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You Can Negotiate Anything

HERB COHEN

The World's Best Negotiator
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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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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 you can fully master

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 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
 OPPOSITION GATHERING INFORMATION SETTING A GOOD GOAL SETTING THE OPENING OFFER SETTING
 ENFORCING LIMITS COMPONENTS FOR A SUCCESSFUL BUSINESS NEGOTIATION HOW TO CONVEY YOUR MESSAGE
 TO THE OTHER PERSON WHEN YOU HAVE DECIDED TO WALK AWAY THE ROLE OF LISTENING IN THE NEGOTIATION
 PROCESS STRATEGIES TO SUCCEED WITH DIFFICULT CUSTOMERS DURING NEGOTIATION ASKING THE RIGHT
 QUESTIONS BATTLING THE JARGON GUIDELINES TO ASK QUALITY QUESTIONS ROLE OF BODY LANGUAGE WHILE
 LISTENING TUNE IN WITH YOUR INNER VOICE BEING CRYSTAL CLEAR BY EXPRESSING YOUR VIEWS ORGANIZING
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 while celebrating New York as both a place and an idea **The Power of Nice** Ronald M. Shapiro,Mark A.
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Getting (More Of) What You Want Margaret A. Neale, Thomas Z. Lys, 2015-07-14 Almost every interaction involves negotiation yet we often miss the cues that would allow us to make the most of these exchanges In Getting More of What You Want Margaret Neale and Thomas Lys draw on the latest advances in psychology and economics to provide new

strategies for anyone shopping for a car lobbying for a raise or simply haggling over who takes out the trash Getting More of What You Want shows how inexperienced negotiators regularly leave significant value on the table and reveals how you can claim it

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Table of Contents You Can Negotiate Anything

1. Understanding the eBook You Can Negotiate Anything
 - The Rise of Digital Reading You Can Negotiate Anything
 - Advantages of eBooks Over Traditional Books
2. Identifying You Can Negotiate Anything
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an You Can Negotiate Anything
 - User-Friendly Interface
4. Exploring eBook Recommendations from You Can Negotiate Anything
 - Personalized Recommendations
 - You Can Negotiate Anything User Reviews and Ratings
 - You Can Negotiate Anything and Bestseller Lists
5. Accessing You Can Negotiate Anything Free and Paid eBooks
 - You Can Negotiate Anything Public Domain eBooks
 - You Can Negotiate Anything eBook Subscription Services
 - You Can Negotiate Anything Budget-Friendly Options
6. Navigating You Can Negotiate Anything eBook Formats
 - ePub, PDF, MOBI, and More
 - You Can Negotiate Anything Compatibility with Devices
 - You Can Negotiate Anything Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of You Can Negotiate Anything
 - Highlighting and Note-Taking You Can Negotiate Anything
 - Interactive Elements You Can Negotiate Anything
8. Staying Engaged with You Can Negotiate Anything

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers You Can Negotiate Anything
- 9. Balancing eBooks and Physical Books You Can Negotiate Anything
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection You Can Negotiate Anything
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine You Can Negotiate Anything
 - Setting Reading Goals You Can Negotiate Anything
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of You Can Negotiate Anything
 - Fact-Checking eBook Content of You Can Negotiate Anything
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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