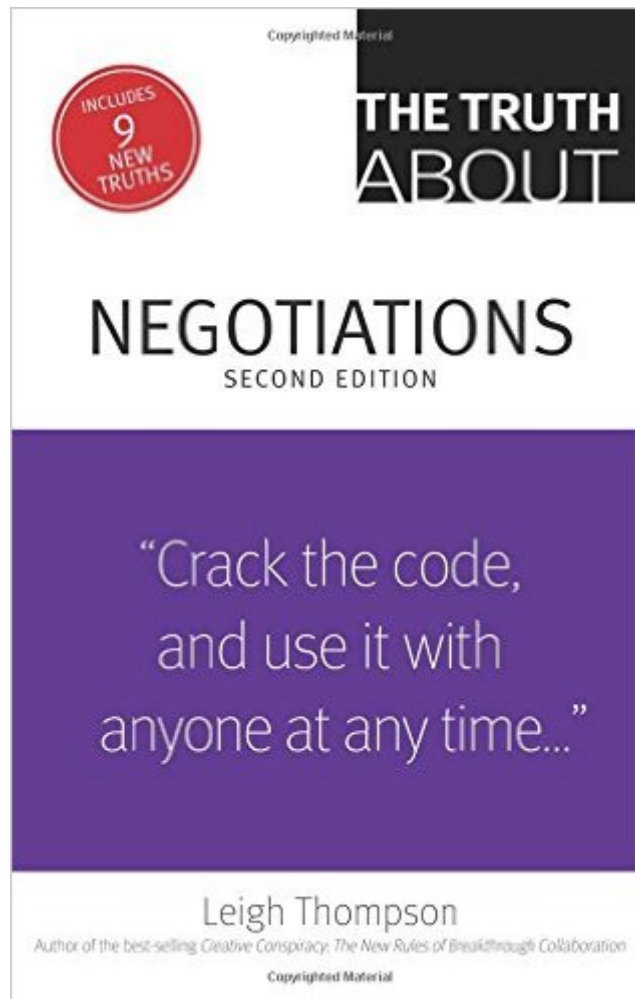


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# The Truth About Negotiations (2nd Edition)



## Synopsis

Learn to be a world-class negotiator: get what you want and need out of any negotiation! Here, top negotiations expert Leigh Thompson brings together 50+ proven negotiation principles and bite-size, easy-to-use techniques that work! Now fully updated, this edition contains brand-new insights for negotiating successfully across generations and cultures, negotiating in virtual environments, and more. Thompson provides realistic game plans that work in any negotiation situation and shows how to create win-win deals by leveraging carefully collected information. Thompson also helps you effectively lay claim to part of the win-win goldmine, and more. You'll learn how to handle less-than-perfect situations, such as getting called on a bluff, establishing trust with someone you don't trust, recognizing when to walk away, negotiating with people you don't like and conversely, negotiating with people you love. Thompson guides you every step of the way, helping you plan strategy, understand your best alternative to a negotiated agreement, make the first offer, control the process (and your emotions), resolve difficult disputes, and achieve the goals that matter most.

## Book Information

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## Customer Reviews

Good text that gets right to the point instead of thousands of "fluff" words added. Working on my 2nd masters degree now, and this is one of the few texts that I actually sat down and read every assignment fully rather than just skim through and hit the highlights. If all non technical texts were written like this, they would be much more effective!

I read this book for an international business negotiation course for an MBA and found very helpful in preparing for face to face simulated negotiations. I look forward to using it in business and life in general

Very refreshing take on an age-old topic. I read it before going into a complicated negotiation and changed my strategy. End result was a greatly expanded pie and positive relationship across the table. Thank you.

Great book. Quick read. Skillful negotiation goes far beyond work and is a useful life skill. This book was so helpful I bought a copy for each of my kids.

Great book. Very practical. Straight forward. A good reference and refresher for those involve in negotiations professionally.

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