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## **The Power Of Nice How**

Turning the well-known adage of “Nice Guys Finish Last” on its ear, *The Power of Nice* shows that “nice” companies have lower employee turnover, lower recruitment costs, and higher productivity. Nice people live longer, are healthier, and make more money.

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**The Power of Nice:  
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In this revised and updated edition of the renowned classic *The Power of Nice*, Shapiro shares the key principles of effective negotiation through a combination of a time-tested process, anecdotes, and exercises. Drawing on his unparalleled experiences from the

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worlds of sports, law, business, and politics, as well as dealing with life issues common to us all, Shapiro lays out the steps of his Systematic Approach, The Three Ps: Prepare-Probe-Propose.

## **Amazon.com: The Power of Nice: How to Negotiate So ...**

The three Ps in power of nice are prepare, probe and propose. However, I just came

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out of a fairly intense negotiation, I had read the entire book once and spent the days before the negotiation preparing. I let the other side propose first, I probed and I proposed.

## **The Power of Nice: How to Negotiate So Everyone Wins ...**

The Power of Nice is a great reminder of why and how being nice in every interaction will

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benefit you in the long run. The reinforce that being nice doesn't mean being a push-over, just making sure the situation is handled in the best and nicest way possible. It's a quick, easy read with great points. flag 1 like · Like · see review

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...

The Power of Nice.

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There is a deeply rooted belief in our culture that niceness is for the weak and the naive. Nothing could be further from the truth.

## **How We Discovered The Power of Nice | HuffPost Life**

In THE POWER OF NICE, through their own experiences and the stories of other people and businesses, they demonstrate why, contrary to

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conventional wisdom, nice people finish first. Turning the well-known adage of “Nice Guys Finish Last” on its ear, THE POWER OF NICE shows that “nice” companies have lower employee turnover, lower recruitment costs, and higher productivity.

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In The Power of Nice, through their own experiences and the stories of other people and businesses, they demonstrate why, contrary to conventional wisdom, nice people finish first. Read more Read less

## **Amazon.com: The Power of Nice: How to Conquer the Business ...**

This week, Life Training Online is reviewing The

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Power of Nice: How to Conquer the Business World With Kindness, by Linda Kaplan Thaler and Robin Koval, the seventh of fifty-two books in the 52 Personal Development Books in 52 Weeks series. A common thread that runs through much of our business world today is a “me vs. you” mentality.

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## **Life Training - Online**

The Power of Nice

Principle #1 Positive impressions are like seeds. Every time you smile at a messenger, laugh at a coworker's joke, thank an assistant, or treat a stranger with graciousness and respect, you throw off positive energy.

## **How to Conquer The Business World with Kindness**

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The Business  
World With  
Kindness

The book identifies the following six "Power of Nice" Principles: 1.

Positive Impressions Are Like Seeds Every time you smile at a messenger, laugh at a co-worker's joke, thank an assistant, or treat a total stranger with graciousness and respect, you throw off a positive energy wave that rolls out endlessly in all directions.

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**Kindness As A  
Leadership Trait -  
Work ...**

"The Power of Nice"  
was really a great book  
about how to  
negotiate. This book is  
sorely needed in the  
time of winner take all  
patterns we see in  
public and private life.  
Bravo for putting out a  
strong book contending  
that we need to focus  
on maintaining civil  
discourse and  
relationships when

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negotiating anything.

## The Business

### **The Power of Nice: How to Negotiate So Everyone Wins ...**

The three Ps in power of nice are prepare, probe and propose. However, I just came out of a fairly intense negotiation, I had read the entire book once and spent the days before the negotiation preparing. I let the other side propose first, I probed and I

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## **Amazon.com: The Power of Nice: How to Negotiate So ...**

The Power of Nice provided insights that have enriched both my

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personal and  
professional lives...I  
find myself mentally  
referencing it each  
day. Life is a

negotiation, and The  
Power of Nice has  
taught me to look for  
the win-win in every  
situation.” - Cheri  
Phyfer, President &  
General Manager,  
Diversified Brands, The  
Sherwin-Williams  
Company

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**Shapiro**  
**Negotiations**

This week, Life Training Online is reviewing The Power of Nice: How to Conquer the Business World With Kindness, by Linda Kaplan Thaler and Robin Koval, the seventh of fifty-two books in the 52 Personal Development Books in 52 Weeks series. A common thread that runs through much of our business world today is

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Turning the well-known adage of "Nice Guys Finish Last" on its ear, The Power of Nice shows that "nice" companies have lower employee turnover, lower recruitment costs, and higher productivity. Nice people live longer, are

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The Power of Nice: How  
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Everyone Wins -  
Especially You! 288 by  
Ronald M. Shapiro ,  
James Dale (With) ,  
Charlene Barshefsky  
(Foreword by) , Cal  
Ripken Jr. (Foreword  
by) Ronald M. Shapiro

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**The Power of Nice:  
How to Negotiate So  
Everyone Wins ...**

In a world where greed, envy, competition, and ruthlessness have given rise to unhealthy work climates and questionable relationships, we're reminded that those short term gains do little good in the long run. The Power of Nice: Nice people don't finish last - they finish right

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and are well  
remembered.

**The Power of Nice  
Free Summary by  
Linda Kaplan Thaler  
et al.**

His method includes focusing on client needs through listening and the 3P's: Prepare-Probe-Propose, and is the subject of his book, *The Power of Nice: How to Negotiate So Everyone Wins ...*

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