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How To Get More Of What You Want

IM Harris



How To Get More Of What You Want:

Getting (More of) What You Want Margaret A. Neale, Thomas Z. Lys, 2015-07-14 Two top business professors offer up the best research and advice on negotiation Chip Heath Do you know what you want How can you make sure you get it Or rather how can you convince others to give it to you Almost every interaction involves negotiation yet we often miss the cues that would allow us to make the most of these exchanges In Getting More of What You Want Margaret Neale and Thomas Lys draw on the latest advances in psychology and behavioral economics to provide new strategies for negotiation that take into account people's irrational biases as well as their rational behaviors Whether you're shopping for a car lobbying for a raise or simply haggling over who takes out the trash Getting More of What You Want shows how negotiations regularly leave significant value on the table and how you can claim it

Getting More Stuart Diamond, 2010-12-28 NEW YORK TIMES BESTSELLER Learn the negotiation model used by Google to train employees worldwide U S Special Ops to promote stability globally this stuff saves lives and families to forge better relationships A 20% discount on an item already on sale A four year old willingly brushes his/her teeth and goes to bed A vacationing couple gets on a flight that has left the gate 5 million more for a small business a billion dollars at a big one Based on thirty years of research among forty thousand people in sixty countries Wharton Business School Professor and Pulitzer Prize winner Stuart Diamond shows in this unique and revolutionary book how emotional intelligence perceptions cultural diversity and collaboration produce four times as much value as old school conflictive power leverage and logic As negotiations underlie every human encounter this immediately usable advice works in virtually any situation kids jobs travel shopping business politics relationships cultures partners competitors The tools are invisible until you first see them Then they're always there to solve your problems and meet your goals

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of work and provides pragmatic advice and tips on how they can use their unique advantages to best effect and succeed in the workplace

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startups ultimately fail Perhaps they run out of cash lack product market fit or have an ineffectual marketing strategy But these things don't just happen They result from founder leaders not having the right people around them and not making the best decisions In other words many growing companies fail due to poor leadership and these failures are preventable Great leadership capitalizes on the business's potential In Founder's Legacy you will learn how to address the breadth of challenges that founders and leaders face in a way that is consistent with your strengths values and purpose so you can successfully grow your business Collecting his twenty five years of experience in helping founders across the globe strengthen their leadership and his insights gained from founding his own consulting company Simon Court has created fifty succinct lessons that anyone who wants to be a successful leader can benefit from Full of relevant research time tested strategies stories from Simon's extraordinary range of professional experience and thought provoking reflection questions Founder's Legacy will coach you in unlocking your unique leadership potential Whether your business is a unicorn in the making or a small startup striving to grow this book will guide you to your desired success

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In a world driven by information and connectivity, the energy of words has been evident than ever. They have the capacity to inspire, provoke, and ignite change. Such could be the essence of the book **How To Get More Of What You Want**, a literary masterpiece that delves deep into the significance of words and their effect on our lives. Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book's key themes, examine its writing style, and analyze its overall effect on readers.

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