



Negotiating In The Real World - Getting The Deal You Want

By Gotbaum , Victor

Fireside, New York, 1999. Soft Cover. Book Condition: New. First Thus. 5-1/2 x 8-1/2". 1999 paperback book . BRAND NEW from 1999 publisher . Never opened , Never owned . Please note, this last one has a feltpen dot bottom edge . still Nice Clean Gift Giving quality . 189 pages . Sharpen your negotiating skills for every situation . and get the results you want . shown with numerous anecdotes and examples from real-life situations . business negotiation , negotiations , deal making . "Negotiating is a face-to-face human drama that can be as genteel as croquet or as brutal as a prizefight," writes Victor Gotbaum, a labor leader and consultant for over 40 years, who ran the largest municipal-employees union in the U.S. when it conducted historic bankruptcy-averting negotiations with New York City , then for years served as director of Baruch College's National Center for Collective Bargaining . Sections include : "evaluating yourself as a negotiator" and "assessing your adversary" through "the sanctity of the contract." . "Women and Negotiations" focuses on overcoming gender-based obstacles . "Negotiations That Failed--And Why," explains what went wrong in problem negotiations . probably because they hadn't read this book . and...



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