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Master the Art of Negotiation and Persuasion: How to Win Deals Without Pressure Silas Mary, 2025-02-15 Book Description Success in business and life depends on your ability to negotiate effectively and persuade with confidence In Master the Art of Negotiation and Persuasion How to Win Deals Without Pressure you'll learn how to influence others close deals and create win-win outcomes without manipulation or high pressure tactics Great negotiators don't just push for what they want they build trust find common ground and create solutions that benefit everyone This book provides a step by step guide to Master negotiation psychology to understand what drives decisions Communicate with clarity and confidence to gain trust and influence outcomes Handle objections and resistance with ease and professionalism Use ethical persuasion techniques that create lasting business relationships Win deals without conflict by finding creative solutions and mutual benefits Packed with real world examples expert strategies and actionable techniques this book will help you develop the skills to negotiate smarter persuade effectively and win deals without pressure or manipulation The best negotiators don't force agreements they create them Learn how to master the art today

American Popular Music and Its Business in the Digital Age Music Licensing Consultant Rick Sanjek, 2024-07-18 As the long awaited sequel to American Popular Music and Its Business the First 400 Years this book offers a detailed and objective history of the evolution and effect of digital technology from 1985 through 2020 on all segments of the popular music business from CDs and stadium tours to TikTok and the effects of the COVID 19 pandemic with particular emphasis on the relationship between the creators the consumers and the business professionals who form the three major axes of the industry Author Rick Sanjek a 50 year industry veteran combines the knowledge acquired during his decades of experience with scholarly research to create a compelling narrative of the events economics and innerworkings of the modern music business

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Psychology and Work Today Carrie A. Bulger,Duane P. Schultz,Sydney Ellen Schultz,2025-03-26 This key textbook introduces students to the field of industrial and organizational psychology explaining how industrial organizational psychologists make work and working better It explains how industrial organizational psychologists help organizations hire the best people make work safer and less stressful and support managers and leaders to be more effective at leading others It also describes how industrial organizational psychologists work with organizations to embrace diversity in the workforce design the physical work environment to best suit employees and market their products and services to consumers Key features of this edition include Coverage of both the essential and traditional I O topic areas such as job analysis employee selection and work motivation as well as topic areas that are important in workplaces today such as stress and well being human factors and preparing for jobs of the future New or expanded coverage of teams in organizations remote hybrid work

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