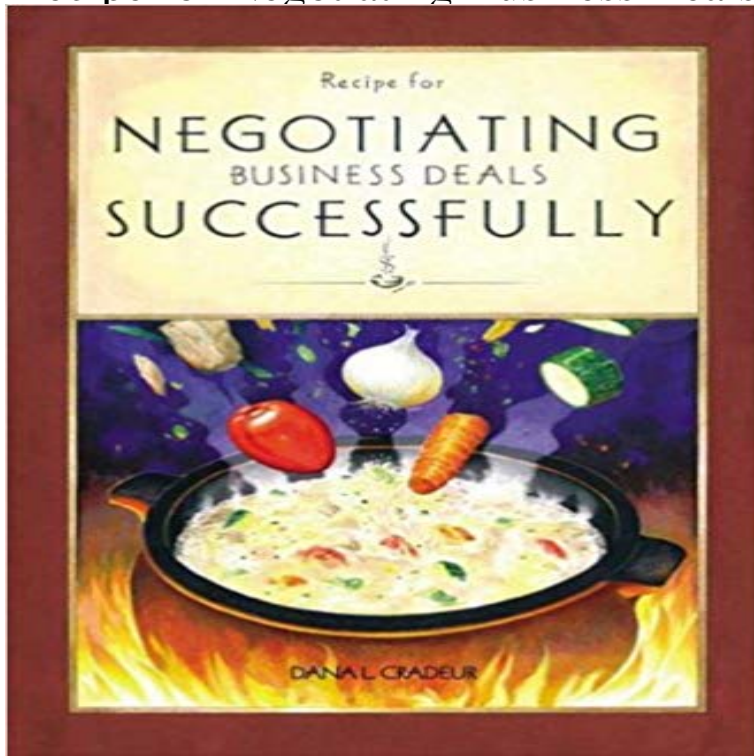


Recipe for Negotiating Business Deals Successfully



The Recipe for Negotiating Business Deals Successfully provides a simple formula for negotiating profitable deals on a consistent basis by comparing it with cooking chicken soup. They both require the right ingredients, proper mix and blend, and a desirable goal. This recipe will ease the pressure of negotiation by explaining the fundamental strategies and helping one to remember the required ingredients that lead to a successful negotiation. You will learn how each ingredient, blend with key negotiation skills, can serve as the building blocks to a powerful negotiation strategy. In addition, you will become aware of how the power of emotions, ego, and fear play an integral part in negotiating and how to maneuver effectively around difficult people or situations. The book is a perfect pocket handbook with useful templates and tips for the neophyte and the seasoned negotiator.

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