

SECRETS OF POWER NEGOTIATING

Inside secrets from a
master negotiator



Power Of Negotiating

Anthony S. Fauci



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Power Negotiating for Salespeople Roger Dawson, 2019-01-01 Master negotiator Roger Dawson turns his attention to the person on the other side of the desk the salesperson who is trying to close a deal with the most favorable terms The goal of most negotiations is to create a win win situation Imagine if you could win every negotiation and leave the other person feeling like he or she has won too This book teaches you how to be the power sales negotiator who can do exactly that You will always come away from the negotiating table knowing that you have won and that you have improved your relationship with your buyer Roger Dawson gives salespeople an arsenal of tools that can be implemented easily and immediately In addition he shows salespeople how to Master the nine elements of power that control negotiating situations Ask for more than you expect to get Negotiate with individuals from other cultures Analyze personality styles and adapt to them Master the 24 power closes Power Negotiating for Salespeople is not a dull dry treatise full theory Nor is it a handbook of tricks and scams meant to manipulate others It is the most complete book ever written specifically for salespeople about the process of negotiation and will enable any salesperson to take a quantum leap in sales Praise for Dawson's Books I can't believe it Here is a book that is packed with wisdom that will help anyone improve their life and yet it is easy and fun to read Amazing Og Mandino author of The Greatest Salesman in the World A fast entertaining read that should be required reading for anyone who deals with people Highly recommended Ken Blanchard coauthor of The One Minute Manager Roger Dawson's great book will help you create and expand one of the most critical skills to life long success Anthony Robbins author of Unlimited Power and Awaken the Giant Within

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Secrets of Power Negotiating, 25th Anniversary Edition Roger Dawson, 2021-10-01 This is perhaps the best book on negotiating ever written Roger's powerful practical principles will save or make you a fortune in the months and years ahead Brian Tracy author Eat That Frog and Million Dollar Habits

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