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Advantage provides practical step-
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who want to bargain effectively
without compromising themselves

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or their values.”—Michael Wheeler, Harvard Business School, coeditor of The Negotiation Journal “Richard Shell is known to be a star teacher of negotiation.

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do for a living, good negotiation
skills help you reach your goals
quickly. Trading for advantage
will help you identify your
negotiating style, strengths, and
weaknesses, identify your trading

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objectives, and teach you useful
tactics to get the most out of your
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Summary” Negotiation was once
considered the only way of
making money, meaning that

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Your negotiation skills defined the amount of profit you'll be taking home at the end of the day. If you stand out from the group as influential interactor, then perhaps you possess the fundamentals of becoming a proficient negotiator.

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Summary - G. Richard Shell ...

Once each party has made an initial offer, avoid the trap of making another concession before your counterpart has reciprocated with one of her own.

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If the other party won't match your concession, it may be time for you to bow out of the negotiation and exercise your BATNA. Be Comfortable with Silence.

What is Distributive Negotiation

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and Five Proven Strategies

Extreme demands followed up by small, slow concessions. Perhaps the most common of all hard-bargaining tactics, this one protects dealmakers from making concessions too quickly. However, it can keep parties from making a

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deal and unnecessarily drag out
business negotiations.

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Richard Shell
10 Hard-Bargaining Tactics &
Negotiation Skills

If you want to be a pro negotiator,
identify your bargaining style.

Research shows that those who

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are naturally conflict-avoidant but feign aggression or those who are competitive but play too nice do not achieve the best negotiation outcome. To get what you want, don't jump automatically to a negotiation.

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persuasive, and entirely readable,

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provides practical step-by-step
advice for negotiators who want
to bargain effectively without

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compromising themselves or their values." --Michael Wheeler, Harvard Business School, coeditor of The Negotiation Journal

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of practical advice that will be
useful to all readers."

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Bargaining for Advantage will help you identify your negotiating style, strengths and weaknesses, identify your bargaining goals,

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and teach you useful tactics for getting the most out of your negotiations."--Josh Kaufman, The Reasonable People & Richard Shell Personal MBA list of "99 Best Business Books" "Shell's book is excellent... a fine crop of new ideas, all presented in an enjoyable style.

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Workshop, Professor G. Richard Shell has taught thousands of business leaders, administrators, and other professionals how to survive and thrive in the sometimes rough-and-tumble world of negotiation. His systematic, step-by-step

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approach comes to life in this book, which is available in over ten foreign editions and combines lively storytelling, ...

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Better negotiating starts with

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embracing your authentic strengths. The best negotiators

set optimistic but justifiable

expectations. Appealing to norms

helps win negotiations. Fair,

reciprocal relationships are

conducive to negotiating. You

need to know what motivates the

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other side in a negotiation.

Leverage is critical to negotiation.

Bargaining for Advantage by G.
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Bargaining or haggling is a type of negotiation in which the buyer and seller of a good or service

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debate the price and exact nature of a transaction. If the bargaining produces agreement on terms, the transaction takes place.

Bargaining is an alternative pricing strategy to fixed prices. Optimally, if it costs retailers nothing to engage in and

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Reasonable People (G. Richard
Shell, 2e, 2006) ... summary of

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more than thirty-four bargaining experiments performed between 1960 and 1980 concluded that a hard-line bargaining strategy (open high and concede slowly) is the best approach to transactional bargaining, especially if direct ...

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