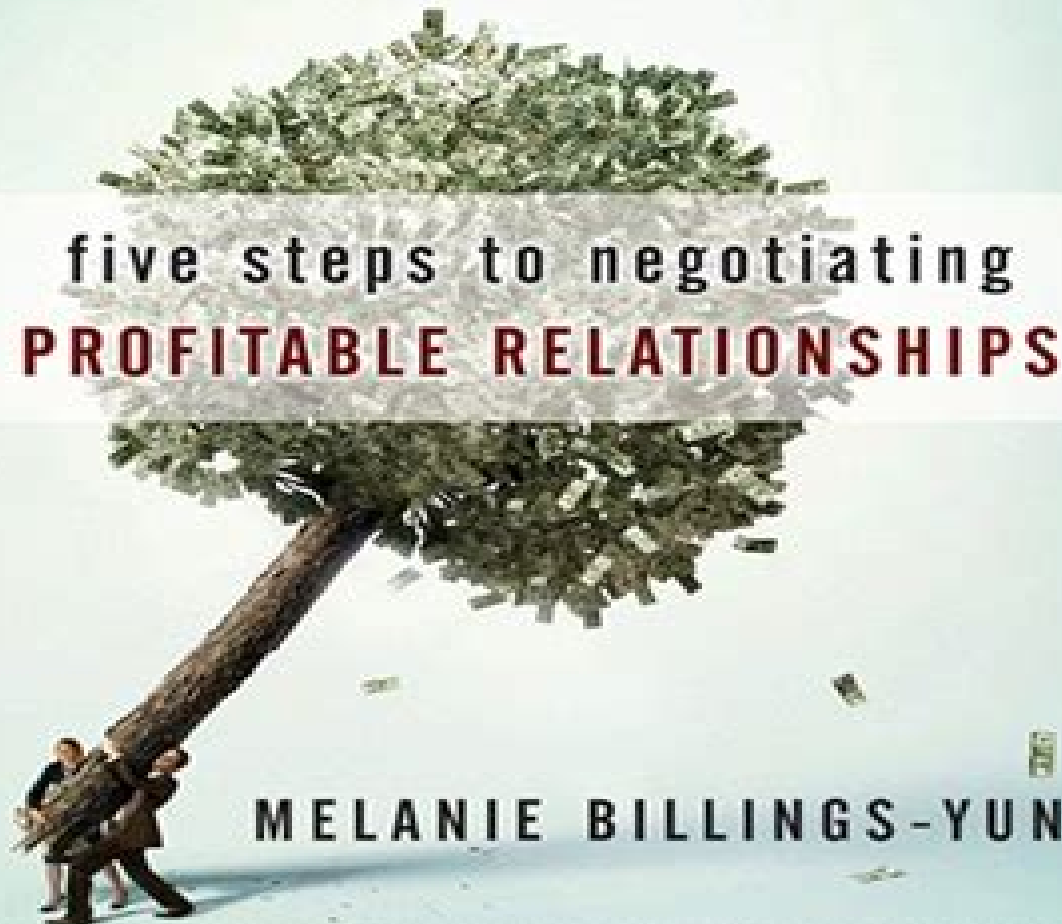


BEYOND DEALMAKING

five steps to negotiating
PROFITABLE RELATIONSHIPS



MELANIE BILLINGS-YUN

Beyond Dealmaking Five Steps To Negotiating Profitable Relationships

Lois P. Frankel, Carol M. Frohlinger



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Beyond Dealmaking Melanie Billings-Yun, 2010-01-26 Getting to yes is not the same as getting results In *Beyond Dealmaking* international negotiation expert and mediator Melanie Billings Yun shows that the key to winning unbeatable long term results in today's complex economic landscape is to negotiate solid long term relationships Traditionally negotiation has been approached as an isolated activity separate from the business relationship But those who focus only on getting the deal closed often find their victory doesn't translate into sustainable profits Any deal is as fragile as the paper it's written on Countless disputes arise and deals easily collapse when the negotiation process leaves one party unhappy feeling forced into unfair terms or even disgruntled at a change in circumstances In five clear steps Billings Yun takes the pain and fear out of negotiation with her proven GRASP method showing how to Understand the Goals of all parties beyond the immediate deal Develop Routes to maximize mutual benefit and promote synergy among the parties Build openness trust and common understanding through valid Arguments Benchmark Substitutes to keep relationships from growing stale or one sided Increase your Persuasion through empathetic communication and genuine care Filled with real life examples of negotiations that have gone right and wrong this groundbreaking book shows how fairness honesty empathy flexibility and mutual problem solving lead to sustainable success By following the powerful five step GRASP negotiation process anyone can learn to negotiate in a way that is positive exciting and rewarding Most importantly they will learn that the greatest victories come not through fighting battles but through building alliances

