



You've read the classic on win-win negotiating, *Getting to Yes ...* but so have they, the folks you are now negotiating with. How can you get a leg up ... and win? "Win-win" negotiation is an appealing idea on an intellectual level: Find the best way to convince the other side to accept a mutually beneficial outcome, and then everyone gets their fair share. The reality, though, is that people want more than their fair share; they want to win. Tell your boss that you've concocted a deal that gets your company a piece of the pie, and the reaction is likely to be: "Maybe we need to find someone harder-nosed than you who knows how to win. We want the whole pie, not just a slice." However, to return to an earlier era before "win-win" negotiation was in fashion and seek simply to dominate or bully opponents into submission would be a step in the wrong direction—and a public relations disaster. By showing how to win at win-win negotiating, Lawrence Susskind provides the operational advice you need to satisfy the interests of your back table—the people to whom you report. He also shows you how to deal with irrational people, whose vocabulary seems limited to "no," or with the proverbial 900-pound gorilla. He explains how to find trades that create much more value than either you or your opponent thought possible. His brilliant concept of "the trading zone"—the space where you can create deals that are "good for them but great for you," while still maintaining trust and keeping relationships intact—is a fresh way to re-think your approach to negotiating. The outcome is often the best of both possible worlds: You claim a disproportionate

share of the value you've created while your opponents still look good to the people to whom they report. Whether the venue is business, a family dispute, international relations, or a tradeoff that has to be made between the environment and jobs, Suskind provides a breakthrough in how to both think about, and engage in, productive negotiations.

Business, Online Radio, Politics and Lifestyle, Blog by Cean Joseph Business, Online Radio, Politics and Lifestyle, Blog by Cean Joseph BLOG RADIO NEWS GOSSIP INTERVIEWS FASHION CELEBRITIES EVENT PHOTO NEWS HOT RELEASES HEALTH BEAUTY UPDATES Man docked for stealing baby beds Man confess how a commercial bus crushed my friend to death A Touching Story that will change your Life Womans Bra Saves her life from Bullet See Red wine Swimming pool in japan How to Cook Chinese Fried Rice How To Cook Efo Riro Yeepeng Sansai lantern festival, Chiang Mai, Thailand Oct 25th, 2015 Singapore Grand Prix, Singapore, Singapore Sep 20th, 2015 The Cascamorras Festival Granada, Spain Sep 6th, 2015 Sep 9th, 2015 MOST POPULAR Countries with the Most Beautiful Women in the World MARCH 25, 2015 1. Brazil Brazil, home to Cynthia Morgan put her hilarious look on the spot MARCH 2, 2015 The dance-hall queen is pictured Nadia Buari Confirms Birth Of Twins MARCH 6, 2015 32-year-old Ghanian actress Nadia Buari Celebrities with Fake Breast MARCH 12, 2015 Christina Aguilera Has lost NEWS Man docked for stealing baby beds Jan 18 2016 BLOG 10 0 Man docked for stealing baby beds One Umotu Haruna, has been docked by a Lagos Magistrates court on the Island for breaking into a warehouse and stole 13 pieces of baby beds worth of N200,000. The 22-years old defendant who has no fixed address and occupation pleaded not guilty to a two-count charge of breaking, entry and theft when he appeared BLOG 18 JAN Man confess how a commercial bus crushed my friend to death Man confess how a commercial bus crushed my friend to death BLOG 21 AUG A Touching Story that will change your Life A Touching Story that will change your Life BLOG 21 AUG Woman's Bra Saves her life from Bullet Womans Bra Saves her life from Bullet SPORT FOOD How to Cook Chinese Fried Rice How to Cook Chinese Fried Rice Aug 21 2015 How To Cook Efo Riro How To Cook Efo Riro AUGUST 21, 2015 Italian Pizza Italian Pizza MARCH 2, 2015 How to cook Nigerian Banga Soup (Ofe Akwu) How to cook Nigerian Banga Soup (Ofe Akwu) MARCH 2, 2015 BEAUTY 10 Tips For Growing Long Natural Hair 10 Tips For Growing Long Natural Hair 36 0 0 How do I get my hair to grow? faster? longer? These are all common questions. Before we talk about any hair tips, its important for you to understand that your hair IS GROWING!!! Apr 11 2015 Top 10 beauty resolutions Top 10 beauty resolutions MARCH 2, 2015 How to keep wrinkles at bay How to keep wrinkles at bay MARCH 2, 2015 EVENTS PHOTO Yeepeng Sansai lantern festival, Chiang Mai, Thailand Oct 25th, 2015 Yeepeng Sansai lantern festival, Chiang Mai, Thailand Oct 25th, 2015 AUGUST 21, 2015 Singapore Grand Prix, Singapore, Singapore Sep 20th, 2015 Singapore Grand Prix, Singapore, Singapore Sep 20th, 2015 AUGUST 21, 2015 The Cascamorras Festival Granada, Spain Sep 6th, 2015 Sep 9th, 2015 The Cascamorras Festival Granada, Spain Sep 6th, 2015 Sep 9th, 2015 AUGUST 21, 2015 SEE THE OFFICIAL PORTRAITS OF BUHARI AND OSINBAJO BEFORE MAY 29 SEE THE OFFICIAL PORTRAITS OF BUHARI AND OSINBAJO BEFORE MAY 29 MAY 19, 2015 VIDEO Sinach Nothing Is Impossible : Video RADIO Get the Flash Player to see this player. Shoutcast & Icecast Server 1:32 Windows Media

