

130

SUREFIRE NEGOTIATING
STRATEGIES

Seal the Deal

LEONARD KOREN
& PETER GOODMAN

Seal The Deal 130 Surefire Negotiating Strategies

John Mattone



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Seal the Deal Leonard Koren, Peter Goodman, 2004 From soft sell to hardball from sweet persuasion to total war these powerful bargaining tactics help salespeople win every time Seal the Deal teaches the real art of the deal in only one hour

Intelligent Leadership John Mattone, 2013 In today's business environment leaders at all levels are facing enormous challenges when it comes to achieving and sustaining breakthrough operating results Globalization economic change more stringent regulation and tougher governance make realizing shareholder value increasingly difficult *Intelligent Leadership* is written for leaders who want to become more effective strategically focused and balanced It is for leaders who are striving to take control of their destiny and become the best they can be In this groundbreaking book leadership coach John Mattone recently named to the guru radar by the prestigious *Thinkers50* taps into his years of experience working with high achieving professionals to give readers a roadmap for developing and mastering their executive maturity Supplying three unique tools the Wheel of Leadership Success Map of Leadership Maturity and the Leadership Enneagram the book helps readers calibrate their abilities so they can simultaneously focus on their strengths and address their weaknesses The goal is to improve key tactical competencies such as critical and strategic thinking decision making talent and team leadership and communication and integrate them with equally important inner traits like values character and beliefs in order to achieve their leadership potential Featuring best practices authoritative research practical assessments and enlightening examples of both good and bad leadership this book equips readers with the knowledge skills and passion they need to become the leaders they were meant to be

Forthcoming Books Rose Arny, 2003-12 INKED Jeb Blount, 2020-01-07 Learn powerful closing and sales negotiation tactics that unlock yes and seal the deal Each year sales professionals leave billions of dollars on the table because they are outgunned outmaneuvered and outplayed by savvy buyers who have been schooled in the art and science of negotiation Because today's buyers have more power than ever before more information more at stake and more control over the buying process they almost always enter sales negotiations in a much stronger position than the salespeople on the other side of the table The results are sadly predictable salespeople and their companies end up on the losing end of the deal In this brutal paradigm if you fail to master the skills strategies and tactics to go toe to toe with modern buyers and win at the sales negotiation table your income and long term earning potential will suffer along with your company's growth profits and market valuation In his new book *INKED The Ultimate Guide to Powerful Closing and Sales Negotiation Tactics that Unlock YES and Seal the Deal* Jeb Blount levels the playing field by giving you the strategies tactics techniques skills and human influence frameworks required to become a powerful and effective sales negotiator In his signature straightforward style Jeb pulls no punches He slaps you right in the face with the cold hard truth and lays bare the reasons why you keep getting beaten by buyers who have been trained in how to play you Then he teaches you exactly what you need to know do and say to gain more control and more power over the outcomes of your deals and WIN You'll learn

Seven Immutable Rules of Sales Negotiation Why Win Win Usually Means You Lose The One Rule of Sales Negotiation You Must Never Break How to Leverage the Powerful MLP Strategy to Bend Win Probability in Your Favor The ACED Buyer Persona Model and How to Flex to Buyer Communication Styles Seven Principles of Effective Sales Negotiation Communication How to Leverage the DEAL Sales Negotiation Framework to Control the Negotiation Conversation and Get Ink How to Gain the Advantage with Comprehensive Sales Negotiation Planning Strategies and Tools Powerful Negotiation Psychology and Influence Frameworks that Keep You in Control of the Conversation How to Rise Above the Seven Disruptive Emotions that are Holding You Back at the Sales Negotiation Table How to Protect Yourself from the Psychological Games that Buyers Play With these powerful tactics in your sales arsenal you will approach sales negotiations with the confidence and power to take control of the conversation and get the prices terms and conditions that you deserve INKED is the most comprehensive Sales Negotiation resource ever developed for the sales profession Unlike so many other negotiating books that ignore the reality sellers face in the rapid fire real world of the sales profession INKED is a sales specific negotiation primer You ll learn directly from one of the most sought after and celebrated sales trainers of our generation Following in the footsteps of his blockbuster bestsellers Fanatical Prospecting Sales EQ and Objections Jeb Blount s INKED puts the same strategies employed by his clients a who s who of the world s most prestigious organizations right into your hands [How to Say It: Negotiating to Win](#) Jim Hennig Ph.D.,2008-08-05 A no nonsense guide to closing the deal that makes sense to everyone Jim Hennig s winning negotiating philosophy is based on finding and meeting the real needs of the other party through the use of questions effective listening honesty integrity sincere caring and building partnerships His approach is predicated on the idea that when people like you they want to work with you are likely to concede more often become more sensitive to your needs and are more inclined to meet them Through dozens of proven strategies tips power words phrases and real life dialogues How to Say It Negotiating to Win will help readers bring every negotiation to a happy close and meet their bottom line while cultivating repeat clients who ll enjoy doing business with them *99 Negotiating Strategies* David Rosen,2016-09-28 This is the most complete catalogue of cutting edge negotiating tactics ever published This blockbuster work is written as a playbook a field guide so lawyers sales professionals and other dealmakers will actively use it as negotiations proceed Use the tactics individually or in combinations Swap them in and out as negotiations proceed for maximum effectiveness to keep your adversary off balance to calm them or to close the deal Negotiations are fluid and the mood can change Sticking to a single approach can lead to deal failure Rosen says a superior negotiator always adjusts as a deal progresses just as a winning coach makes in game adjustments There is no filler here There are no war stories This is not a biography of David Rosen s career It is exactly what the title says an easy to use directory of powerful negotiating tactics Each technique is succinctly explained many with useful examples The descriptions range in length from a single paragraph to a few pages While there are many very sophisticated principles at work in Rosen s catalogue of techniques each

