

Getting More By Diamond Stuart Author Getting More How

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Getting More By Diamond Stuart

By Stuart Diamond Getting More: How to Negotiate to Achieve Your Goals in the Real World 4.5 out of 5 stars 514. Hardcover. \$31.04. Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond Deepak Malhotra. 4.6 out of 5 stars 262. Paperback.

Getting More: How You Can Negotiate to Succeed in Work and ...

Getting More: How You Can Negotiate to Succeed in Work and Life by Stuart Diamond "Getting

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More" is a fabulous practical guide on how to become a better negotiator. This book succeeds in providing readers with the tools necessary to get more out of work and life, and it works!

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Acclaim For The New York Times Best-Seller, Getting More, And Author Stuart Diamond "#1 Business Book to read for your career in 2011." Wall Street Journal FINS blog "Phenomenal." Lawyers Weekly "Brilliant." Lisa Oz, Oprah Network "This book will give the reader a massive advantage in any negotiation."

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Getting More: How You Can Negotiate to Succeed in Work and ...

Getting More is based on Professor Diamond's award-winning negotiations course at The Wharton Business School, where it has been the most sought-after course by students for 13 years. It contains a powerful toolkit that can be used in any situation: with kids and jobs, travel and shopping, business, politics, relationships, cultures, partners and competitors.

Getting More (Audiobook) by Stuart Diamond | Audible.com

Summary A fantastic introduction to negotiation and learning how to get more as a way of life. Diamond challenges the conventional wisdom of using power and logic to negotiate. Instead, he proposes that effective negotiation stems from understanding, valuing, and communicating with the person between you and your goals.

Getting More by Stuart Diamond: Summary & Notes - Calvin ...

Get the New York Times bestseller, Getting More. Learn how to challenge the conventional wisdom. Get new and better tools. Improve any negotiation—with kids, jobs, travel, shopping, business, politics, relationships, cultures, partners, competitors.

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For more information, contact Premium Sales at (212) 572-2232 or e-mail Library of Congress Cataloging-in-Publication Data Diamond, Stuart. Getting more : how to negotiate to achieve your goals in the real world / Stuart Diamond.—1st ed. p. cm. 1. Negotiation. I. Title.

Getting More by Stuart Diamond - Excerpt - Free Download ...

An introduction to Getting More GETTING MORE, a NY Times Bestseller, #1 Wall Street Journal and USA Today Business Bestseller, has sold more than 1.3 million copies and had life-changing results for people from all walks of life. “The conventional wisdom of power, logic and even win-win is based on ideas that are now more than 40 years old and capture only 25 percent of the potential value,” according to author Prof. Stuart Diamond.

The Model » Getting More

About Stuart Diamond. Stuart Diamond is one of the world’s leading experts on negotiation. He has advised executives and managers from more than 200 of the Fortune 500 companies, and taught 30,000 people in 45 countries, from country leaders and professionals to homemakers and... More about Stuart Diamond

Getting More by Stuart Diamond: 9780307716903 ...

This complete summary of the ideas from Stuart Diamond’s book “Getting More: How to Negotiate

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to Achieve Your Goals in the Real World” shows how you can get more of what you want by learning how to be a good negotiator. In his book, the author explains twelve strategies of negotiation that are suitable for various situations and contexts.

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But this cannot be perceived as manipulative in any way, or you risk hurting the relationship.”. — Stuart Diamond, *Getting More: How to Negotiate to Achieve Your Goals in the Real World*. 1 likes. Like. “When the other party realizes you care about their feelings, they will listen more, making them more persuadable.”.

Getting More Quotes by Stuart Diamond - Goodreads

Stuart Diamond is an American Pulitzer Prize-winning journalist, professor, attorney, entrepreneur, and author who has taught negotiation for more than 20 years at the University of Pennsylvania's Wharton School of Business. He currently teaches the course at University of Pennsylvania School of Engineering and Applied Science as "Engineering Negotiation" and a Negotiations Course at Penn Law School. Diamond's widely acclaimed book on negotiation, *Getting More*, was a 2011 New York Times best-seller.

Stuart Diamond - Wikipedia

Getting More is a summary of the negotiation strategies Pulitzer prize-winning reporter and negotiation teacher Stuart Diamond has honed over the years around the world.

Have You Read This Harvard Negotiator's Handbook? Getting ...

Negotiation expert Stuart Diamond reveals the real secrets behind getting more in any negotiation - whatever 'more' means to you - in his new book *Getting More*, published on the 7th October by...

Getting More

It's good for negotiate

(PDF) How to Negotiate to Achieve Your Goals in the Real ...

Getting More (2010) lays out precisely how to negotiate your way toward a fuller, more satisfying life. The strategies and tools described in this book can be used in any situation, from finding a happier outcome when sparring with a partner to convincing your boss that you're long overdue for a raise.

Getting More by Stuart Diamond - Blinkist

Stuart Diamond's book, Getting More, is about how to negotiate for more - in business and other life situations While he seemingly desires that everyone would emerge from a negotiation with a win-win, we all know that this is more a wish than a reality Most

Kindle File Format Getting More Stuart Diamond Free

Getting More: How You Can Negotiate to Succeed in Work and Life, is not about manipulation, control, or domination. Ok, ok, there are some parts where I do feel like the author's suggestions are slightly manipulative, but those are minor parts you can easily ignore. The goldmines in Stuart Diamond's book make up for any shortcomings it may have.

Review: Getting More by Stuart Diamond - Josh Steimle

Getting More says that emotions and perceptions are more important than power and logic. Finding, valuing and addressing the pictures in the heads of the other party is more important than any ...

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