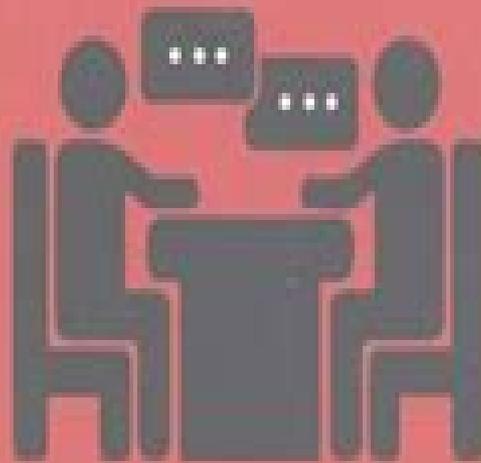


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The Persuasive Negotiator

Florence Kennedy Rolland,2020-11-03 Negotiation permeates every aspect of our lives from our home to our work Whether you consider yourself a novice or expert there is always room to improve your negotiation performance With easily replicable tools throughout this book offers everything you need to know for an MBA in negotiation but without the expense and time consuming study It will help you improve both your confidence and ability and equip you with all the skills and tools needed for successful negotiation Negotiation is more than buying and selling more than winning and more than streetwise manipulation it s creating a successful deal that will lead to a fruitful relationship with the other party In this book the author demonstrates how we can all become more effective negotiators in business and our everyday lives by combining theory with real life examples and offering practical tips At the end of each chapter your knowledge will be tested and the learning reaffirmed to enable you to walk into any negotiation confidently This book is essential reading to all students taking part in an MBA program as well as anyone with an interest in negotiation Whether you need help negotiating a new kitchen installation a better salary or a multi million pound business deal this book will give you the competitive edge to get there

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- Chapter 2: Essential Elements of The Perfect Negotiation
- Chapter 3: The Perfect Negotiation in Everyday Life
- Chapter 4: The Perfect Negotiation in Specific Contexts
- Chapter 5: Conclusion

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This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of The Perfect Negotiation.

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Table of Contents The Perfect Negotiation

1. Understanding the eBook The Perfect Negotiation

- The Rise of Digital Reading The Perfect Negotiation
- Advantages of eBooks Over Traditional Books
- 2. Identifying The Perfect Negotiation
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an The Perfect Negotiation
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from The Perfect Negotiation
 - Personalized Recommendations
 - The Perfect Negotiation User Reviews and Ratings
 - The Perfect Negotiation and Bestseller Lists
- 5. Accessing The Perfect Negotiation Free and Paid eBooks
 - The Perfect Negotiation Public Domain eBooks
 - The Perfect Negotiation eBook Subscription Services
 - The Perfect Negotiation Budget-Friendly Options
- 6. Navigating The Perfect Negotiation eBook Formats
 - ePub, PDF, MOBI, and More
 - The Perfect Negotiation Compatibility with Devices
 - The Perfect Negotiation Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of The Perfect Negotiation
 - Highlighting and Note-Taking The Perfect Negotiation
 - Interactive Elements The Perfect Negotiation
- 8. Staying Engaged with The Perfect Negotiation
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers The Perfect Negotiation

9. Balancing eBooks and Physical Books The Perfect Negotiation
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection The Perfect Negotiation
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine The Perfect Negotiation
 - Setting Reading Goals The Perfect Negotiation
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of The Perfect Negotiation
 - Fact-Checking eBook Content of The Perfect Negotiation
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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