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Contract bargaining in labor relations is one of the most complex areas of negotiation and dispute resolution. There are rarely clear cut or mutually agreed upon notions of what a fair salary and benefits package would be, so employers and workers, either individually or collectively, often find themselves at odds. Furthermore, contract bargaining in a unionized setting is rarely limited to ...*

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*Bargaining for Advantage: Negotiation Strategies for ...
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"Bargaining for Advantage [is] outstanding."—Timothy Ferriss, author of The 4-Hour Workweek "Readers interested in developing or refining their negotiation skills should run, not walk, to the nearest bookstore for a copy of Bargaining for Advantage. . . . It belongs on any list of required reading for practitioners or educators in the ...*

*Bargaining for Advantage by G. Richard Shell ...
"Bargaining for Advantage turns negotiation into an easy-to-understand process that any founder can effectively apply to a startup's negotiation."—George Lovegrove, Medium "No matter what you do for a living, good negotiation skills help you reach your goals quickly.*

Bargaining for Advantage: Negotiation Strategies for ...

Bargaining for Advantage: Negotiation Strategies for Reasonable People, G. Richard Shell, Penguin, 2006, 0143036971, 9780143036975, 294 pages. As director of the renowned Wharton Executive Negotiation Workshop, Professor G. Richard Shell has taught thousands of business

Bargaining for Advantage: Negotiation Strategies for ...

Some negotiators seem to believe that hard-bargaining tactics are the key to success. They resort to threats, extreme demands, and even unethical behavior to try to get the upper hand in a negotiation. In fact, negotiators who fall back on hard-bargaining strategies in negotiation are typically ...

Bargaining for Advantage: Negotiation Strategies for ...

As a long time mediator I've read many books on the subject of negotiating. I found Bargaining for Advantage so informative I bought copies for my grown children. Shell brings science into the "art" of negotiating and makes sense of an often mysterious subject.

Editions of Bargaining for Advantage: Negotiation ...

One of the best books I've ever read on negotiating. I found "Bargaining for Advantage" most appealing on the basis that Shell wasn't writing to provide you with a tool kit that you can incorporate into your negotiating tool box, but rather he was writing about using the tools you already have to make the best deals and improve your current negotiating abilities.

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Bargaining For Advantage Negotiating Skills

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Bargaining for Advantage, Negotiating Article | Inc.com

Review: Bargaining for Advantage: Negotiation Strategies for Reasonable People User Review - Dennis C. - Goodreads. I had to read this for an introductory negotiations class. It's an extremely helpful read. The concepts help clarify how the type of negotiation and one's own tendencies within negotiations can shape outcomes. Read full review

10 Hard-Bargaining Tactics & Negotiation Skills

"Bargaining for Advantage Summary" Negotiation was once considered the only way of making money, meaning that your negotiation skills defined the amount of profit you'll be taking home at the end of the day. If you stand out from the group as influential interactor, then perhaps you possess the fundamentals of becoming a proficient ...

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