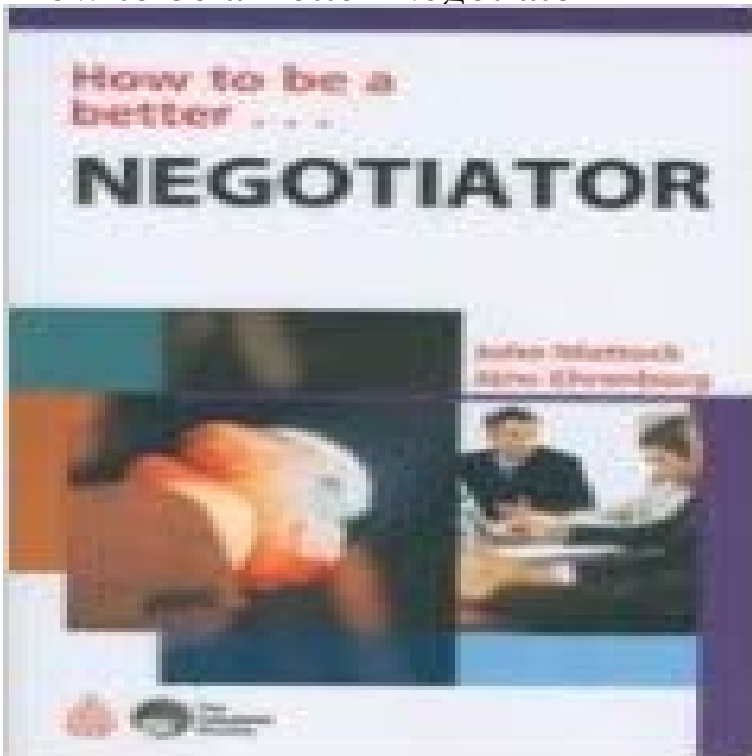


How to be a Better Negotiator



You can enjoy true success in your business negotiations if you learn the real needs of the negotiator facing you across the table. Express your needs in return. Convert your opponent into your partner as you work together on a mutually beneficial solution. Its called Win Win. The best opportunities, the most profitable deals, the richest relationships come about this way. Why doesn t it always happen? This book isolates the 16 most common reasons for failure you will certainly recognise your own shortcomings somewhere on the list. Then it provides remedies for each disorder, using real-life examples and practical checklists.

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