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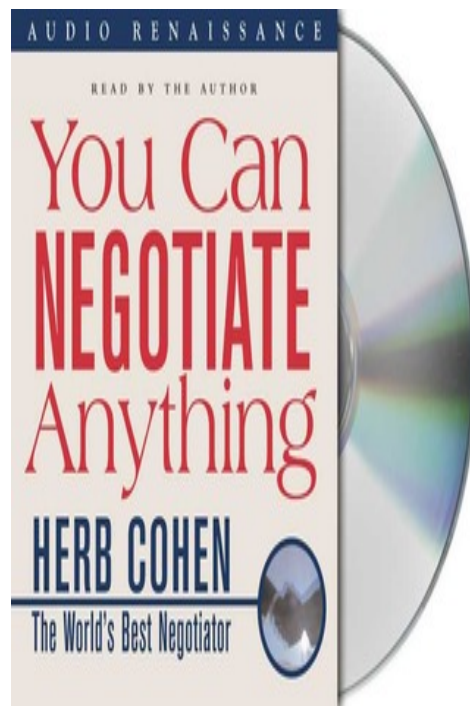
You Can
NEGOTIATE
Anything

HERB COHEN

The World's Best Negotiator



* You Can Negotiate Anything *



Books Details

Author : Herb Cohen Pages : 0 pages Publisher : Macmillan Audio Language : ISBN-10 : 155927641X ISBN-13 : 9781559276412

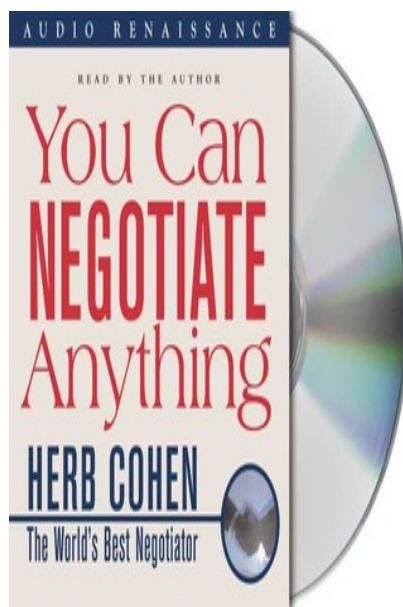
Books Descriptions

Every day, you negotiate for something: prestige, money, security, love. *You Can Negotiate Anything* is a straight-talking guide that will show you how to get what you want by dealing successfully with your mate, your boss, American Express, your children, your best friends and even yourself. As Herb Cohen counsels, "Power is based upon perception-- if you think you've got it then you've got it. Be patient, be personal, be informed-- and you can bargain successfully for anything." Based on his book that spent over nine months on the New York Times bestseller list, the author presents specific guidelines, personal anecdotes and practical

advice drawn from his three decades of successful negotiating experience.
Here is a wealth of information and the motivation that you need to
succeed.



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