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The Master Negotiator

Behind the scenes

SUMMARY

The Negotiation Master summarises and structures clearly, concisely, and coherently the experience, skill and know-how of thousands of negotiators from all over Europe, the Middle East and the United States. Winning negotiation strategies and negotiation strengths are clearly described helping you to find your way through the negotiation jungle and avoid typical traps when pursuing your interests.

CHAPTERS

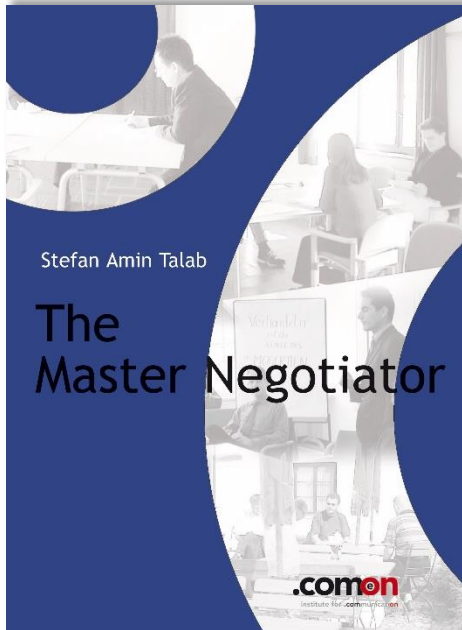
- Strength 1: Preparation
- Strength 2: Strategy
- Strength 3: Approaching partners
- Strength 4: Communication
- Strength 5: Target orientation
- Strength 6: Argumentation & Legitimation techniques

„In his book „The Master Negotiator“ Talab reappraised the experience of thousands of negotiators. Based on practical examples one can start implementing the read on the spot.“

Daily Newspaper Die Presse

„The easy and exciting read is the center of the structure. Yet the reader is also pampered with a profound table of contents, depictions and accentuations“

Legal Journal Anwaltsblatt



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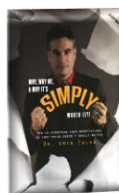
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