators:

The Upper Hand Michael Benoliel, Linda Cashdan, 2006-07-28 Negotiation is part of daily life It is also a demanding complicated process a mixture of research strategy psychology and gut instinct Written in a page turning style The Upper Hand takes you behind the scenes with firsthand accounts and war stories from twenty five Master Negotiators in business politics law and diplomacy including Nobel Prize Winner Shimon Peres Black Entertainment Television founder Robert Johnson and former Secretary of State James Baker The Upper Hand teaches you The top ten skills needed in high level negotiation How to negotiate from both sides of the table When to issue ultimatums and when to concede The mistakes you should never make The Upper Hand shows you how to manage the process out negotiate the competition and enhance your negotiating position in any situation AUTHOR Dr Michael Benoliel is the founder of the Center for Negotiation a consulting and training organization that specializes in conflict resolution and negotiation Linda Cashdan is a business reporter and on air radio broadcaster for the Voice of America Negotiation Skills Training Lisa J. Downs, 2009-04-01 Quickly create half day full day and multi day workshops on improving negotiation skills with this guide designed to guide facilitators in helping learners recognize strengths and weaknesses The accompanying CD ROM contains companion materials of ready to use presentations tools and assessments The Essential Book of Business and Life Quotations, 2023-01-17 An up to date book of quotations for executives academics and anyone who wants to spice speeches and business presentations or simply reflect on some of the best things ever said on topics linked to business and management life in general From Aristotle to Mark Zuckenberg and from Action to Work this book is a formidable source of witty remarks and inspiration for all Best of its kind and fully sourced the book also covers modern topics such as Bitcoins Digitalization Sustainability or Fake News and includes a large number of quotations never published before **Counselling Skills** Traci Postings, 2021-10-20 This counselling skills book will equip you with the necessary knowledge skills and qualities to work with people in a range of different roles and settings It defines counselling skills and introduces key skills including listening and responding skills empathy and different models tools and techniques Further chapters explore the importance of skills practice and self awareness ethics boundaries and confidentiality working remotely working with difference and diversity and different professional roles Throughout case studies show you how these skills can make a difference in practice while exercises including a student journal feature help you reflect on your own attitudes to enhance your reflective practice. This book is an accessible guide to the BACP counselling skills competence framework for trainee counsellors and those using counselling skills as part of another professional role **Ohio State Journal on Dispute Resolution**, 2006 Trump-Style Negotiation George H. Ross, 2010-12-14 Ever since he wrote The Art of the Deal Trump has been the world's most famous negotiator even though he didn t reveal his actual deal making secrets Now George Ross explains the tactics that too Trump to the top and how you can use those same tactics and strategies in your daily negotiations A practical real world negotiation playbook this is the

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