is simply explained This is not an academic work It is a tool a device just like a notepad a pen or a calculator for dealmaking pros to reference constantly Rosen gets high marks for his opening discussion of ethics The tactics he compiled here are extremely powerful and readers should use caution in deciding how to apply them Some incorporate powerful psychological principles and are proven to work based on decades of heavy academic research To quote Rosen from the book s Authors Note Some negotiators may find ideas in this book too aggressive but that is a matter of perspective It is not a matter of right versus wrong or ethical versus unethical One may be a principled and hardcore competitive negotiator or an unprincipled unethical collaborative negotiator So a given negotiator s description of a tactic as too aggressive is really nothing more than his or her marking of the spot on the style continuum beyond which he or she no longer feels comfortable Another negotiator might feel discomfort far short of that first negotiator s comfort spectrum Others still may feel no discomfort even at the extremes Who will benefit from this collection of advanced strategies Lawyers negotiators sales organizations and sales professionals business owners mediators and anyone involved in negotiating dealmaking selling cold calling following up and closing deals What will you learn A small sample of the dozens of tactics motivating others to buy sell or reach other agreement overcoming objections creating or deflating a sense of urgency helping opposing negotiators sell your deal to their own clients overwhelming the opposition and strategic uses of silence and indecision But Rosen takes you far beyond that and far beyond the other generic books on the market He introduces you to deeply researched psychological principles such as Prospect Theory Coase Theorem Asch Conformity principles and concepts like reciprocity scarcity and consistency Each is simply explained in a way that teaches you how to use them to achieve superior outcomes Other books on negotiating don t even address these critical topics Rosen explains them and shows you how they work Buy this guide study it and keep it with you There are so many potent and compelling techniques that you ll never remember them all One thing s for sure however Once you become familiar with Rosen s easy to understand strategies you ll never negotiate without this book again

Negotiate and Win Dominick J. Misino, Jim DeFelice, James DeFelice, 2004 In this text a former NYPD hostage negotiator combines proven advice with riveting real life stories to cover every vital aspect of a successful negotiation **The Dirty Tricks of Negotiating** George Van Houtem, 2015-09-15 It might be for a contract worth millions of dollars or just for your kid s allowance Whether you like it or not you negotiate every day of your life But do you really know what you are doing Do you know the rules of the game or are you just winging it After a deal has been struck most people feel like they got the short end of the stick or sometimes like they have been cheated or tricked Expert negotiator George van Houtem teaches in a step by step approach the tricks of the trade He explains the techniques and strategies that happen during negotiations and how pitfalls can be avoided Van Houtem explains how you can gain control and steer negotiations to your advantage After reading *The Dirty Tricks of Negotiating* you ll master the art of negotiation and never be tricked again Instead you ll be using the tricks The bogey The nibble The bait The good cop and the bad cop And many others George van Houtem is a partner at

Holland Consulting Group and co director of the HCG Negotiation Institute He mediates international conflicts and teaches negotiation skills and techniques

The Art of Negotiation Nick Anderson, 2019-05 You Deserve Getting What You Want Only If You Know How To Ask For It Rightly Master The Art Of Dealing With People Effectively Learn How To Get What You Want Every Time Without Giving In And Create A Life Of Abundance And Joy Negotiation is not something that is only for selected few or endowed on some gifted people Anyone can learn and master this crucial skill to get what they want in life personally or professionally The Art of Negotiation is written to help readers understand and master the most common strategies used by successful negotiators You ll learn how this people skills can open the gateway to endless possibilities in your personal and professional life and empower your to lead an extraordinary life Here is brief overview of what The Art of Negotiation will offer you Why Negotiation skills are so important in today s world and what are the pre requisites for becoming a good negotiator The most common myths about learning negotiation skills and you will see them busting through proven facts and arguments Understand 7 sure fire strategies that will turn you into a master negotiator Learn how you can gain a superior bargaining power by rightly using BATNA technique with an effective 4 step process Learn the resourceful techniques to control the terms of any negotiation Why you should develop a mutual comfort level before you even start negotiating and the best ways to do it The best ways to regulate your mood before and during the negotiation get the maximum out of any deal 4 step process to make a solid first impression that gives you an edge in any negotiation Use the power of contrast effect to reframe offer that makes it tempting and no brainer to accept Why MESO technique helps you to engage your prospect and ensure that you ll almost guarantee your success Understand effective counter offer techniques and the perfect timing to pitch your offer And much more Everyone has to deal with people every day in some way or other so why not get the maximum out of any conversation Don t let others take advantage of you and leave you frustrated merely because you think you cannot negotiate your terms well Grab Your Blueprint To Master The Art Of Negotiation And Master This Most Important People Skill

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