



## THE COMPLETE GUIDE ON HOW TO NEGOTIATE: MASTER THE ART OF GETTING WHAT YOU WANT IN BUSINESS AND IN LIFE (PAPERBACK)

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Tali Raphaely, United States, 2013. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Are you in the market for a new car-or in the process of buying a house? Are you still lobbying for that pay increase? Learning effective negotiation practices can transform almost every area of your daily interactions, which can thereby greatly improve your outlook on life. Now, attorney, real estate investor, and motivational speaker Tali Raphaely has created an easy-to-use guide to help you get the results you want and transform each negotiation into a win-win situation that creates an atmosphere of mutual partnership. The Complete Guide On How To Negotiate: Master the Art of Getting What You Want in Business and in Life is required reading for anyone who could benefit from being a better negotiator in either business dealings or personal encounters. Drawing from years of experience with employees, vendors, and clients as an attorney and owner of a nationwide real estate company, Raphaely has condensed game-changing strategies and tips into one actionable, failsafe guide that takes readers through all phases of a negotiation, from gaining the advantage with the first offer to knowing when to walk away. Learn methods to get the other side to do more of the talking, while mastering the listening skills necessary to understand the true goals of the other party. Discover how to make low offers without jeopardizing the deal; how to bluff and get away with it; how to get more information than you provide; how to create connections; and how to encourage collaboration. What is the best way to react to the other side s offers? How can you earn those last-minute concessions? With humor, nuts-and-bolts advice, and plenty of eye-opening examples, The Complete Guide On How To Negotiate can turn the...



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