



Negotiate to Win!: Talking Your Way to What You Want

Patrick Collins

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Negotiation is not just a process, it's an attitude-and one that we all can learn. Internationally recognized expert Patrick Collins presents an original, comprehensive guide to maximizing negotiation skills. Readers will learn how to overcome the fear of negotiation, assess situations, and apply the appropriate strategy. Illuminating techniques include: how to manipulate the environment and when to bluff or confront.

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