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Obstacles And Achieve  
Brilliant Results At  
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- Negotiate successfully from a position of weakness
- Defuse threats, ultimatums, lies, and other hardball

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- Overcome resistance and “sell” proposals using proven influence tactics
- Negotiate ethically and create trusting relationships—along with great deals
- Recognize when the best move is to walk away
- And much, much more

**Negotiation Genius: How to Overcome Obstacles and Achieve ...**

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at Harvard Business School, here are the  
mental habits and proven strategies you  
need to achieve outstanding results in  
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The must-read summary of Deepak

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Malhotra and Max Bazerman's book:  
"Negotiation Genius: How to Overcome  
Obstacles and Achieve Brilliant Results  
at the Bargaining Tables and Beyond".  
This complete summary of the ideas  
from Deepak Malhotra and Max  
Bazerman's book "Negotiation Genius"  
shows that people are not born genius  
negotiators.

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## **Negotiation Genius: How to Overcome Obstacles and Achieve ...**

And, in all likelihood, you know who the negotiation geniuses are in your organization. This book will share with you their secrets. Consider the following stories, in which negotiators faced great obstacles, only to overcome them to

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achieve remarkable levels of success.  
But we will not reveal how they did it—yet.

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Let's start with the simple  
observation that you often know a  
negotiation genius when you see one.  
You can see genius in the way a person

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thinks about, prepares for, and executes  
negotiation strategy. You can see genius  
in the way a person manages to  
completely turn around a seemingly  
hopeless negotiation situation.

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and methodical advice for preparing for  
and executing any negotiation, drawing  
on decades of behavioral research and  
the experience of thousands of business  
clients - Co-winner of the 2008 CPR  
Award for Excellence in ADR  
(Outstanding Book Category)

## **Negotiation Genius - PON - Program**



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- > Negotiate successfully from a position of weakness
- > Defuse threats, ultimatums, lies, and other hardball tactics
- > Overcome resistance and “sell” proposals using proven influence tactics
- > Negotiate ethically and create trusting relationships—along with great deals
- > Recognize when the best move is to

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walk away > And much, much more.

### **Negotiation Genius - The Book**

Post-negotiation. When the negotiation is over, shift your focus to your reservation value so that you feel better about the outcome; Realize that your negotiation should not end when the deal is signed — it should end when you

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feel that you have exhausted all options for value creation. Don't let negotiations end with a rejection of your offer.

## **Negotiation Genius (Book Summary)**

- Negotiate successfully from a position of weakness
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**Negotiation Genius by Deepak  
Malhotra, Max Bazerman ...**

Negotiation Genius: How to Overcome

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- Identify negotiation opportunities where others see no room for discussion.
- Discover the truth even when the other side wants to conceal it.
- Negotiate successfully from a position of ...

## **Negotiation Genius: How to**

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**Overcome Obstacles and Achieve ...**

Negotiation Genius: How to Overcome  
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at the Bargaining Table and Beyond by  
Deepak Malhotra This well-organized  
book covers foundational concepts as  
well as complex strategic issues.

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**Negotiation Genius by Malhotra,  
Deepak (ebook)**

You can see genius in the way a person manages to completely turn around a seemingly hopeless negotiation

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situation. You can see genius in the way a person manages to negotiate successful deals—consistently—while still maintaining her integrity and strengthening her relationships and her reputation.

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Negotiation Genius offers an insightful and entertaining perspective on the negotiation process, plus--even more important--highly effective and relevant advice for conducting negotiations day-to-day."--Andy Wasynczuk, former Chief Operating Officer, three-time Super Bowl champion New England Patriots "For both the novice and the master ...

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