



Everyday Negotiation: Navigating the Hidden Agendas in Bargaining

By Deborah M. Kolb, Judith Williams

John Wiley Sons Inc, United States, 2003. Paperback. Book Condition: New. Rev ed.. 224 x 152 mm. Language: English . Brand New Book. Everyday Negotiation shows how to recognize the shadow negotiation - where the unspoken attitudes, hidden assumptions, and conflicting agendas that drive the bargaining process play out - and how to put that knowledge to work. Originally titled The Shadow Negotiation and named by Harvard Business Review as one of the Ten Best Books of 2000, this best-selling book revealed how women could master the hidden agendas that determine bargaining success. Now, the new edition, Everyday Negotiation , broadens the scope and offers the same illuminating advice for both men and women. Everyday Negotiation lays out simple steps to overcome acts of self-sabotage; increase your bargaining power; establish the terms of your advocacy and encourage a collaborative discussion; encourage a collaborative discussion; and think about the negotiation process in a whole new way.

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