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How
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by Gary Karrass
Chief Executive of Karrass Seminars Inc.

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teacher trainer researcher and university lecturer to show that twothirds of negotiation practice is learnable Yet very few people are specifically trained in this everyday task Without sacrificing scientific accuracy Professor Saner offers a highly readable and fascinating guide to the subject In so doing he does not limit himself to the over simplified tips generally put out on successful bargaining in every imaginable situation Rather he treats the different aspects of negotiation practice in a way that is useful to both academics and practitioners such that the general laws and principles gradually become evident as and of themselves The aim of this approach is to reveal the essence of negotiation through the experience of both the author and the reader Such an understanding of the processes involved in negotiation is of far greater practical value than a mere collection of recipes with no discussion of the underlying theory while the most comprehensive treatment of the theory without reference to its application in practice would be only half the story Thus the text is supplemented by a series of illustrative examples and case studies from the business political NGO and international organization arenas plus some seventy figures and tables With all this the author has paid considerable attention to writing a text that is both entertaining to read and rigorous in content

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The Mid-Career Success Guide Sally J. Power, 2006-10-30 Most people realize that the employment deal has changed the days of lifetime employment or even a clear trajectory up the corporate ladder are long gone Dozens of surveys merely quantify what we all know that education hard work and loyalty are no longer enough to guarantee job security People in mid career today want to take greater control of their working lives for many reasons But they are not sure of how to do that in a working world full of change uncertainty disappearing career paths downsizings and early retirement packages In The Mid Career Success Guide Sally Power draws from her research in management and career development to explain the sources and implications of these trends and provide solutions to the challenges they present The book introduces the Employability Plus model an approach to career management that leaves behind the traditional job or organization centric perspectives by focusing on the individual's work as a portfolio of skills that can be shaped to their interests and to their employers needs and desires Moreover Power explores how individuals can make the time to develop new skills and knowledge even when they are employed full time in order to expand the array of options available Featuring real life examples interactive exercises and an appendix of research tools and methods The Mid Career Success Guide offers fresh strategies and tactics for overcoming job stress and uncertainty and proactively managing your career in midlife and beyond In addition it will serve as an essential resource for managers human resource and career counseling professionals and professors and students of organizational behavior and workplace trends

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with unfavorable outcomes This happens because you don't have the necessary skills to make better deals You continually negotiate every day in everything you do You bargain activities vacation time work duties and even child care Yet you probably have never had a course in how to negotiate effectively Everything is negotiable Most of us just accept the price offered or the deal advertised Often we are afraid of negotiating because we think it will strain or kill relationships But negotiation doesn't have to be a win-loss game You can strike a deal good for everyone The skill lies in negotiating in a way that relationships can be built developed and maintained This is the first book ever written on how to combine negotiation with psychology to get the outcome you want What you will learn from this book How Billionaires negotiate How to Bracket the seller to the price you want How to avoid making the first offer How to save lost sales and increase commissions Higher Authority How to keep yours and take away theirs How to motivate decisions with time pressure competition and decreasing value of concessions

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monetize these skills whether by working for others freelancing or starting your own business By focusing on the skills that bring the highest returns you can build a career or business that provides financial freedom and stability Whether you re looking to level up in your current career or pivot to a new industry Build High Income Skills That Pay for Life gives you the strategies and resources to ensure your skills continue to generate income for years to come **Personal Development**

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