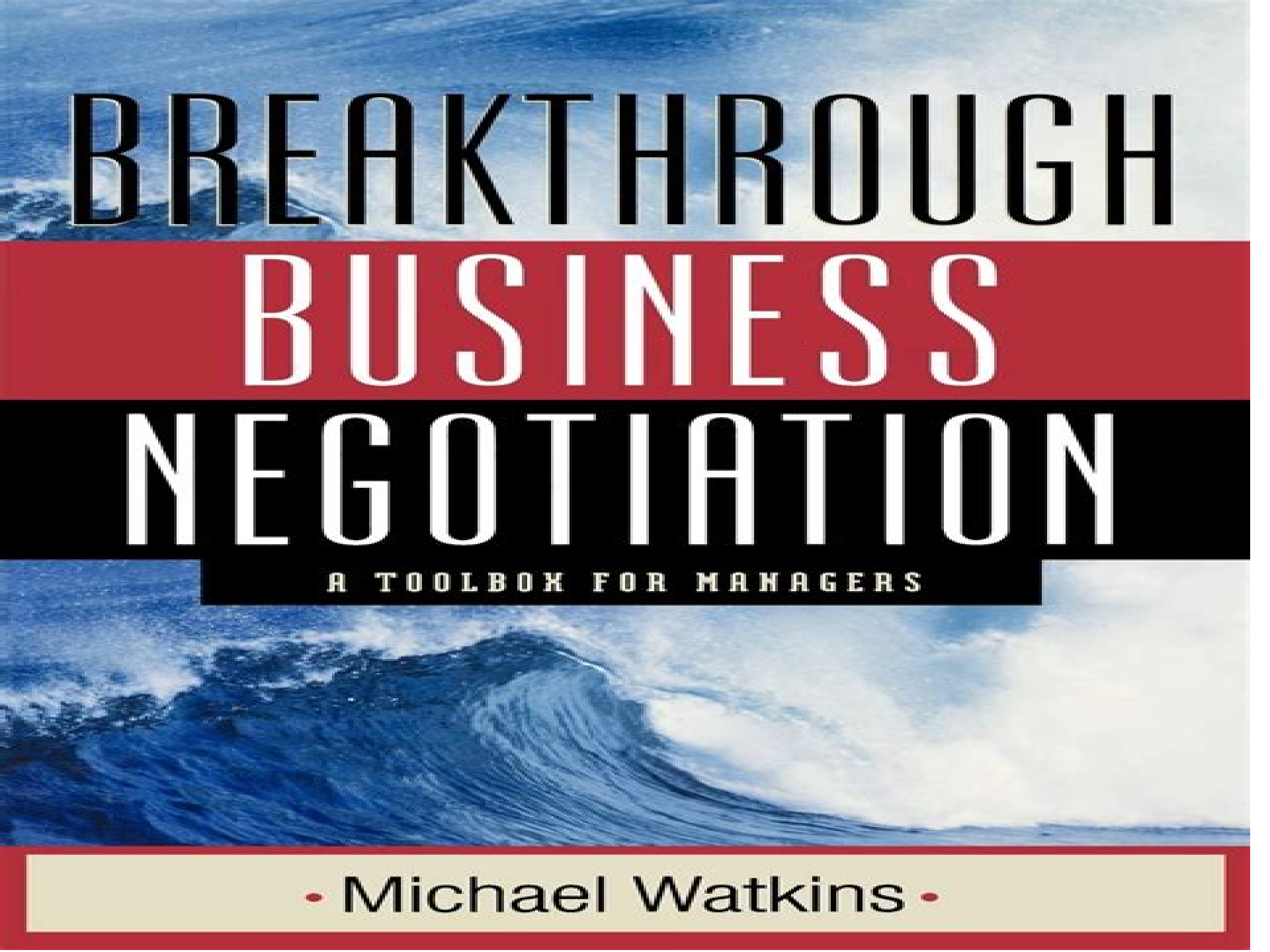




BREAKTHROUGH BUSINESS NEGOTIATION

A TOOLBOX FOR MANAGERS

• Michael Watkins •

Breakthrough Business Negotiation A Toolbox For Managers

Peipei Pang



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this fully updated guide offers help on all aspects of starting and growing a small business Features a foreword from the National Chairman of the Federation of Small Businesses **Value Negotiation** Horacio Falcao,2012-12-11 Value Negotiation How to Finally Get the Win Win Right examines the complicated world of negotiation and provides a simple and practical approach in helping negotiators learn how to consistently deliver the highest possible value at the lowest possible risk in the widest range of situations The textbook consists of three parts in Become a Negotiator challenge yourself to rethink your foundations and assumptions about negotiation in Prepare for Negotiation find out how to choose a negotiation goal and strategy and anticipate critical moments during negotiation and in Negotiate uncover how you can connect with negotiating parties work towards gaining mutual value and finally make the best possible decision In each part a wide variety of dialogues scenarios discussion questions and exercises have been specially designed to prepare you for commonly experienced situations and settings in negotiation For university professors adopting the Value Negotiation book entitles you to request a comprehensive Instructor s Package that includes an Instructor s Manual and a set of teaching slides

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Lawrence,Michael D Watkins,2006-09-01 Trade policy has moved from the wings onto center stage Between 1992 and 2000 US exports rose by 55 percent By the year 2000 trade summed to 26 percent of US GDP and the United States imported

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