Nice Girls Just Don't Get It Lois P. Frankel, Carol Frohlinger, 2011-04-19 Offering the same brand of practical no holds barred expert advice that made *Nice Girls Don't Get the Corner Office* an international million copy bestseller *Nice Girls Just Don't Get It* teaches us the skills we need to turn from a nice girl into a winning woman not just in our careers but in our relationships families and everyday lives Have you ever felt invisible Taken advantage of Reluctant or unable to articulate what you really want If so join the club The nice girls club Nice girls that's right girls are those more concerned with pleasing others than with addressing their own needs and haven't yet learned how to overcome the childhood messages cultural stereotypes keeping them from getting their voices heard their needs met and the lives they want This book will turn those nice girls into winning women That is women who factor their own needs in with those of others confront those who treat them disrespectfully maintain healthy and mutually beneficial relationships with appropriate boundaries and as a result are happier and more successful in every area of their life In 2004 Lois Frankel blew the lid off so many of our long held ideas about gender and success with her bestselling *Nice Girls Don't Get the Corner Office* which went on to become such a huge phenomenon the term nice girls has secured a place in our cultural lexicon Here Frankel teams up with negotiation expert Carol Frohlinger to bring this bestselling advice out of the workplace and provide a broader set of skills that any woman whether a CEO or stay at home mom can use to win anywhere with anyone Presented in the straightforward digestible format that helped make *Nice Girls Don't Get the Corner*

Office an instant hit Frankel and Frohlinger outline seven practical strategies and 99 supporting tactics that every winning woman should know By the time you ve finished reading this book you ll be able to Get your husband to do his half of the household chores without being made to feel like a nag Stop overextending yourself by taking on all the unpleasant tasks no one on your volunteer board or your team at work will go near Win an argument with your mother in law about who will be hosting Christmas dinner Have the courage to send back a meal that isn t prepared the way you d ordered it Confront a colleague who is shirking responsibility or taking credit for your work Convince a sales person to reduce a fee waive a surcharge or honor a store credit Question a doctor s course or treatment or request a second opinion instead of simply going along in order to be a good patient Firmly but politely bow out of an extravagant vacation to celebrate a friend s birthday that you simply can t afford without feeling guilty about it And so much more A must read for anyone who s ever felt taken advantage of by a friend or family member unappreciated by a spouse or partner or exploited by a vindictive neighbor or co worker Nice Girls Just Don t Get It offers women the indispensable knowledge and skills to get the things they want the respect they ve earned and the success they deserve From the Hardcover edition *Leader to Leader (LTL), Volume 59, Winter 2011* LTL (Leader to Leader),2010-12-28 *Leader to Leader (LTL), Volume 57, Summer 2010* ,2010-07-06 Get insightful articles on leadership management and strategy written by today s leaders with this award winning journal Brought to you by the Frances Hesselbein Leadership Institute Leader to Leader brings together a peerless selection of world class executives best selling management authors top consultants and respected social thinkers Leader to Leader poses provocative questions that challenge your leadership assumptions and provides compelling evidence powerful enough to change your leadership thinking while offering thoughtful analysis of complex leadership issues **Interactions Between State and Non-state Actors in Resource Governance** Sary Mom,2018 Sary Mom takes a deep and methodical look at the inner workings of Community Protected Areas in Cambodia Through careful analysis of the local dynamics of the people living in the Toul Korki commune in the Peam Krasaop Wildlife Sanctuary Sary Mom astutely assesses why some Community Protected Areas succeed while others fail to live up to their promises Her insightful observations and recommendations offer hope that mangrove conservation can indeed coexist with secure and sustainable local livelihoods Page 4 of cover

