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PETER B. STARK / JANE FLAHERTY

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The Only Negotiating Guide You'll Ever Need, Revised and Updated Peter B. Stark, Jane Flaherty, 2017-06-13

Discover the critical elements you need for a successful negotiation and 101 tactics to use in any high stakes business deal when asking your boss for a raise or even when asking your significant other to take out the garbage In this book you ll discover your negotiating behavioral style through self assessment questionnaires gain the tools needed to deal with negotiation sharks or bullies learn tips for recognizing and interpreting your negotiating counterpart s body language to create beneficial outcomes and see examples on how to counter unethical and unprofessional tactics effectively and much more Using their 30 years of experience as business professionals lead negotiators consumers and parents Peter Stark and Jane Flaherty provide you with the tools you need to become a successful negotiator who builds win win relationships

The Only Negotiating Guide You'll Ever Need Peter B. Stark, 2003 **Secrets of Negotiating a Recording**

Contract Moses Avalon, 2001-09 In this musician s guide the author of Confessions of a Record Producer presents the inside story on how to decipher music recording contracts and sheds light on complex industry issues such as music distribution on the Internet Illustrations **The Only Negotiating Guide You'll Ever Need** Peter B. Stark, Jane Flaherty, 2003-09-09 The Essential Guide to the Power of Persuasion In The Only Negotiating Guide You ll Ever Need Peter Stark and Jane Flaherty celebrated consultants to some of the country s top companies take the dread out of persuasion Their 101 Winning Tactics make powerful negotiating skills easy and accessible giving you tools and knowledge you can put to use right away Each tactic is on a single page with a clever and memorable name a true to life example of how to use it and suggested counter tactics in case someone tries it on you All 101 tactics are so accessible and empowering that you will find yourself using them immediately and maybe not just at work From the Trade Paperback edition *The Guide to United States Popular Culture* Ray Broadus Browne, Pat Browne, 2001 To understand the history and spirit of America one must know its wars its laws and its presidents To really understand it however one must also know its cheeseburgers its love songs and its lawn ornaments The long awaited Guide to the United States Popular Culture provides a single volume guide to the landscape of everyday life in the United States Scholars students and researchers will find in it a valuable tool with which to fill in the gaps left by traditional history All American readers will find in it one entry at a time the story of their lives Robert Thompson President Popular Culture Association At long last popular culture may indeed be given its due within the humanities with the publication of The Guide to United States Popular Culture With its nearly 1600 entries it promises to be the most comprehensive single volume source of information about popular culture The range of subjects and diversity of opinions

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