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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

Herb Cohen



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 support mocktime com

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