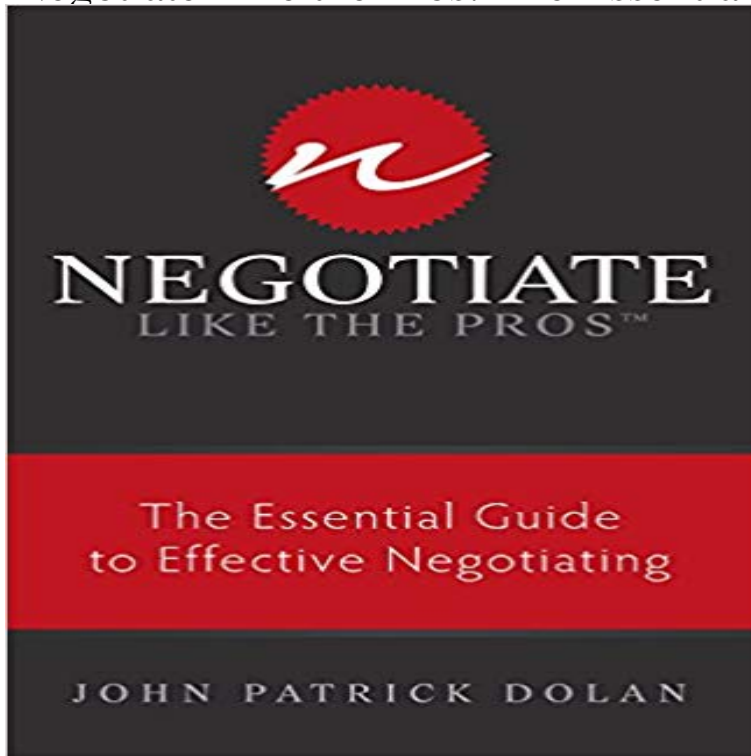


Negotiate Like the Pros: The Essential Guide to Effective Negotiating



Master the Skills to Get What You Want EVERY TIME Most of us are not natural-born negotiators. We may be afraid to ask for what we want, so we go without. Or we ask for too little. Sometimes we demand too much. Well, those days are over. Negotiate like the Pros, The Essential Guide to Effective Negotiating will help you master the strategies and tactics that work in any situation. Confidently convince your spouse to help with the housework, hammer out an acceptable compensation package with your boss, buy a house, and much more. Inside, you'll discover the step-by-step essentials to effectively: Prepare a negotiation strategy Establish ground rules Read your opposition Break down communication barriers Control the negotiation Let author and longtime criminal trial lawyer, John Patrick Dolan, teach you how to bring your best to any bargaining table.

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