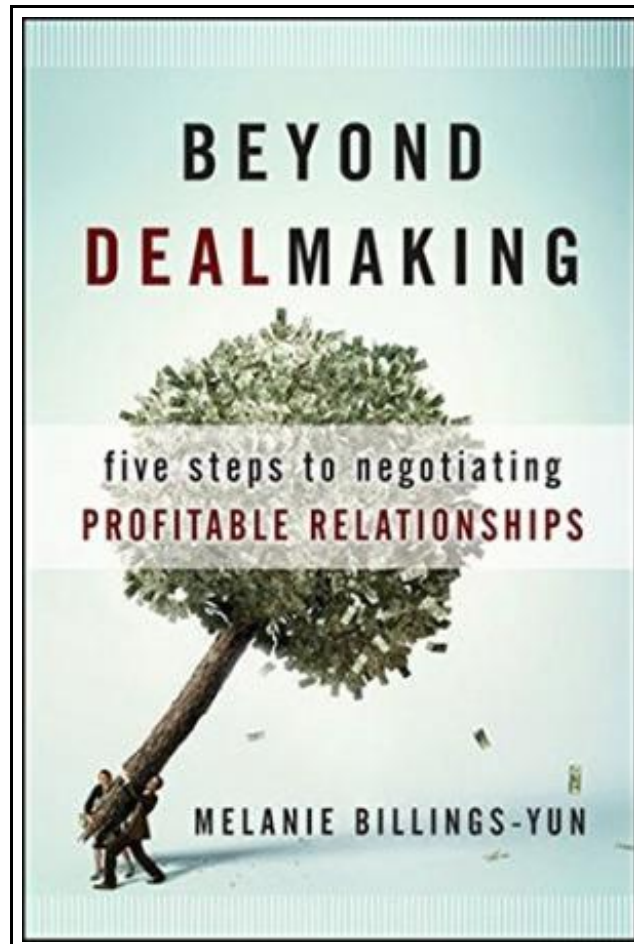


Beyond Dealmaking: Five Steps to Negotiating Profitable Relationships



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Reviews

The ebook is fantastic and great. I am quite late in start reading this one, but better then never. Your life period will probably be convert as soon as you comprehensive reading this ebook.

(Dr. Albertha Hoppe)

BEYOND DEALMAKING: FIVE STEPS TO NEGOTIATING PROFITABLE RELATIONSHIPS



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John Wiley and Sons Ltd. Hardback. Book Condition: new. BRAND NEW, Beyond Dealmaking: Five Steps to Negotiating Profitable Relationships, Melanie Billings-Yun, Praise for Beyond Dealmaking "Every potential rainmaker and savvy competitor needs Melanie Billings-Yun's GRASP method for negotiation. You'll never have to search for leads again. I highly recommend this book." - Jeffrey J. Fox, author, How to Be a Rainmaker, Rain, and How to Be a Fierce Competitor "Stepping back from the details of the deal, Beyond Dealmaking focuses on the bigger picture - engaging people to work together in an authentic way to resolve issues. Dr. Billings-Yun's accessible approach offers negotiators more than merely how to 'get to yes' but, more importantly, how to stay there." - Carol Frohlinger, coauthor, Her Place at the Table: A Woman's Guide to Negotiating Five Key Challenges to Leadership Success, and co-founder of Negotiating Women, Inc. "The concepts advocated in Beyond Dealmaking are spot on, particularly for global negotiations and joint ventures such as ones I routinely dealt with in mergers and acquisitions. Attention to productive relationships is one element that consistently crosses cultures and geographies. Dr. Billings-Yun captures the essence of a complicated topic concisely, with concrete examples that bring it to life and a conversational tone that makes it a leisurely read." - Jacqui Winship, director, Corporate Strategy and Business Development, Whirlpool Corporation "Melanie Billings-Yun has produced an innovative, refreshing approach to negotiation based on her years of practical experience around the world. She treats negotiation as an on-going process that forms the core of a successful relationship, not as merely a free-standing transaction. Beyond Dealmaking takes us beyond 'yes' to build the sort of trust that ensures success." - Stephen Bosworth, dean, The Fletcher School of Law and Diplomacy, Tufts University "Finally, a clear-eyed how-to book that understands that...



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