



Negotiate to Win!: Talking Your Way to What You Want

By Patrick Collins

Sterling Publishing Co Inc. Paperback. Book Condition: new. BRAND NEW, Negotiate to Win!: Talking Your Way to What You Want, Patrick Collins, This book provides a hard-working handbook on assessing situations and pinpointing the appropriate techniques for any given circumstance. There's great real-life advice, including details on how to negotiate at restaurants and hotels. Negotiation is not just a process; it's an attitude - one that we all can learn. Patrick Collins, an internationally recognised expert on the subject, offers an original, comprehensive guide to maximising negotiation skills, whether in a one-on-one encounter or a larger, more formal negotiating session. Collins explains what negotiation is and isn't and discusses ways to overcome fear, strategies for gaining the upper hand by manipulating the environment and tactics tailored to negotiation type.

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