

Getting More How You Can Negotiate To Succeed In Work And Life

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~~Getting More How You Can~~

~~This isn't a fantastic approach because it closes opportunities for future growth. Getting More teaches you to focus on the short-term AND long-term game, while still allowing you to effectively get what you desire. How does it work? Treat people like people. Understand the picture in their head. Negotiate calmly. It's that simple. Last word~~

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~~Stuart Diamond, world-renowned negotiation expert and author of the New York Times Best-Seller, "Getting More: How You Can Negotiate to Succeed in Work and Life", answers frequently asked...~~

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~~Stuart Diamond, president of Global Strategy Group, which advises government and corporations in negotiating strategies and foreign investment, is the author of the bestseller Getting More: How You Can Negotiate to Succeed in Work and Life.~~

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