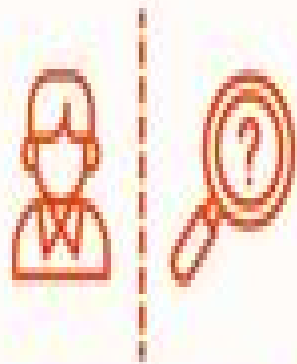


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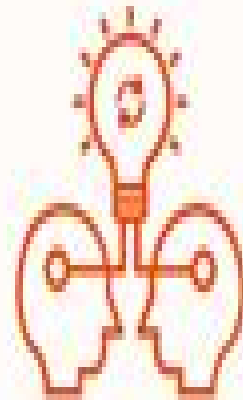
## PEOPLE

Separate People  
from Problems



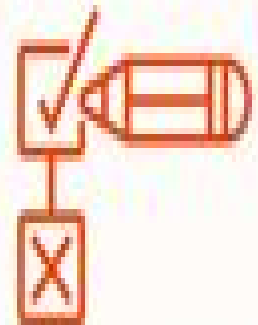
## INTERESTS

Focus on Interests,  
Not Positions



## OPTIONS

Generate Options  
For Mutual Benefit



## CRITERIA

Use Objective  
Criteria

*Source: Getting to Yes, Roger Fisher and William Ury, of the Harvard Negotiation Project*

# Negotiation By The 101 Ageless Principles Made Practical

**S Marginson**



## **Negotiation By The 101 Ageless Principles Made Practical:**

**Negotiation by the Book** Gordon Tan, 2011-05-18 Negotiation is a key skill in life and in the marketplace Every one gets involved in negotiation and oftentimes without being aware of it Every business transaction requires negotiation After more than 10 years working as a negotiator for telecom services for a Fortune 500 company the author realized that the majority of the principles and practice he used that worked have already been written long ago in the Holy Bible From the book of Genesis to Revelation there are examples of negotiations both good and bad Very few of these principles are discussed in negotiation books available today How do they correlate and align to real life negotiations The author also spends his time ministering as a lay pastor preaching and sharing the Word of God and the Kingdom of Heaven One day the Holy Spirit just lighted into his heart the idea to combine both his passions supplier negotiation and Bible principles into a simple devotional like book This book has been written from the buyer s point of view in negotiation with suppliers It presents the biblical nuggets for Strategy and preparation Negotiation dynamics Contracts and agreements Supplier management Quality and performance Man relate to rules but God rules by relationship It is not the other way around There is no such thing as a real win win in negotiation only an alignment of expectations **Words on Cassette** ,1995 **Time & Tide** Helen A. Archdale, Margaret Haig Thomas Mackworth (Viscountess Rhondda), 1961 Forthcoming Books Rose Army, 1994

*Negotiation 101* Shringi S, Dhiraj Ojha, 2025-11-24 Most people negotiate every day without realizing it with their boss clients colleagues family service providers shopkeepers and even with themselves But negotiation becomes painful when you don t know what to say how to ask or how to push back without sounding rude or desperate Negotiation 101 is your practical psychology backed guide to becoming calm confident and effective in every conversation Whether you re negotiating salary freelancing rates deadlines boundaries family decisions or business deals this book gives you clear tools you can apply instantly Inside you ll learn How to stay calm under pressure and speak with authority The exact questions professionals use to reveal hidden information How to handle objections like too expensive or not sure without sounding defensive Persuasion principles based on human behaviour no manipulation no tricks Body language signals that make people trust you instantly Advanced tactics for high stakes conversations Real scripts and real scenarios you can use immediately A complete 90 day mastery plan to make negotiation a natural skill You ll discover how to negotiate without fear without anxiety without over explaining and without sounding aggressive Instead you ll learn how to influence decisions through calmness clarity and strategic communication If you ve ever said I m bad at negotiating or I don t know how to ask this book will change that permanently Because negotiation is not about dominating others It s about communicating your value understanding the other side and creating outcomes that work for everyone Become the person who speaks clearly sets boundaries confidently and gets what they deserve without stress or conflict The Everyday Negotiator Michael R. Carrell, Christina Heavrin, 2004

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