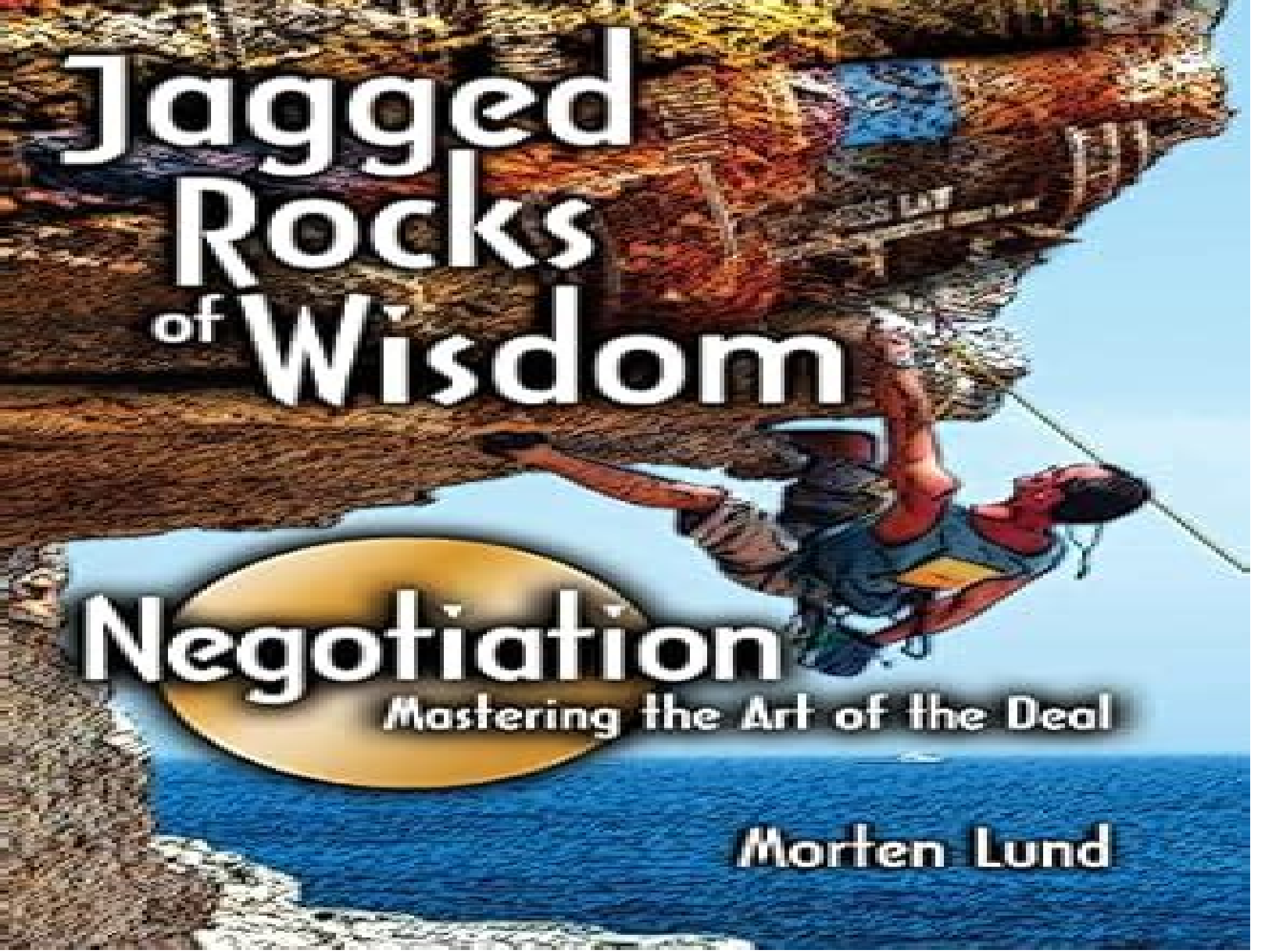




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Mastering the Art of the Deal

Morten Lund

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Morten Lund (Lawyer)



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Ten Cardinal Secrets for Mastering the Art of Negotiation James Edwards, 2024-03-11 This book TEN CARDINAL SECRETS FOR MASTERING THE ART OF NEGOTIATION Understanding Advanced Negotiation Techniques That Really Work is a short and thorough description of how every man and woman can become an expert in the art of negotiation through understanding advanced negotiation techniques that really work It is not cluttered with unnecessary theories but delves straight into practical procedures that every individual can adopt to master the art of negotiation for success in everyday living both in personal and business life The entire book was written in ten chapters and forty seven pages revealing advanced negotiation techniques that really work for mastering the art of negotiation The first chapter revealed in four pages the secret of preparation including investigating your counterparty clearly defining your objectives and goals and formulating an approach The second chapter revealed in four pages the secret of mastering communication skills including four useful active listening techniques four relevant aspects of potent verbal and nonverbal communication and four strategies for developing a good connection during negotiation The third chapter revealed in four pages the secret of developing emotional intelligence including the three relevant steps to acknowledging and controlling your emotions the three relevant steps to developing empathy and the three relevant steps to identifying and controlling emotional triggers The fourth chapter revealed in four pages the secret of understanding and utilizing power dynamics including the four different types of power in negotiation the four guidelines for utilizing power ethically in negotiation and the six potent strategies for balancing power in negotiations The fifth chapter revealed in four pages the secret of generating win win solutions including the three techniques for developing cooperative problem solving in negotiations and the three ways for discovering an area of agreement in negotiations The sixth chapter revealed in four pages the secret of negotiating with confidence including the six techniques for getting rid of fear and anxiety during negotiations and the six ways of managing high stress situations in negotiations The seventh chapter revealed in four pages the secret of mastering the art of persuasion including the five elements of influence tactics the five techniques for using words that persuade and the five strategies for initiating a strong argument The eighth

chapter revealed in three pages the secret of handling stalemate in negotiations including the five typical difficulties in the negotiation process the five strategies for overcoming stalemates in negotiations and the five strategies to keep the motion of negotiation ongoing The ninth chapter revealed in four pages the secret of negotiating in cross cultural circumstances including the four major ways that cultural differences affect negotiations the four major ways of adopting communication styles to different cultures for effective negotiation and the four major ways of developing cultural intelligence for effective negotiation And finally the tenth chapter reveals in four pages the secret of acquiring knowledge from every negotiation including how to contemplate your negotiation skills continually for improvement five ways of absorbing wisdom from every negotiation and the four strategies for applying the knowledge you acquired from negotiations to future negotiations If you are determined to enjoy the personal and business success that comes from mastering the art of negotiation through understanding advanced negotiation techniques that really work this book **TEN CARDINAL SECRETS FOR MASTERING THE ART OF NEGOTIATION Understanding Advanced Negotiation Techniques That Really Work** will prove to be an invaluable guide for you

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