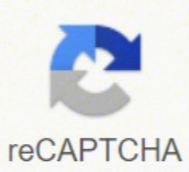




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Inside, you'll learn the keys to using Herb Cohen's proven strategy for dealing with your mate, your boss, your credit card company, your children, your lawyer, your best friends, and even yourself: You Can Negotiate Anything PDF •The three crucial steps to success• Identifying the other side's negotiating style—and how to deal with it• The win-win technique• Using time to your advantage• The power of persistence, persuasion, and attitude• The art of the telephone negotiation, and much more "Power is based upon perception—if you think you've got it then you've got it!" affirms Herb Cohen, the world's expert. And with this book, you've got the power to get what you really want right in your hands. Review – You Can Negotiate Anything PDF This is a very good book on negotiating that I purchased, or had given to me about 30 years ago. It's sufficiently short in length, but long on fundamentals, that you could quite literally read (and learn) the key points in a single day. I've always liked the mix of the emphasis both on the win-win perspective of negotiating vs. the just "I've got to win" angle, as well as the use of some light-handed psychology that helps shape the expectations of your opposite negotiating party, and so that the transaction evolves to something that both parties can live with (since nobody should always get everything they want - or at least not in the real world). You Can Negotiate Anything PDF The book proved it's worth for me on at least 2-3 practical occasions in the past (2 car-buying and one house-buying experiences). In some regards those transactions and the negotiations, which I (and most people I suspect) usually dread - were actually kind of enjoyable. The key is to never put yourself in the position of having to close the deal (on whatever) right then. Time urgency-driven need will kill you, because you always have to be willing to walk away from a deal, and have the attitude that this is not the last car or the last house on the face of the planet. This isn't always easy when you're in partnership with a desparately pleading spouse who isn't helping much with statements of "this house is perfect", "we've got to have this house", and "we can't let this one get away no matter what" - right in front of the seller, the seller's real estate agent and your real estate agent. Because at that point you should pretty much realize you've surrendered virtually any negotiating leverage you might have had. You Can Negotiate Anything PDF I've got my employees at work now reading this book, because I find that for some of our employees negotiating appears to have become a totally lost art. When they're all fully "read-in" on the book, I plan on trying to develop a negotiating "primer" for our organization's recruiters - because I believe their current understanding of negotiating with job candidates on the issue of salary, is limited to: would you like a little more or a lot more?!! Whether purchased New or Used, this book is a timeless winner, with practical value for everyone - buy it. Full Book Name - You Can Negotiate AnythingAuthor of this Book -Herb CohenLanguage - EnglishBook Genre - Non-Fiction, ManagementDownload Format - PDFSize - 2.1 MBeBook Pages - 228 You might also like Herb Cohen has been called "the world's best negotiator" by Playboy magazine. Cohen's expertise is harnessed in business, government, commercial dealings, corporate management, and crisis management. Cohen has written several books and publications and has given speeches around the world. 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Start Reading and Take NotesAs soon as you have the book in hand, whether your teacher assigned it or you chose it yourself, you should grab a pen and notebook to keep with you at all times. Anytime you read a chapter or two, you'll want to take notes about what you read. Make a list of the characters and their problems and goals. Keep an outline of the plot. Remember, you're not rewriting the book entirely — just picking out the most important details and retelling them in your voice. You can also make note when you find something interesting or you see something you need to understand better. Create an IntroductionOnce you finish the book, you should have a few pages of notes and a good understanding of what happened, who the main characters were and all of the important plot points. Now, it's time to start writing the summary, you'll want to start with a strong introductions that tells the reader exactly what you want them to know. Be straightforward about the title and author of the book and give a general idea in a sentence or two of what it's about. You may want to introduce a setting here too. For example, if you read "Gone with the Wind," you may start with something like "Set during the Civil War, Gone with the Wind by Margaret Mitchell is an epic novel that tells the story of a young Southern woman in Georgia, her love affairs and her attempts to save her family plantation while the South burns down around here." Organize Your Notes to Create the BodyOnce you've introduced the book with a few sentences, it's time to write the body of the summary. This is where you'll turn to your notes. If you didn't create an outline before, now is the time to do so. Organize your points in order in paragraph form. The ultimate goal is for the reader to know exactly what the book was about, even if he or she has never read it. Try putting yourself in the reader of your summary's shoes. What would you need to know to understand what the book was about? Once you've finished the body, add a conclusion that gives the reader an understanding of significance of the book. Did it teach a lesson, or was there a moral to the story? Were there themes present throughout the book? Edit and ProofreadOnce you've finished, read over your summary a few times to make sure it makes sense. Not only do you want to check for spelling and grammar errors, but you'll want to make sure the description flows from point to point and makes sense. Try reading it out loud to yourself to see how it sounds when you hear it. Read it a friend or family member to see if they can provide any feedback. Once you're certain it's complete, you can turn it in to your teacher or professor. MORE FROM QUESTIONSANSWERED.NET Want more? Advanced embedding details, examples, and help! 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Ever since coining the term "win-win" in 1963, he has been teaching people the world over how to get what they want in any situation. In clear, accessible steps, he reveals how anyone can use the three crucial variables of Power, Time, and Information to always reach a win-win negotiation. No matter who you're dealing with, Cohen shows how every encounter is a negotiation that matters. With the tools and skill sets he has devised, honed, and perfected over countless negotiations, the power of getting what you deserve is now a practical necessity you can fully master. "Flawlessly organized." — Kirkus ReviewsRead MoreTopicPersonal DevelopmentCitation styles for You Can Negotiate AnythingHow to cite You Can Negotiate Anything for your reference list or bibliography: select your referencing style from the list below and hit 'copy' to generate a citation. 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