Negociación internacional Luis Alfonso Gómez Domínguez,2016-04-01 La preparaci n de los profesionales del siglo XXI como sujetos propositivos al participar en negociaciones de transacciones nacionales e internacionales es precisamente la finalidad de este escrito de tal manera que cuenten con las pautas claves desde el punto de vista de conveniencia del negocio que se vaya a celebrar para asegurar que la transacci n acordada est blindada contra cualquier inconveniente que luego pueda afectar las relaciones entre las empresas o las ganancias proyectadas En la b squeda de mejores tratos con personas de otros pa ses el factor cultural cumple un papel preponderante raz n por la cual se encuentra presente a lo largo del texto

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profesionales del siglo XXI como sujetos propositivos al participar en negociaciones de transacciones nacionales e internacionales es precisamente la finalidad de este escrito de tal manera que cuenten con las pautas claves desde el punto de vista de conveniencia del negocio que se vaya a celebrar para asegurar que la transacción acordada est blindada contra cualquier inconveniente que luego pueda afectar las relaciones entre las empresas o las ganancias proyectadas En la b squeda de mejores tratos con personas de otros pa ses el factor cultural cumple un papel preponderante raz n por la cual se encuentra presente a lo largo del texto **Nice girls don't get what they deserve** Lois P. Frankel, Carol M.

Frohlinger, 2025-05-07 Het nieuwe boek van de auteur van d carri rebestseller Nice girls don t get the corner office vol bruikbare tips over hoe je zowel op je werk als daarbuiten kunt krijgen wat je verdient Ontdek onder andere hoe je je kunt ontworstelen aan een verstikkende omgeving verwachtingen los kunt laten en relaties op kunt bouwen die voor jou werken Hoe zou je leven eruitzien als je zou stoppen met ja zeggen als je nee bedoelt Als je je minder onzichtbaar zou voelen Er zeker van zou zijn dat je idee n ertoe doen En je de verwachtingen van anderen zou kunnen loslaten Veel vrouwen zitten vast in culturele stereotypen die ze ervan weerhouden hun stem te laten horen hun behoeften te vervullen en het leven te leiden dat ze willen In Nice girls don t get what they deserve vind je praktische adviezen om het respect te krijgen dat je verdient het succes dat je toekomt en het leven dat je wilt Verander jouw innerlijke nice girl in een sterke vrouw die voor zichzelf opkomt respect afdwingt haar grenzen aangeeft gezonde relaties opbouwt en als resultaat gelukkiger en succesvoller is op elk gebied van haar leven Over de boeken van Lois P Frankel De lessen uit Nice girls don t get the corner office zijn onverminderd relevant Eva Jinek Lieve meisjes komen niet ver Stop dus met ploeteren met aardig en behulpzaam zijn En hou eens op je zo vaak te verontschuldigen En nooit huilen op je werk Maar daar is met dit handboek straks ook geen enkele reden meer voor Trouw Frankel maakt korte metten met behaagzucht conflictvermijdend gedrag en over je heen laten lopen Happinez **Beyond Dealmaking** , [The Negotiation Workbook](#) Jacqueline Twillie, 2020-05-25 Don t Leave Money on The Table workbook is the companion to the best selling book Don t Leave Money on The Table Negotiation Strategies for Women Leaders in Male Dominated Industries Inside the workbook are the 5 proven steps to develop a winning negotiation strategy LATTE The LATTE framework was created by Jacqueline Twillie after successfully coaching women to negotiate over 500K in salary and benefits packages This proven strategy lays the easy to use formula out for any women who is about to enter a negotiation The five steps in the LATTE method are Look at the details Anticipate the challenges Think about the walk away point Talk it through Evaluate options This negotiation workbook is a guide that provides concepts to establish best practices in achieving success in negotiations no matter how big or small Who will benefit from this collection of strategies Women who work in traditionally male dominated industries As well as negotiators sales organizations and sales professionals business owners job seekers and anyone involved in negotiating and dealmaking Buy this guide study it and keep it with you There are many compelling techniques that you ll never remember them all Once you become familiar with

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