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Getting More Negotiate Succeed Work

This isn't a fantastic approach because it closes opportunities for future growth. Getting More teaches you to focus on the short-term AND long-term game, while still allowing you to effectively

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get what you desire. How does it work? Treat people like people. Understand the picture in their head. Negotiate calmly. It's that simple. Last word You may not get what you want immediately, but I guarantee you'll set yourself for future success. Like all things, you get what you put in.

Getting More: How You Can Negotiate to Succeed in Work and ...

For instance, Diamond states, more than once (as with everything else he states) that the book is called "Getting More" not "Getting Everything" because it is central to his approach that one should do what they can to improve their chances of a successful negotiation, but accept that they cannot succeed in every instance.

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As negotiations underlie every human encounter, this immediately-usable advice works in virtually any situation: kids, jobs, travel, shopping, business, politics, relationships, cultures, partners, competitors. The tools are invisible until you first see them. Then they're always there to solve your problems and meet your goals.

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"Getting More" is a fabulous practical guide on how to become a better negotiator. This book succeeds in providing readers with the tools necessary to get more out of work and life, and it works! Professor Diamond a teacher at the renowned business school of The Wharton School, produces and pardon the pun, a real gem!

Getting More: How to Negotiate to Achieve Your Goals in

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Based on more than 20 years of research and practice among 30,000 people in 45 countries, Getting More concludes that finding and valuing the other party's emotions and perceptions create far more value than the conventional wisdom of power and logic. It is intended to provide better agreements for everyone no matter what they negotiate - from jobs to kids to billion-dollar deals to shopping.

Getting More: How You Can Negotiate to Succeed in Work and ...

Published on Dec 15, 2014 Stuart Diamond, world-renowned

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Getting More | Negotiating for Salary and Promotion

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To this he adds his 40-year experience as an executive, Harvard-trained attorney, and Pulitzer Prize-winning journalist. Getting More is based on Professor Diamond's award-winning negotiations course at The Wharton Business School, where it has been the most sought-after course by students for 13 years.

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