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HBR Guide to Negotiating

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HBR Guide to Negotiating (HBR Guide Series) by Jeff Weiss

HBR Guide to Negotiating. by Jeff Weiss. Negotiating may seem scary or unpleasant: You may worry that you may not have the right skills to go head-to-head with someone and get what you deserve, or that you'll damage your relationship with your boss, customer, or colleague in the process. And even if you do enjoy the thrill of the argument, chances are that one of you is going to have to give up something you want, right?

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The HBR Guide to Negotiating gives you the skills and confidence you need to

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negotiate well and achieve better outcomes. Negotiation expert Jeff Weiss provides a framework, advice, and tools to help you move from confrontation and compromise to collaboration and creativity, leading to better working relationships as well as professional and personal success.

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One key to negotiation strategy is putting yourself in the shoes of your counterparts and truly understanding their motivations and likely actions. The best approach is to formally charter a team...

What's Your Negotiation Strategy? - Harvard Business Review

The author, a professor of negotiation at Harvard Business School, offers 15 specific pieces of advice for job candidates: (1) Don't underestimate the... You call a meeting to try to convince your...

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Negotiations - HBR

HBR IdeaCast / Episode 443 How to Negotiate Better Jeff Weiss, author of the “HBR Guide to Negotiating” and partner at Vantage Partners, explains how to prepare to be persuasive.

How to Negotiate Better - Harvard Business Review

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.

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How to Negotiate Remote and Flexible Work ... - hbr.org

Instead, you need to find the mentoring that will help you achieve your goals. Managed correctly, mentoring is a powerful and efficient tool for moving up. The HBR Guide to Getting the Mentoring You Need will help you get it right. Author: Harvard Business Review. Publisher: Harvard Business Review Press. ISBN: 9781422196007. Category: Business ...

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