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The Power of Nice: How to Negotiate So Everyone Wins - Especially You! (3rd Revised and updated ed)

By Ronald M. Shapiro, James Dale, Cal Ripken, Charlene Barshefsky

John Wiley & Sons Inc. Hardback. Book Condition: new. BRAND NEW, The Power of Nice: How to Negotiate So Everyone Wins - Especially You! (3rd Revised and updated ed), Ronald M. Shapiro, James Dale, Cal Ripken, Charlene Barshefsky, Learn to get what you want without burning bridges In this revised and updated edition of the renowned classic The Power of Nice, negotiations expert, sports agent, New York Times bestselling author, attorney, business leader and educator, Ron Shapiro, shares the key principles of effective negotiation through a combination of a time-tested process, anecdotes, and exercises. Drawing on his unparalleled experiences from the worlds of sports, law, business and politics, as well as dealing with life issues common to us all, Shapiro takes you through the steps of his systematic approach: The Three Ps, Prepare-Probe-Propose. Learn how to use the process to empower you in negotiations. Regardless of your level of experience or the extent of your confidence, you will get what you want while building stronger relationships for the future. This updated edition contains: * Significant new material including an expanded view of its applicability to a broad array of business and life challenges * a new streamlined version of the...



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