

# NEGOTIATE - LIKE THE - PROS



A TOP SPORTS NEGOTIATOR'S  
LESSONS FOR MAKING DEALS,  
BUILDING RELATIONSHIPS,  
AND GETTING WHAT YOU WANT

**KENNETH L. SHROPSHIRE**

DIRECTOR, WHARTON SPORTS BUSINESS INITIATIVE

# Negotiate Like The Pros

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Publications (Firm), Jon Rees, Business  
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## **Negotiate Like The Pros:**

Negotiate Like the Pros: The Essential Guide to Effective Negotiating John Patrick Dolan, 2015-05-28      **How to**  
**Negotiate Like a Pro** Mary Greenwood, 2006-06 For over twenty five years author Mary Greenwood has worked in careers that required expert negotiation After becoming a professional union negotiator she began to notice a specific set of rules people use to settle disputes Greenwood compiles many of these rules in *How to Negotiate Like a Pro 41 Rules for Resolving Disputes* an easy to understand guide to negotiating any type of situation Among these rules you will find the following Focus on the goal and resist being distracted by emotions Request ground rules Avoid negotiating against yourself Do your research Know when to walk away Greenwood lists each rule and subsequently offers a concise explanation on how and when to use it in your negotiations She explains the emotional frame of mind you need for negotiations and reveals the preparations strategies and tactics required to close the deal Telephone and on line negotiations are also discussed Whether you re involved in a professional dispute with another business associate your boss or even an online seller *How to Negotiate Like a Pro* will put you ahead of the game      **Negotiate Like the Pros** John Patrick Dolan, 1992 Negotiating is something we all do every day We negotiate everything from million dollar deals to who will be doing household chores Based on John Dolan s bestselling audio and video programs *Negotiate Like the Pros* can turn anyone into a skilled negotiator      *Negotiate Like the Pros: A Top Sports Negotiator's Lessons for Making Deals, Building Relationships, and Getting What You Want* Kenneth L. Shropshire, 2008-10-21 If you re looking to build your deal making chops there is no better school than the world of professional sports Few authors are as qualified to guide you through that rough and tumble terrain as Ken Shropshire From the Fortune 500 to the NFL from Don King to big city mayors Ken has negotiated major sports deals across the country and around the world He s also one of today s most sought after negotiating coaches with clients ranging from the National Collegiate Athletic Association to IBM In *Negotiate Like the Pros* Ken tells the stories behind some of the most sensational sports deals of all time and extracts powerful lessons from them on the skills you need to master to become a top notch dealmaker You ll learn how to Prepare and Set Agendas Peter Ueberroth s negotiation with Fidel Castro during the Soviet boycott of the 84 Olympics Know Your Negotiating Style and Play to Your Strengths Why NFL coach Bill Walsh stresses sticking with your style Set Goals the 60 million deal Daisuke Dice K Matsuzaka cut with the Boston Red Sox in 2006 Leverage from the astonishing three way negotiation between Muhammed Ali George Foreman and the President of Zaire that Don King used to pull off The Rumble in the Jungle Build Relationships Yao Ming s move from China and David Beckham s 250 million deal with the Los Angeles Galaxy You also get a wealth of insider tips tricks and skill building tools to help you develop a highly effective systematic approach to deal making Whether you re a fanatic who sees the world through sports colored glasses or a casual observer who wants to learn from some of the toughest shrewdest dealmakers in any industry this book will teach you how to Negotiate Like the Pros      *Negotiate Like the Pros: A Top Sports Negotiator's Lessons for*

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## **Table of Contents Negotiate Like The Pros**

1. Understanding the eBook Negotiate Like The Pros
  - The Rise of Digital Reading Negotiate Like The Pros
  - Advantages of eBooks Over Traditional Books
2. Identifying Negotiate Like The Pros
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Negotiate Like The Pros
  - User-Friendly Interface
4. Exploring eBook Recommendations from Negotiate Like The Pros
  - Personalized Recommendations
  - Negotiate Like The Pros User Reviews and Ratings



- Negotiate Like The Pros and Bestseller Lists
- 5. Accessing Negotiate Like The Pros Free and Paid eBooks
  - Negotiate Like The Pros Public Domain eBooks
  - Negotiate Like The Pros eBook Subscription Services
  - Negotiate Like The Pros Budget-Friendly Options
- 6. Navigating Negotiate Like The Pros eBook Formats
  - ePub, PDF, MOBI, and More
  - Negotiate Like The Pros Compatibility with Devices
  - Negotiate Like The Pros Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Negotiate Like The Pros
  - Highlighting and Note-Taking Negotiate Like The Pros
  - Interactive Elements Negotiate Like The Pros
- 8. Staying Engaged with Negotiate Like The Pros
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Negotiate Like The Pros
- 9. Balancing eBooks and Physical Books Negotiate Like The Pros
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Negotiate Like The Pros
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Negotiate Like The Pros
  - Setting Reading Goals Negotiate Like The Pros
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Negotiate Like The Pros
  - Fact-Checking eBook Content of Negotiate Like The Pros
  - Distinguishing Credible Sources

13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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