

YASMIN DAVIDDS, PSY.D.
WITH ANN BIDOU

your
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terms

A WOMAN'S GUIDE TO TAKING CHARGE
OF ANY NEGOTIATION

Your Own Terms A Womans Guide To Taking Charge Of Any Negotiation

Shoya Zichy, Ann Bidou



Your Own Terms A Womans Guide To Taking Charge Of Any Negotiation:

Your Own Terms Yasmin Davidds, Ann Bidou, 2015-08-12 This helpful guide for women in the workplace will show you how to take charge of any negotiation No wonder most women hate negotiating If we make concessions to further a deal we re viewed as weak If we play hardball we can be seen as overly aggressive and the strategy backfires The double standard will get us every time Thankfully negotiation expert Yasmin Davidds has learned how best to strike a balance merging a woman s natural strengths collaboration relationship building listening with a firm grasp of established tactics Utilizing guidelines stories and exercises that shed light on the psychology of negotiation Your Own Terms reveals how women can Control how they are perceived Eliminate self sabotaging beliefs and behaviors Discover their personal negotiation style Build leverage Understand an opponent s approach and adjust theirs in response Don t let the world s double standards for women in business hold you back from negotiating for what you know is right With this eye opening and empowering resource by your side learn to win on your own terms and open doors you never knew had been shut

The Art And Science Of Real Estate Negotiation Gabrielle Dahms, 2020-12-05 The Sky s the Limit The Art and Science of Real Estate Negotiation addresses a practice that is indispensable to real estate success negotiation Negotiation principles and fundamentals affect real estate buyers sellers and investors results Read this book and be come a powerful real estate investor who nets results and dollars You may also find that your everyday communications improve The Art and Science of Real Estate Negotiation is the third volume in The Real Estate Investor Manuals It draws upon the author s knowledge base and her 20 year experience as a real estate professional and a real estate investor So why not hone your skills with knowledge and experience captured in this book written by an industry veteran Topics include Real estate specific negotiating Negotiation principles The real estate negotiation process How to establish rapport Discerning the other party s motivation Solve problems Get results Negotiation strategies and tactics Avoiding negotiation traps and pitfalls And much much more Whether you want to be a better negotiator close more real estate deals or increase your bottom line this book is for you Read it now

Graciously Assertive Yasmin Davidds, 2024-05-28 From one of Hispanic magazine s most influential Latinas comes an empowering guide for businesswomen looking to become better communicators in their professional and personal lives Dr Yasmin Davidds has spent most of her professional life empowering women leaders In this new book the award winning entrepreneur psychologist speaker and author continues her lifelong mission offering helpful tools and strategies to people of all backgrounds who are looking to transform the way they communicate in the workplace Breaking down what she refers to as a Graciously Assertive communication style Dr Davidds shares how being firm and direct yet kind and respectful of the feelings and needs of others enables professionals to flourish in their careers as well as their personal lives An inspiring compelling and deeply informative guide designed by a businessperson for businesspeople Graciously Assertive promises to help people everywhere learn how to hold a space for others and in doing so become more thoughtful

and empathetic leaders **Career Match** Shoya Zichy, Ann Bidou, 2017-06-22 When you find the career that fits your personality you ll discover that the work hours you once begrudged with every fiber of your being now bring you tremendous satisfaction and success Is your job just a way to pay the bills Are you a drudge Monday through Friday only so you can be more yourself on Saturday It doesn t have to be this way Never before in history has there been such an eclectic variety of money making opportunities and cutting edge vocations than there are in today s marketplace There is no need to settle Career Match contains the ten minute self assessment that can change your life After a simple quiz to determine your personality style turn to the corresponding chapter that reads as if it was written just for you and discover what ideal work options there are for you In this invaluable resource for all personalities you will learn how to Identify career choices that will exhilarate you Recognize the type of work environment and boss you need to thrive Learn to leverage your natural strengths Customize and speed your job search This second edition has been updated to include trending new careers in areas such as gaming web design alternative energy cybersecurity food science and more Whether you are a recent graduate looking for direction or a burned out veteran seeking new inspiration Career Match will help you match who you are with what you re meant to do with a success rate vastly greater than that of your typical match maker **A Creative Woman's Guide to Success in Real Estate** Patti Runco, 1981 *Women's Issues* , 1999 *Health* , 2007 **The Executive Female** , 1980 *The Utne Reader* , 1989-07 **Woman's Counsel** Gayle L. Niles, Douglas H. Snider, 1984 New Our Bodies, Ourselves Angela Phillips, Jill Rakusen, Boston'S Women'S Health Book Collective Staff, 1989-11 Raising Your Business Joanne Thomas Yaccato, Paula Jubinville, 1998 Mademoiselle , 1987 **Nation's Business** , 1920 Illustrated Review , 1917 **Frank Leslie's Illustrated Newspaper** John Albert Sleicher, 1876 *Empowerment* Naomi Baden, 1982 Ms. Magazine Gloria Steinem, Robin Morgan, Joanne Edgar, Patricia Theresa Carbine, Nina Finkelstein, Letty Cottin Pogrebin, 1985 Bottom Line, Personal , 1995 *Library Journal* , 1995

Embracing the Tune of Term: An Psychological Symphony within **Your Own Terms A Womans Guide To Taking Charge Of Any Negotiation**

In some sort of taken by displays and the ceaseless chatter of immediate communication, the melodic elegance and emotional symphony produced by the prepared term frequently fade in to the backdrop, eclipsed by the persistent noise and distractions that permeate our lives. But, nestled within the pages of **Your Own Terms A Womans Guide To Taking Charge Of Any Negotiation** a stunning literary treasure full of raw feelings, lies an immersive symphony waiting to be embraced. Constructed by an outstanding composer of language, that interesting masterpiece conducts visitors on a mental trip, well unraveling the hidden melodies and profound influence resonating within each carefully crafted phrase. Within the depths of the emotional analysis, we can investigate the book is key harmonies, analyze their enthralling publishing type, and surrender ourselves to the profound resonance that echoes in the depths of readers souls.

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