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- Negotiate successfully from a position of weakness
- Defuse threats, ultimatums, lies, and other hardball tactics
- Overcome resistance and “ sell ” proposals using proven influence tactics
- Negotiate ethically and create trusting relationships—along with great deals
- Recognize when the best move is to walk away
- And much, much more

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Overview •Identify negotiation opportunities where others see no room for discussion

- Discover the truth even when the other side wants to conceal it
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Systematic analysis of a very human subject Author gives analytical insight into the mindset of the "negotiation genius" - an individual who uses sound reasoning and empathic behaviour to address rules of engagement when negotiating on almost anything. From the HBR camp, sometimes it lacks readability but as a reference it's extremely valuable for all walks of life looking to uncover the key points on how to negotiate.

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Negotiation Genius gives you detailed strategies—including talking points—that work in the real world even when the other side is hostile, unethical, or more powerful. When you finish it, you will already have an action plan for your next negotiation. You will know what to do and why.

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