

Black belt negotiating: become a master negotiator using powerful lessons from the martial arts

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Abstrak

The best martial artists know what they want when they enter the arena, they know how to get it, and they're not afraid to go after it. The same could be said of great negotiators. This book uses the principles of martial arts to guide readers step-by-step, from basic techniques through advanced strategies, all the way to achieving their "black belt" in negotiating.