PlayerQuickTimeRealPlayerWinamp FASHION CELEBRITIES Top Nigerian Pastor, Joshua Iginla Dashed Zack Orji, Tope Alabi, Other Celebrities 22 Cars Top Nigerian Pastor, Joshua Iginla Dashed Zack Orji, Tope Alabi, Other Celebrities 22 Cars Dele Momodu Prove cousinĐ²Đ,â,,çs child for Davido Dele Momodu Prove cousinĐ²Đ,â,,çs child for Davido T.W.O Launch Their N400m Ikeja Mansion and Fifth Studio Album T.W.O Launch Their N400m Ikeja Mansion and Fifth Studio Album Mike Adenuga clocks 62 Mike Adenuga clocks 62 POPULAR RECENT COMMENT Countries with the Most Beautiful Women in the World Countries with the Most Beautiful Women in the World Cynthia Morgan put her hilarious look on the spot Cynthia Morgan put her hilarious look on the spot Nadia Buari Confirms Birth Of Twins Nadia Buari Confirms Birth Of Twins Celebrities with Fake Breast Celebrities with Fake Breast SEE How Nigerian Sex Workers survive In Italy Đ²Đ,â€ Pictures SEE How Nigerian Sex Workers survive In Italy Pictures Man docked for stealing baby beds Man docked for stealing baby beds Man confess how a commercial bus crushed my friend to death Man confess how a commercial bus crushed my friend to death A Touching Story that will change your Life A Touching Story that will change your Life WomanĐ²Đ,â,,çs Bra Saves her life from Bullet Womans Bra Saves her life from Bullet See Red wine Swimming pool in japan See Red wine Swimming pool in japan Kidnapers on Rampage Kidnapers on Rampage INTERVIEW: Chadian President Lambaste On How Jonathan And The Military Played Politics With Boko Haram INTERVIEW: Chadian President Lambaste On How Jonathan And The Military Played Politics With Boko Haram RIVERS APC CAMP SHAKES AS GOVERNOR AMAECHIĐ²Đ,â,,çS DEPUTY DECAMPS TO PDP RIVERS APC CAMP SHAKES AS GOVERNOR AMAECHIĐ²Đ,â,,çS DEPUTY DECAMPS TO PDP Indonesia To Execute Four Nigerians On Wednesday Indonesia To Execute Four Nigerians On Wednesday World Bank charge Buhari to probe NNPC, others World Bank charge Buhari to probe NNPC, others Blog radio is a one stop hub for Breaking News, Celebrity Gossip, Entertainment, Fashion, Sport and Online Radio For adverts, Sponsorship and more information please call:08022881490 TAGS BeautyBlogBusinessentertainmentEventEventsFashionFoodGossipHealthMusicNewsPoliticsSportvideoyoutube Enter your email #NowPlaying @AboderinOdunayo - Not Ashamed Ft @tosinbee #follow - <https://t.co/D4LH1p1ttX> <https://t.co/D4LH1p1ttX> 10 mins ago #NowPlaying @Tayoecless Ft. @kennykore - O'Tobi #follow - <https://t.co/D4LH1p1ttX> <https://t.co/D4LH1p1ttX> 18 mins ago #NowPlaying Joepraize ft Frank Edwards & Nikki Laoye - Strong Together #follow -30 mins ago Facebook Copyright 2015 - Myblog Radio. All Rights Reserved. BlogAbout StatCounter - Free Web Tracker and Counter

Good for You, Great for Me : Lawrence Susskind : 9781427251381 Jun 9, 2014 MIT professor Susskind, co-founder of Harvard Laws Program on Negotiation, departs from the collaborative win-win approach to negotiation, Good for You, Great for Me: Finding the Trading Zone and Winning Youve read the classic on win-win negotiating, Getting to Yes ... but so have they, the folks you are now negotiating with. How can you get a leg up ... and win?Good for You, Great for Me: Finding the Trading Zone and Winning Youve read the classic on win-win negotiating, Getting to Yes ... but so have they, the folks you are now negotiating with. How can you get a leg up ... and win?Good for You, Great for Me CBI - Consensus Building Institute : Good for You, Great for Me: Finding the Trading Zone and Winning at Win-Win Negotiation (Audible Audio Edition): Lawrence Susskind, Sean GOOD FOR YOU, GREAT FOR ME Finding the Trading Zone - GBV Good for You, Great for Me - Books on Google Play Finding the Trading Zone and Winning at Win-Win Negotiation Lawrence Susskind (Millions of people read Getting to Yes and other books using the winwin Good for You, Great for Me: Finding the Trading Zone and Winning In reality, most people want to win at win-win negotiation. Professor Susskind Publishes New Book, Good For You, Great For Me Good For You, Great For Me provides the missing operational guidelines for winning negotiations in to take after youve found your way into the trading

zone—to ensure you get as large a Good for You, Great for Me: Finding the Trading Zone and Winning Find helpful customer reviews and review ratings for Good for You, Great for Me: Finding the Trading Zone and Winning at Win-Win Negotiation at .Good for You, Great for Me: Finding the Trading Zone and Winning Youve read the classic on win-win negotiating, Getting to Yes ... but so have they, the folks you are now negotiating with. How can you get a leg up ... and win?Susskind Winning Win-Win Negotiations - Jan Frankel Schau Feb 16, 2017 - 4 min - Uploaded by Diego LangeGood For You, Great For Me: Finding the Trading Zone and Winning at Win-Win or what Good for You, Great for Me: Finding the Trading Zone and Winning Listen to Good For You, Great For Me: Finding the Trading Zone and Winning at Win-Win Negotiation audiobook by Lawrence Susskind. Stream and download Good For You, Great For Me - PON - Program on Negotiation at Jun 1, 2014 GOOD FOR YOU, GREAT FOR ME. Finding the Trading Zone and Winning at Win-Win Negotiation. by Lawrence Susskind. BUY NOW FROM.