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Practical Negotiating: Tools, Tactics and Techniques

By Tom Gosselin

John Wiley and Sons Ltd. Hardback. Book Condition: new. BRAND NEW, Practical Negotiating: Tools, Tactics and Techniques, Tom Gosselin, Praise for Practical Negotiating: Tools, Tactics & Techniques "Practical Negotiating is an innovative, resourceful, and--as its name implies--practical guide to the art and science of negotiating. Unlike many books on negotiating, which are filled with theories and anecdotes, this one is rich with examples, tactics, and tips, which makes it the indispensable book when you are going into any negotiation." --Terry R. Bacon, President, Lore International Institute and author of What People Want: A Manager's Guide to Building Relationships That Work "There is something in this book for the most experienced negotiator and the novice. Gosselin's no-nonsense prescriptions and recommendations will hit home and give you new ideas for the most difficult of negotiating situations. Anyone in the business world will want this great bible of effective negotiating right near their desk and phone!" --Dr. Beverly Kaye, CEO and founder, Career Systems International and coauthor of Love or Lose: Getting Good People to Stay "Gosselin has written a thoughtful, engaging, and practical guide on a topic of increasing importance to leaders and organizations. There is something here for..."



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