



The Upper Hand: Winning Strategies from World-class Negotiators

By Benoliel, Michael; Cashdan, Linda

Platinum Press, 2006. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: - As featured on Bloomberg Business Radio and Voice of America - Named one of the best business books of 2005 by the Chicago Tribune! Negotiation is part of daily life. It is also a demanding, complicated process: a mixture of research, strategy, psychology, and gut instinct. The Upper Hand teaches readers the top ten skills needed to negotiate anything--be it a new home, an eight-figure salary, or a peace accord. Filled with lively anecdotes and behind-the-scenes stories from the world's top negotiators, The Upper Hand makes the principles of mastering the deal come alive. Includes first-hand interviews with: - Shimon Perez - Senator Bill Bradley - Robert L. Johnson - James A. Baker III.

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This book will not be effortless to start on reading through but very exciting to learn. It is amongst the most remarkable book i have got go through. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- **Dr. Easton Collier DVM**