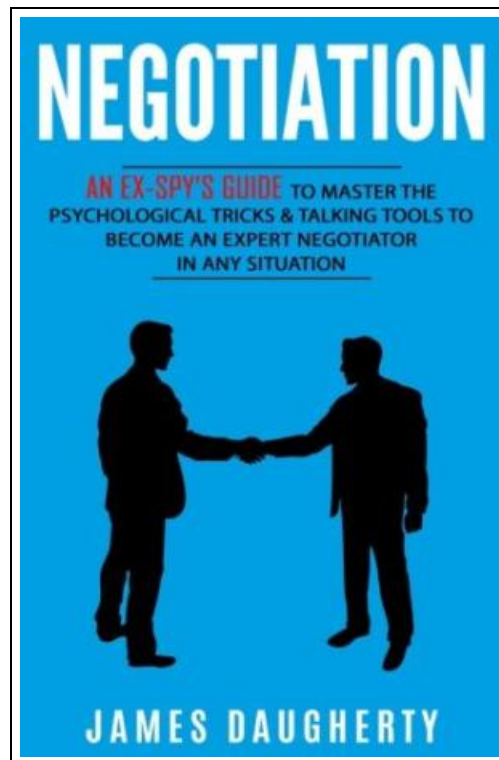


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Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Imagine how different your life would be if you could avoid getting the worst out of every deal you negotiate in life. You will never quite know how much you have left on the table by lacking the negotiation skills to truly get the most out of your dealings. Whether it s negotiating that pay rise at work, attaining the best price for the house/car or just simply getting more out of your daily interactions. All too often people fall short as they aren t equipped with the psychological strategies and behaviour patterns to negotiate successfully. Not anymore. James Daugherty is an intelligence expert former CIA Spy who specializes in all forms of human behavior. But there s one skill which is critical to getting ahead, negotiation. A spy would be a blunt instrument without it. However he never realized quite how much his ability to negotiate high-level hostage situations whilst working for the FBI key informant agreements whilst in the field as an American spy would help everyday people in civilian life. Imagine if you could plan and talk your way into a better position without manipulation or deception to effortlessly get more out of the deals you are making. In this insightful and functional book, Daugherty gives readers a firsthand look into the trials tribulations he dealt with in the field as a CIA operative no nonsense guide revealing how to: Identify the 3 negotiator personality profiles (and which one you are)Build the verbal and nonverbal rapport critical for productive talksThe two absolute terms to know before entering any negotiating tableThe clever psychological buyer/seller negotiation tricks (for the car, house yourself)What an Arms Dealer can teach you about an...



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