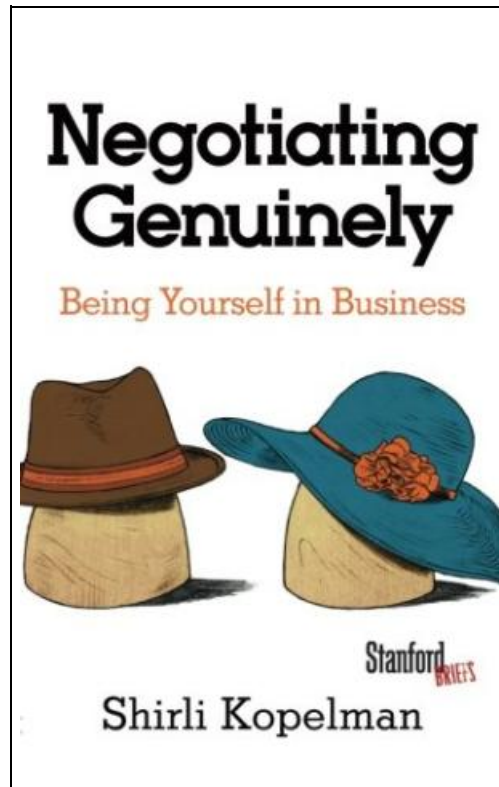# Negotiating Genuinely: Being Yourself in Business

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Reviews

A really wonderful book with perfect and lucid information. I actually have study and i am sure that i am going to gonna read through once more yet again in the future. I am pleased to explain how this is actually the finest ebook we have study inside my personal daily life and might be he finest book for at any time.

(Kristy Stroman)

NEGOTIATING GENUINELY: BEING YOURSELF IN BUSINESS

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Stanford University Press. Paperback. Book Condition: new. BRAND NEW, Negotiating Genuinely: Being Yourself in Business, Shirli Kopelman, 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.

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