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The Upper Hand: Winning Strategies from World-class Negotiators

By Benoliel, Michael; Cashdan, Linda

Platinum Press, 2006. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: - As featured on Bloomberg Business Radio and Voice of America - Named one of the best business books of 2005 by the Chicago Tribune! Negotiation is part of daily life. It is also a demanding, complicated process: a mixture of research, strategy, psychology, and gut instinct. The Upper Hand teaches readers the top ten skills needed to negotiate anything--be it a new home, an eight-figure salary, or a peace accord. Filled with lively anecdotes and behind-the-scenes stories from the world's top negotiators, The Upper Hand makes the principles of mastering the deal come alive. Includes first-hand interviews with: - Shimon Perez - Senator Bill Bradley - Robert L. Johnson - James A. Baker III.



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Reviews

Extensive guideline! Its this sort of excellent read. it had been written quite properly and helpful. You can expect to like just how the writer create this book.

-- **Mr. Gustave Gerhold**

This book will never be straightforward to start on reading through but quite enjoyable to learn. Better then never, though i am quite late in start reading this one. Your lifestyle span will probably be convert once you complete reading this publication.

-- **Dr. Kadin Hane DVM**