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for negotiators who
want to bargain
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... As director of
the world-
renowned Wharton
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Richard Shell has
taught thousands
of business
leaders, lawyers,
administrators, and
other professionals
how to survive and
thrive in the
sometimes rough-
and-tumble world
of negotiation ...

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negotiation skills
help you reach
your goals quickly.

Trading for
advantage will help
you identify your
negotiating style,
strengths, and
weaknesses,
identify your
trading objectives,
and teach you
useful tactics to
get the most out of

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Jimena ...**

“Bargaining for
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Summary”

Negotiation was
once considered
the only way of
making money,
meaning that your
negotiation skills
defined the amount
of profit you'll be
taking home at the

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end of the day. If you stand out from the group as influential interactor, then perhaps you possess the fundamentals of becoming a proficient negotiator.

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**Summary - G.
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Once each party has made an initial offer, avoid the trap of making another concession before your counterpart has reciprocated with one of her own. If the other party won't match your concession, it may

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Strategies**

Extreme demands

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followed up by
small, slow
concessions.

Perhaps the most
common of all hard-
bargaining tactics,
this one protects
dealmakers from
making
concessions too
quickly. However, it
can keep parties
from making a deal
and unnecessarily

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drag out business
negotiations.

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10 Hard-
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Skills
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Clifford Shell
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If you want to be a
pro negotiator,
identify your
bargaining style.
Research shows
that those who are

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naturally conflict-
avoidant but feign
aggression or those
who are
competitive but
play too nice do
not achieve the
best negotiation
outcome. To get
what you want,
don't jump
automatically to a
negotiation.

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Business Digest

"Wise, persuasive,
and entirely
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provides practical
step-by-step advice
for negotiators who
want to bargain
effectively without

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expertise comes
through in this
book . . . a

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wonderful
integration of
practical advice
that will be useful
to all readers."

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Advantage will help
you identify your
negotiating style,
strengths and
weaknesses,

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identify your bargaining goals, and teach you useful tactics for getting the most out of your negotiations."--Josh Kaufman, The Personal MBA list of "99 Best Business Books" "Shell's book is excellent... a fine crop of new ideas, all presented

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of business
leaders,
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and-tumble world
of negotiation. His
systematic, step-by-
step approach
comes to life in this
book, which is
available in over
ten foreign editions
and combines
lively storytelling,
...

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Better negotiating starts with embracing your authentic strengths. The best negotiators set optimistic but justifiable expectations.

Appealing to norms helps win negotiations. Fair,

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reciprocal
relationships are
conducive to
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negotiating. You
need to know what
motivates the
other side in a
negotiation.
Leverage is critical
to negotiation.

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Bargaining or haggling is a type of negotiation in which the buyer and seller of a good or service debate the price and exact nature of a transaction. If the bargaining produces agreement on terms, the transaction takes

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place. Bargaining is an alternative pricing strategy to fixed

prices. Optimally, if it costs retailers nothing to engage in and allow

bargaining, they can deduce buyers

...

**Bargaining -
Wikipedia**

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