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WINNING STRATEGIES FROM
WORLD-CLASS NEGOTIATORS

MICHAEL BENOLIEL, Ed.D.
WITH LINDA CASHDAN

The Upper Hand Winning Strategies From World Class Negotiators

Annelies Wilder-Smith



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.

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