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Secrets of Power Negotiating 15TH ANNIVERSARY EDITION Inside Secrets From a Master Negotiator Roger Dawson
Roger Dawson's Secrets of Power Negotiating has changed the way American business thinks about negotiating. Thinking "win-win"

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Secrets of Power Negotiating by Roger Dawson is a book on negotiating techniques (gambits, as he calls them) and mindsets. It's very good.

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Several years ago I recorded a tape cassette program called Secrets of Power Negotiating. To my delight and surprise, it became one of the best selling tape programs of all time. Because of that, sales managers across the country started calling me to come to

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There are six beginning negotiating gambits, seven middle negotiating gambits and three ending negotiating gambits. Continue reading to find out which moves and behaviors create this three gambit groups. Key Lessons from "Secrets of Power Negotiating": 1. Beginning Negotiating Gambits 2. Middle Negotiating Gambits 3.

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SECRETS OF POWER NEGOTIATING FOR SALESPEOPLE by Roger Dawson "THE COMPLETE SUMMARY The author: Roger Dawson, one of America's top experts on negotiating, is the founder of the Power Negotiating Institute. For nearly 20 years, he has trained executives, managers and salespeople throughout the United States, Canada and Australia.

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