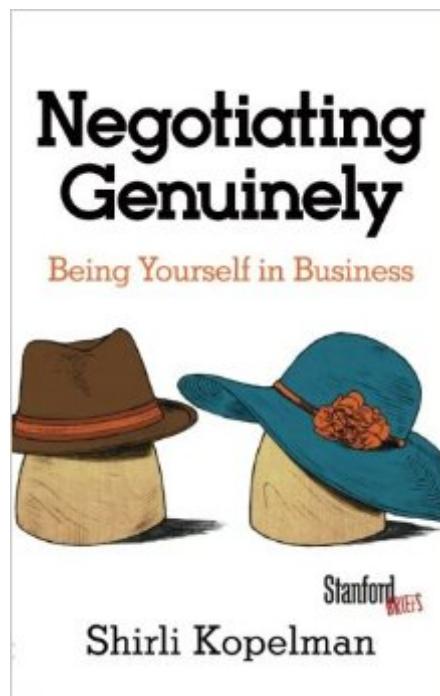


The book was found

Negotiating Genuinely: Being Yourself In Business



Synopsis

We often assume that strategic negotiation requires us to wall off vulnerable parts of ourselves and act rationally to win. But, what if you could just be you in business? Taking a positive approach, this brief distills years of research, teaching, and coaching into an integrated framework for negotiating genuinely. One of the most fundamental and challenging battlegrounds in our work lives, negotiation calls on us to compete and cooperate to do our jobs well and achieve extraordinary results. But, the biggest challenge in a negotiation is to be strategic while also being real. Author Shirli Kopelman argues that this duality is both possible and powerful. In *Negotiating Genuinely*, she teaches readers how to reconcile the disparate hats that they wear in everyday life—with families, friends, and colleagues;bringing one "integral hat" to the negotiation table. Kopelman develops and shares techniques that illuminate this approach; exercises along the way help readers to negotiate more naturally, positively, and successfully.

Book Information

Paperback: 104 pages

Publisher: Stanford Briefs (April 16, 2014)

Language: English

ISBN-10: 0804790698

ISBN-13: 978-0804790697

Product Dimensions: 5 x 0.5 x 8 inches

Shipping Weight: 5.8 ounces (View shipping rates and policies)

Average Customer Review: 4.4 out of 5 stars
See all reviews (7 customer reviews)

Best Sellers Rank: #239,027 in Books (See Top 100 in Books) #73 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #241 in Books > Business & Money > Management & Leadership > Negotiating #3407 in Books > Business & Money > Skills

Customer Reviews

Napoleon Hill, in "Think and Grow Rich", wrote about the importance of a positive mental attitude. Dr. Edward de-Bono coined the concepts of "Six Thinking Hats" and Lateral thinking. Now, Prof. Shirli Kopelman brings a fresh, new attitude about negotiating, by helping you wear only one hat, that might change the way you communicate in life, not only in negotiations. Becoming a genuine negotiator is about integrating yourself. It's about simultaneously being you, for example, a CEO, a father, a husband, an uncle, a professional speaker, a citizen, a friend, or so on. Kopelman shows us how we develop fixed mindset attitudes in our negotiations, which lead to

leaving money on the table. The book is more than a theory. Kopelman demonstrates how to adopt her new mindset for success. The process of negotiating genuinely begins with the internal question, "Who am I when I negotiate?" • Then, the book shows you how to find the different hats you wear in different situations, before you integrate them to "Your hat" • It's a fun exercise which makes the book be more effective than one might think before reading it. After applying the process it enables you to be more creative, cooperative and competitive, in order to achieve beyond what you might know about "win-win" outcomes. To be both cooperative AND competitive requires us to focus on the word be, and the book shows you the process to start focusing on that. I recommend reading it twice. First, read it from cover to cover, in order to get used to the new concepts. Then, read it slowly, apply the exercises, and focus on being yourself in every moment you deal with people.

[Download to continue reading...](#)

Negotiating Genuinely: Being Yourself in Business How to Buy a Business without Being Had: Successfully Negotiating the Purchase of a Small Business Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1) Photography Business Box Set: Master the Art of Wedding Photography and Start Your Own Business (business photography, business photography, starting photography business) BUSINESS PLAN: Business Plan Writing Guide, Learn The Secrets Of Writing A Profitable, Sustainable And Successful Business Plan ! -business plan template, business plan guide - Negotiating Globally: How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries (Jossey-Bass Business & Management) An American's Guide To Doing Business In China: Negotiating Contracts And Agreements; Understanding Culture and Customs; Marketing Products and Services Time to Get Things Done: Beat Procrastination, Stop Being Lazy, Take Actions, and Master Your Life in 24 Hours (2nd Edition) (Organize Yourself, Organize ... Self Organization, To Do List Book 6) The Nice Girl Syndrome: Stop Being Manipulated and Abused -- and Start Standing Up for Yourself Diary of a Wimpy Noob: The Potion Lab: An Unofficial Humorous Minecraft Story for Kids About Being Yourself (Diary Wimpy) (Volume 10) Meditations for Breaking the Habit of Being Yourself: Revised Edition The Gift of Being Yourself: The Sacred Call to Self-Discovery Getting Past No: Negotiating with Difficult People How to Hug a Porcupine: Negotiating the Prickly Points of the Tween Years The Final Hurdle: A Physician's Guide to Negotiating a Fair Employment Agreement Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle) Getting to Yes: Negotiating Agreement Without Giving In Perfect Phrases for Negotiating Salary and Job

Offers: Hundreds of Ready-to-Use Phrases to Help You Get the Best Possible Salary, Perks or Promotion (Perfect Phrases Series) Ace Your C-Suite Interview: International Headhunter Reveals Insider Strategies for Executive Job Search, Tips to Master Interviewing, Negotiating Better Salaries and Getting Hired Fast! Resume: The Secrets to Writing a Resume that is Guaranteed to Get You the Job (Resume Writing, CV, Interview, Career Planning, Cover Letter, Negotiating)

[Dmca](#)