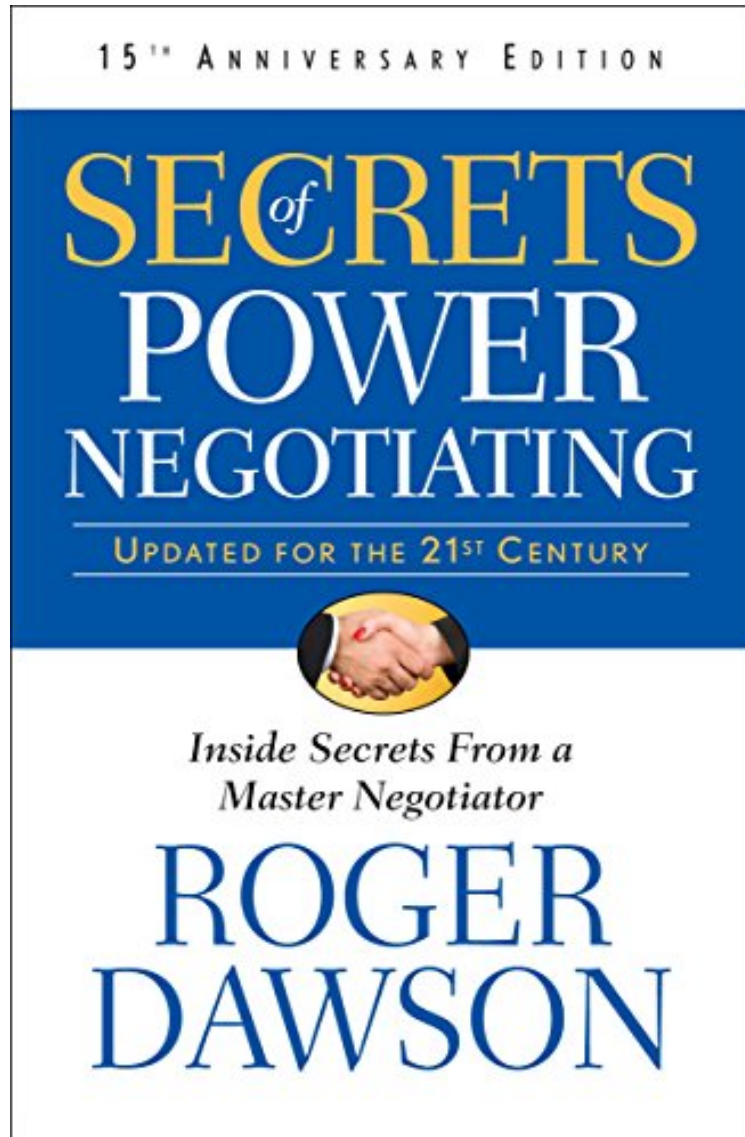


(Read free) Secrets of Power Negotiating (Inside Secrets from a Master Negotiator)

## Secrets of Power Negotiating (Inside Secrets from a Master Negotiator)

*Roger Dawson*

*ebooks / Download PDF / \*ePub / DOC / audiobook*



 Download

 Read Online

#167305 in eBooks 2012-04-24 2012-04-24 File Name: B007RJ9LMU | File size: 62.Mb

**Roger Dawson : Secrets of Power Negotiating (Inside Secrets from a Master Negotiator)** before purchasing it in order to gage whether or not it would be worth my time, and all praised Secrets of Power Negotiating (Inside Secrets from a Master Negotiator):

0 of 0 people found the following review helpful. The problem is that's like going into an MMA match knowing nothing more than ...By CustomerI listened to the audio book version of this years ago. This book is a classic on

negotiations. Many books talk about WIN WIN negotiating. The problem is that's like going into an MMA match knowing nothing more than Marquis de Queensbury rules boxing. It puts you at a negotiating disadvantage when you're up against someone who simply doesn't care about WIN WIN. This book teaches you some of the basic techniques and maneuvers that people use so that you're prepared for the negotiations. 0 of 0 people found the following review helpful. The BIBLE of Negotiations! By Kindle Customer Roger Dawson is the undisputed master of negotiating and this book is known throughout the world as THE go to text for all things negotiation. If your budget allows only one purchase, this is the one to get! HUGE 300+ pages, professionally written, expert knowledge, easy to follow concepts and a winning attitude all go together to make this book worth thousands of dollars to those who want to learn the art of negotiations. Are there any "secrets" revealed?? No, not in the strict sense of the word, but most people will learn new tactics and strategies from the master of power negotiations, Roger Dawson. \$1.99 on Kindle is an unbelievable deal! 8 of 9 people found the following review helpful. Yes it is applicable to you.... By Blooms And Bugs You are truly missing out if you are a business owner and you haven't read the book. Here is my story about the book: I purchased Roger's book "The Secrets of Power Negotiating" because a blogger I follow ( Ramit Sethi) highly recommended it. It was very interesting to read how people negotiated, I just couldn't put the book down. I run a kids clothing boutique on etsy: <https://www.etsy.com/shop/BloomsNBugs> Because all my sales and purchases are online, there is not much scope of applying many of the techniques Roger taught in his book ( or so I thought). However, when one of my dresses sold after reading this book, I recalled one of the chapters - The best time to upsell something to a customer is right after they have made a purchase... a light bulb went off. I immediately sent my customer an email thanking them for the purchase and asking them if she would like to buy an accessory to go with the dress... and lo and behold! she said yes! I couldn't believe it! Since then I have sold many accessories just by writing an email after the purchase. I made back the price of the book within 2 sales. I can't even imagine what people who are in a direct sales business would be doing with this book.

Becoming a master negotiator is easier than you think! Award-winning negotiation expert Roger Dawson shows readers how to ask for and get what they want. Roger Dawson's Secrets of Power Negotiating has changed the way American business thinks about negotiating. Thinking "win-win" - looking for that magical third solution in which everyone wins but nobody loses - can be a naive and ultimately unsuccessful approach in today's tough business environment. Power Negotiating teaches that the way you negotiate can get you everything you want and still convince the other side that they won also. This third edition has been completely revised and updated to reflect the changing dynamics of business today. New and expanded sections include: Twenty sure-fire negotiating gambits How to negotiate over the telephone, by e-mail, and via instant messaging How to read body language Listening to hidden meanings in conversation Dealing with people from other cultures How to become an expert mediator Secrets of Power Negotiating covers every aspect of the negotiating process with practical, proven advice, from beginning steps to critical final moves: how to recognize unethical tactics, key principles of the Power Negotiating strategy, why money is not as important as everyone thinks, negotiating pressure points, understanding the other party and gaining the upper hand, and analyses of different negotiating styles. Dawson's insider guide should be required reading for anyone who deals with people (Ken Blanchard) and is an essential tool for learning the tricks of the trade and avoiding being tricked yourself.