

Interpersonal Negotiations: Ebook Edition - Len Lertz

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Finally...a negotiation framework that encourages a positive outcome for both parties. This book takes the "win/win" concept a step further to make negotiating a more gratifying experience-even if you don't get exactly what you want. Interpersonal Negotiations: Breaking Down the Barriers builds on mutual understanding and respect for each other's needs and provides a proven framework for fulfilling them. You'll discover the secrets that can help turn an adversary into an advocate. You will learn how to:

- Ensure a safe, fair, and effective negotiation process
- Direct the negotiation process to create mutual understanding and acceptance
- Recognize and understand your own needs and those of the other person
- Make it easy for others to understand your needs
- Be creative and persistent to address and resolve blocks to successful negotiation
- Assess the other person's behavioral and emotional responses
- Acknowledge your own and the other person's perceptions and beliefs
- Avoid getting mired in the process.

This is an ebook version of the AMA Self-Study course. If you want to take the course for credit you need to either purchase a hard copy of the course through [amaselfstudy](#) or purchase an online version of the course through [flexstudy.com](#). Author: LERITZ, Len Publisher: AMA Self-Study Illustration: N Language: ENG Title: Interpersonal Negotiations: Ebook Edition Pages: 00144 (Encrypted EPUB) / 00144 (Encrypted PDF) On Sale: 1994-09-30 SKU-13/ISBN: 9780761214106 Category: Business & Economics : Skills Category: Business & Economics : Business Communication - General Category: Business & Economics : Negotiating

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