

Truth About Win-win Negotiating, The - Leigh L. Thompson

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This Element is an excerpt from The Truth About Negotiations (9780136007364) by Leigh Thompson. Available in print and digital formats. What "win-win" negotiation really means--and how to put it to work for you. Seasoned negotiators will tell you the only good negotiation is one that ends in a win-win. Yet some people think that simply means reaching any agreement. Others think it's a negotiation that leaves all parties still speaking. Still others think it means dividing everything equally down the middle. Although all these outcomes are desirable, none captures the central concept of a win-win negotiation....Words: tell the truthAuthor: Thompson, Leigh L. Publisher: FT Press Illustration: N Language: ENG Title: Truth About Win-Win Negotiating, The Pages: 00009 (Encrypted EPUB) / 00010 (Encrypted PDF) On Sale: 2010-08-12 SKU-13/ISBN: 9780132371711 Category: Business & Economics : Negotiating

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