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STUART DIAMOND

Professor of the Famed Negotiation Course at Wharton Business School

Getting More Negotiate Succeed Work

Francis Greenburger, Thomas Kiernan



Getting More Negotiate Succeed Work:

Getting More Stuart Diamond, 2010 A Fortune 500 company consultant and creator of the popular Wharton business school negotiating course explains how to interact with real world unpredictable people in order to achieve desired goals providing coverage of such topics as avoiding miscommunication and making unequal trades **Getting More** Stuart Diamond, 2012-08-14 NEW YORK TIMES BESTSELLER Learn the negotiation model used by Google to train employees worldwide U S Special Ops to promote stability globally this stuff saves lives and families to forge better relationships A 20% discount on an item already on sale A four year old willingly brushes his her teeth and goes to bed A vacationing couple gets on a flight that has left the gate 5 million more for a small business a billion dollars at a big one Based on thirty years of research among forty thousand people in sixty countries Wharton Business School Professor and Pulitzer Prize winner Stuart Diamond shows in this unique and revolutionary book how emotional intelligence perceptions cultural diversity and collaboration produce four times as much value as old school conflictive power leverage and logic 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 **SUMMARY** Edition Shortcut (author), 1901 **Professional Journal of the United States Army**, 2016 **Military Review**, 2016 **SUMMARY - Getting More: How You Can Negotiate To Succeed In Work And Life By Stuart Diamond** Shortcut Edition, 2021-06-18 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes By reading this summary you will learn how to become a good negotiator in order to easily reach your goals You will also learn how to get what you want even when it seems impossible create long term partnerships get more than you ask for negotiate without others noticing turn problems into opportunities Are you having trouble getting what you want If so don t worry there are techniques you can learn quickly to improve Negotiation is not just for businessmen everyone several times a day is likely to negotiate something Whether it s to succeed in a job interview to make a good impression at a romantic evening to have a good table at a restaurant or simply to have your children obey you negotiation is everywhere Unfortunately no one teaches you how to do it properly Buy now the summary of this book for the modest price of a cup of coffee **How to Ask for More and Get it** Francis Greenburger, Thomas Kiernan, 1978 **How to Succeed in Commercial Real Estate** John L. Bowman, 2005 How to Succeed in Commercial Real Estate is a comprehensive practical book for those considering entering the field of commercial real estate those just beginning in the business as well as experienced brokers and sales managers who want to evaluate and strengthen their current strategies especially those related to listings negotiations contracts and sales The author provides a straightforward overview of the business of selling commercial property including coverage of the four main specialty areas retail office industrial and investment as well as crossovers and emerging specialties Rather than pumping a get rich quick

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