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Mark Steyvers



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network healthy over the long haul Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges *HBR Guide to Negotiating (HBR Guide Series)* Jeff Weiss,2016-01-26 Forget about the hard bargain Whether you re discussing the terms of a high stakes deal forming a key partnership asking for a raise or planning a family event negotiating can be stressful One person makes a demand the other concedes a point In the end you settle on a subpar solution in the middle if you come to any agreement at all But these discussions don t need to be win or lose situations Written by negotiation expert Jeff Weiss the HBR Guide to Negotiating provides a disciplined approach to finding a solution that works for everyone involved Using a seven part framework this book delivers tips and advice to move you from a game of concessions and compromises to one of collaboration and creativity resulting in better outcomes and better working relationships You ll learn how to Prepare for your conversation Understand everyone s interests Craft the right message Work with multiple parties Disarm aggressive negotiators Choose the best solution *HBR Guides to Being an Effective Manager Collection (5 Books) (HBR Guide Series)* Harvard Business Review,Bryan A. Garner,Nancy Duarte,2017-11-14 Master the most critical professional skills with this five volume set that covers topics from personal effectiveness to leading others This specially priced collection includes books from the HBR Guide series on the topics of Getting the Right Work Done Better Business Writing Persuasive Presentations Making Every Meeting Matter and Project Management You ll learn how to Prioritize and stay focused Overcome procrastination Conquer email overload Push past writer s block Create powerful visuals Establish credibility with tough audiences Moderate lively conversations and regain control of wayward meetings Build a strong project team Create a realistic schedule and stay on track Manage stakeholders expectations Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges

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