

# SUCCESSFUL NEGOTIATING

**Sunday:** Learn how to set up the best environment for a negotiation. **Monday:** Learn how to research and plan your objectives. **Tuesday:** Consider variations in the scope for a meeting. **Wednesday:** Explore the opening moves in the meeting. **Thursday:** Discover the best ways of moving a negotiation forward. **Friday:** Learn how to bring a negotiation to a satisfactory end. **Saturday:** Plan how you can continue to apply your negotiation skills.



**LEARN IN A WEEK, WHAT THE EXPERTS LEARN IN A LIFETIME**

**PETER FLEMING**

CHARTERED FELLOW OF THE INSTITUTE OF PERSONNEL DEVELOPMENT

# Teach Yourself Negotiating

**M Carnoy**



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