

Summary Everything Is Negotiable Gavin Kennedy

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the must read summary of gavin kennedy s book everything is negotiable how to negotiate and win this complete summary of the ideas from gavin kennedy s book everything is negotiable shows that if you automatically assume that things are possible until circumstances prove otherwise you will be amazed at the bargains you can strike even in unexpected areas when you assume that anything is unnegotiable simply because the other party has not yet indicated a willingness to negotiate you are missing huge opportunities to make better deals for yourself for the company you work for and for the people you buy things from negotiation is the simple process of structuring a business transaction in such a way that everyone involved gains the most there is always a better

deal waiting in the wings this summary is packed with funny anecdotes and useful tips this summary makes you rethink your own negotiating abilities and make better deals added value of this book save time understand key concepts develop your business knowledge to learn more read everything is negotiable and your business affairs will flourish

whether you need to ask for a raise at work request a better hotel room while you re on holiday or even debate with your stubborn teenager at home you can learn effective and powerful negotiation skills to help you get the best deal every time in this fully revised and updated fourth edition of the worldwide success everything is negotiable expert negotiator gavin kennedy walks you through all the techniques and tricks you need to get the best deal in any situation with chapters on such subjects as making your offer count dealing with intimidation and getting it in writing as well as self assessment tests to help chart your progress everything is negotiable is a one stop shop for anyone who wants to improve their negotiation skills superbly practical and insightful this essential guide will make sure you come out top in any negotiation

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the ability to negotiate effectively is a vital skill for business and for everyday life whether you want to negotiate a business deal a pay rise or the price of a new house or car perfect negotiation shows you how to get a better deal every time and avoid costly mistakes perfect negotiation tells you everything you need to know about the art of negotiation from what it is to how to perfect the technique for yourself soon you will be able to bargain yourself to success the perfect series is a range of practical guides that give clear and straightforward advice on everything from getting your first job to choosing your baby s name written by experienced authors offering tried and tested tips each book contains all you need to get it right first time

negotiation is a vital skill for every manager as a result there are almost as many patented techniques for negotiation as there are managers each proclaiming to be the definitive route to success the authors behind these techniques keep their work very much to themselves their fundamentally different approaches to negotiation remain in isolation from each other as if their authors were too polite to contradict others in the field in most cases when you are developing your negotiation skills this leaves you with a stark choice pick a single technique and ignore the rest until now kennedy on negotiation is an authoritative and comprehensive guide to negotiation skills training and practice dr kennedy uses the well established four phases model as the structure around which he critiques constructively the numerous competing theories and models gavin kennedy s book is everything you would expect from one of the most respected writers on negotiation it is a readable and reliable guide to all that is best in the various contributions to negotiation training from authors such as john nash walton and mckersie atkinson nierenberg rubin and brown gottschalk karass fisher and ury and many more including gavin kennedy himself

every organization enters into agreements for purchase and supply of goods and services and most managers have some involvement in negotiating the contract negotiation handbook explains how the need to negotiate arises and how to form a negotiating plan it sets out a structured approach to negotiation through all its various stages preparing to negotiate the opening of negotiations and how these develop at the negotiating table and the closing and recording of the bargain the use and misuse of certain tactics in negotiation are also covered this classic text has now been thoroughly updated and revised

this perennial bestseller gives managers at every level exactly what they need to know for negotiating there are multiple choice self assessment tests at the start of each chapter with author answers given at the end of the chapter with a suggested score other features include helpmail service for readers direct to gavin kennedy five new negotiating scenarios and a new two hour mba level negotiating exam from the paperback edition

in this book the social scientist and economist professor dr raymond saner draws on his long years of experience as a negotiation adviser teacher trainer researcher and university lecturer to show that two thirds of negotiation practice is learnable the author treats the different aspects of negotiation practice in a way that is useful to both academics and practitioners such that the general laws and principles gradually become evident as and of themselves

mastering the next online negotiation with confidence negotiating online presents its own set of challenges you find yourself speaking into black holes when the other party hasn't turned on their camera receiving no feedback on facial expressions does the other party even understand your proposal is anyone even listening and if so who or perhaps the connection doesn't even establish or it drops out midway even for experienced negotiators this new mode of negotiation is fraught with uncertainties we haven't yet developed sufficient expertise in remote negotiation but did you know that major corporations are already closing billion dollar deals via platforms like ms teams co online negotiations will continue to be part of our future as they save resources such as travel time and expenses learn how to adapt your negotiation skills to remote settings how to handle interruptions like emails calls video and audio disruptions that disrupt the flow of negotiation gain sovereignty in the face of adverse circumstances and make this new core competency your own the book by negotiation expert jutta portner is aimed at anyone who no longer negotiates solely face to face become a virtual negotiation pro

success in negotiation is not a matter of chance but the result of careful planning and specialized skills some of these skills are inborn others need to be learnt in this book the social scientist and economist professor dr raymond saner draws on his long years of experience as a negotiation adviser teacher trainer researcher and university lecturer to show that two-thirds of negotiation practice is learnable yet very few people are specifically trained in this everyday task without sacrificing scientific accuracy professor saner offers a highly readable and fascinating guide to the subject in so doing he does not limit himself to the over simplified tips generally put out on successful bargaining in every imaginable situation rather he treats the different aspects of negotiation practice in a way that is useful to both academics and practitioners such that the general laws and principles gradually become evident as and of themselves the aim of this approach is to reveal the essence of negotiation through the experience of both the author and the reader such an understanding of the processes involved in negotiation is of far greater practical value than a mere collection of recipes with no discussion of the underlying theory while the most comprehensive treatment of the theory without reference to its application in practice would be only half the story thus the text is supplemented by a series of illustrative examples and case studies from the business political ngo and international organization arenas plus some seventy figures and tables with all this the author has paid considerable attention to writing a text that is both entertaining to read and rigorous in content

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almost every aspect of business and indeed human life involves negotiating skills whether you are striking a deal organising a team working on a project seeking a pay rise or a pay off or simply settling such important matters as who is going to do the shopping or the household chores this witty and intelligent guide looks at the theory and practice of negotiating and provides a wealth of illuminating insights into the skills and psychology of negotiation that can make all the difference to how successful you are its entries cover such topics terms and jargon as avoidance avoidance model bagatelle compromise agreement dirty tricks expectations frontal assault guanxi hooker s principle interpersonal orientation killer questions listening mother hubbard noah s ark offer they must refuse pendulum arbitration quivering quill russian front salami tit for tat unconditional offer vulnerability what if yesable proposition zeuthen s conflict avoidance model

what one really needs to know to become an effective negotiator clearly and succinctly written for the layperson and businessperson the essential a z guides are lively practical resources for

business and investment professionals as well as politicians public servants and students each book contains hundreds of entries that concisely explain the subject s concept in a handy reference that complements any business library the complete series includes these four titles essential economics essential investment essential negotiation essentials for board directors

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