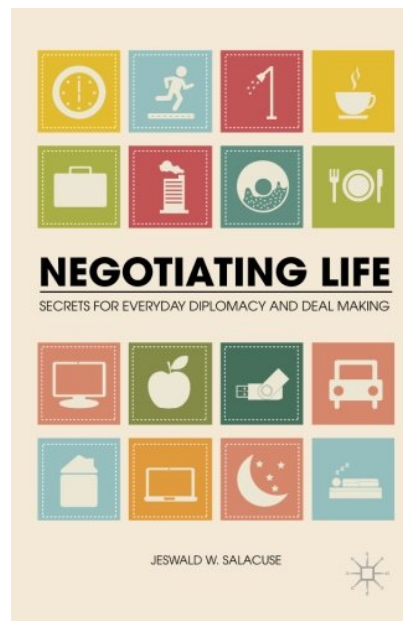


R.E.A.D Negotiating Life: Secrets for Everyday Diplomacy and Deal Making PDF



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A complement to the successful *The Global Negotiator: Making, Managing, and Mending Deals Around the World in the Twenty-First Century* (Palgrave, 2003), Salacuse's new work is a comprehensive and easy-to-understand look at negotiation in everyday life. Drawing from his extensive experience around the world, Salacuse applies such large-scale examples as the Arab-Israeli conflicts or those in Berlin and shows us how to use such strategies in our own lives, from family and home life, to business and the workplace, even to our own thoughts as we negotiate compromises and agreement with ourselves. Arguing that life is really a series of negotiations, deal making, and diplomacy, Salacuse gives readers the tools to make the most of any situation.

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