



Getting More: How to Negotiate to Achieve Your Goals in the Real World (Hardback)

By Stuart Diamond

Crown Business, United States, 2010. Hardback. Book Condition: New. 236 x 163 mm. Language: English . Brand New Book. This new model of human interaction has been chosen by Google to train the entire company worldwide (30,000 employees), is the #1 book for your career chosen by The Wall Street Journal s website, and is labeled phenomenal by Lawyers Weekly and brilliant by Liza Oz of the Oprah network. Based on more than 20 years of research and practice among 30,000 people in 45 countries, Getting More concludes that finding and valuing the other party s emotions and perceptions creates far more value than the conventional wisdom of power and logic. It is intended to provide better agreements for everyone no matter what they negotiate from jobs to kids to billion dollar deals to shopping. The book, a New York Times bestseller and #1 Wall Street Journal business best seller, is based on Professor Stuart Diamond s award-winning course at the Wharton Business School, where the course has been the most popular over 13 years. It challenges the conventional wisdom on every page, from win-win to BATNA to rationality to the use of power. Companies have made billions of dollars...



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