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You Can Negotiate Anything is an interesting guide to negotiations that definitely makes some great points. Namely the concept of legitimacy and moving up the chain of command was particularly insightful and something I'd seldom considered. It is definitely an incomplete guide but the worthy points it makes are absolutely worth reading.

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You Can Negotiate Anything is a self-help book on negotiation by Herb Cohen. Cohen used story-telling to help explain the various concepts and strategies behind the art of negotiation. The 1982 book spent nine months on the New York Times bestseller list. See also. Conflict resolution research; Negotiation theory; List of books about negotiation

You Can Negotiate Anything - Wikipedia

This is another "book on tape" but I'm not sure you can even call it that. The author discloses at the beginning of the recording that he's not reading from a book at all. After listening to the whole thing, I'm not sure if I feel like I have the ability to negotiate "anything."

How to Negotiate Anything, Anywhere by Herb Cohen

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You Can Negotiate Anything by Cohen, Herb (ebook)

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You Can Negotiate Anything by Cohen, Herb (ebook)

You can Negotiate Anything 1. Nidhi Kadam 1 2. You can Negotiate anything 2 Omnipresent Negotiation The TIP Upside Down Personalizing Moving Up At the Top Telephone Memorandum Negotiation Styles Win-Win Win-Lose Conflicts Difficult People Negotiation Stages Negotiation redefined @ the End 3.

You can Negotiate Anything - SlideShare

Most everything in life can be negotiated, so learn to excel at negotiation If your intent is to affect someone’s behavior, then you’re negotiating. Example: Getting your kids to behave, getting a speeding ticket, qualifying for a mortgage, and purchasing a high priced item can all be negotiated. A negotiation shouldn’t be a battleground

You Can Negotiate Anything by Herb Cohen - Book Summary ...

You Can Negotiate Anything Life is a series of negotiations. While we may realize this in theory, we probably don't realize how often it applies in practice. Our work schedule, our pay and benefits, prices in big box stores, cellphone contracts, daycare arrangements—you name it, it’s negotiable.