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E. Edward Herman



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Your Own Terms Yasmin Davidds,Ann Bidou,2015-08-12 This helpful guide for women in the workplace will show you how to take charge of any negotiation No wonder most women hate negotiating If we make concessions to further a deal we re viewed as weak If we play hardball we can be seen as overly aggressive and the strategy backfires The double standard will get us every time Thankfully negotiation expert Yasmin Davidds has learned how best to strike a balance merging a woman s natural strengths collaboration relationship building listening with a firm grasp of established tactics Utilizing guidelines stories and exercises that shed light on the psychology of negotiation Your Own Terms reveals how women can Control how they are perceived Eliminate self sabotaging beliefs and behaviors Discover their personal negotiation style Build leverage Understand an opponent s approach and adjust theirs in response Don t let the world s double standards for women in business hold you back from negotiating for what you know is right With this eye opening and empowering resource by your side learn to win on your own terms and open doors you never knew had been shut

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