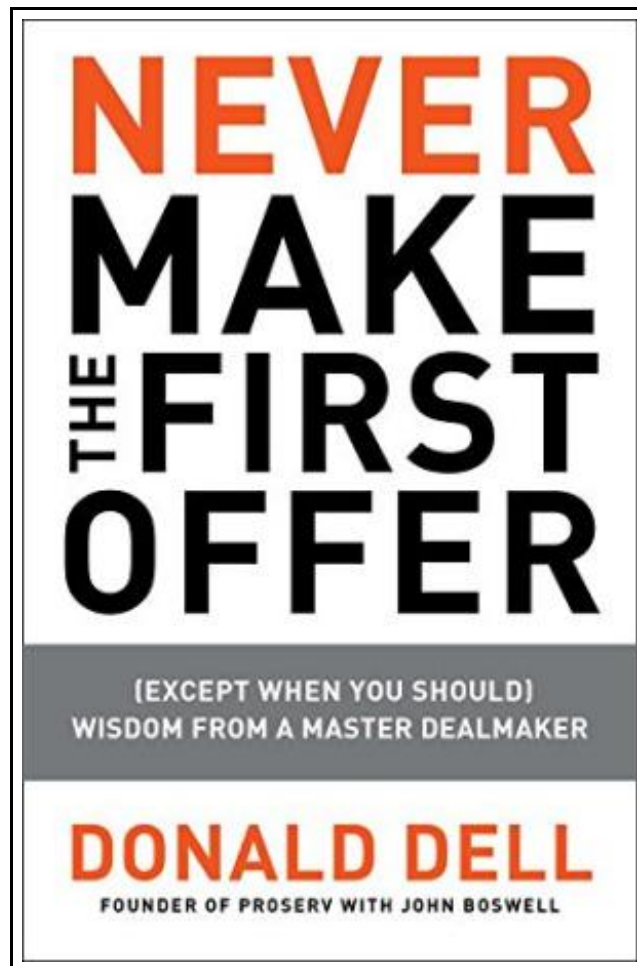


Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker



Filesize: 6.91 MB

Reviews

This publication is fantastic. It is one of the most amazing publication i have got study. I am just pleased to explain how this is actually the best pdf i have got read through in my individual lifestyle and could be he finest publication for possibly.
(Mr. Kristoffer Hills)

NEVER MAKE THE FIRST OFFER: (EXCEPT WHEN YOU SHOULD) WISDOM FROM A MASTER DEALMAKER



Penguin Putnam Inc, United States, 2011. Paperback. Book Condition: New. Reprint. 212 x 138 mm. Language: English . Brand New Book. On a handshake, I've trusted Donald Dell with my life. -Arthur Ashe, U.S. Open champion Good negotiators know the rules. Great negotiators know when to break those rules. And then there are the true master dealmakers, like the pioneering sports lawyer Donald Dell. Over the last four decades, he has fought for some of the biggest stars in the world-Michael Jordan, Jimmy Connors, Patrick Ewing, Andy Roddick, Stan Smith, and dozens of others. Dell is tough enough to look the general manager of the L.A. Lakers in the eye and say, We can talk about the weather or the movies or your sex life, whatever you want, but we're not going any further until you make an opening offer. On the other hand, he's shrewd enough to know when the managing partner of the Chicago Bulls was about to lowball Michael Jordan by \$40 million-unless Dell could grab the advantage by naming his number first. Now Dell reveals the advanced strategies and tactics that he has developed over a lifetime of high-stakes deals. Whether you're making endorsement deals for superstars, negotiating your next salary, or just trying to sell your old car, Dell's wisdom will help you get every possible advantage.



[Read Never Make the First Offer: \(Except When You Should\) Wisdom from a Master Dealmaker Online](#)



[Download PDF Never Make the First Offer: \(Except When You Should\) Wisdom from a Master Dealmaker](#)

Related Books



On Becoming Baby Wise, Book Two: Parenting Your Five to Twelve-Month Old Through the Babyhood Transition

Parent-Wise Solutions, 2012. Paperback. Book Condition: New. BRAND NEW, Perfect Shape, No Black Remainder Mark, Fast Shipping With Online Tracking, International Orders shipped Global Priority Air Mail, All orders handled with care and shipped promptly in...

[Save ePub »](#)



Short Stories Collection I: Just for Kids Ages 4 to 8 Years Old

2013. PAP. Book Condition: New. New Book. Delivered from our UK warehouse in 3 to 5 business days. THIS BOOK IS PRINTED ON DEMAND. Established seller since 2000.

[Save ePub »](#)



Short Stories Collection II: Just for Kids Ages 4 to 8 Years Old

2013. PAP. Book Condition: New. New Book. Delivered from our UK warehouse in 3 to 5 business days. THIS BOOK IS PRINTED ON DEMAND. Established seller since 2000.

[Save ePub »](#)



Short Stories Collection III: Just for Kids Ages 4 to 8 Years Old

2013. PAP. Book Condition: New. New Book. Delivered from our UK warehouse in 3 to 5 business days. THIS BOOK IS PRINTED ON DEMAND. Established seller since 2000.

[Save ePub »](#)



Your Pregnancy for the Father to Be Everything You Need to Know about Pregnancy Childbirth and Getting Ready for Your New Baby by Judith Schuler and Glade B Curtis 2003 Paperback

Book Condition: Brand New. Book Condition: Brand New.

[Save ePub »](#)



How to Make a Free Website for Kids

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Table of Contents Preface Chapter # 1: Benefits of Having a Website Chapter

[Save Document »](#)



How to Start a Conversation and Make Friends

Simon & Schuster. Paperback. Book Condition: new. BRAND NEW, How to Start a Conversation and Make Friends, Don Gabor, For over twenty-five years, small-talk expert Don Gabor has helped thousands of people communicate with wit,

[Save Document »](#)



Here Comes a Chopper to Chop off Your Head

Hardback. Book Condition: New. Not Signed; Today's parents are increasingly replacing nursery rhymes with the latest pop songs, and fairy tales - now thought too scary for little ones - with cute stories about farmyard

[Save Document »](#)



I Want to Thank My Brain for Remembering Me: A Memoir

Back Bay Books. PAPERBACK. Book Condition: New. 0316118796 Never Read-12+ year old Paperback book with dust jacket-may have light shelf or handling wear-has a price sticker or price written inside front or back cover-publishers mark-Good

[Save Document »](#)



Now and Then: From Coney Island to Here

Alfred A. Knopf. Hardcover. Book Condition: New. 0375400621 Never Read-12+ year old Hardcover book with dust jacket-may have light shelf or handling wear-has a price sticker or price written inside front or back cover-publishers mark-Good

[Save Document »](#)