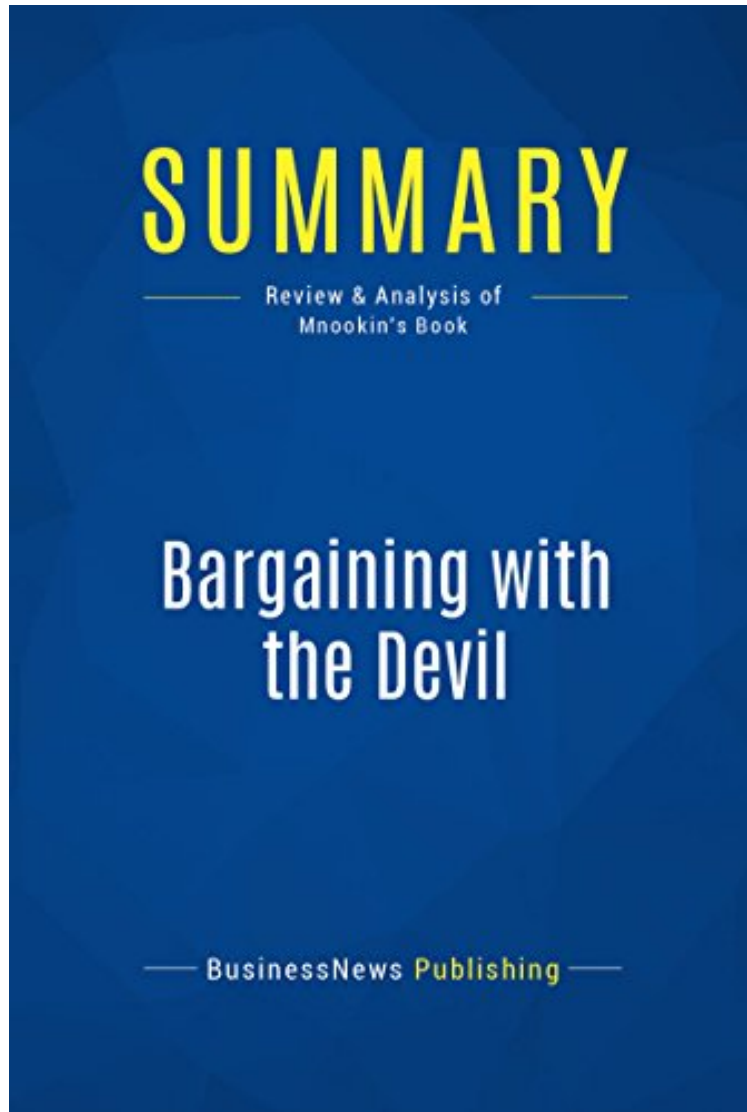


[Mobile pdf] Summary: Bargaining with the Devil: Review and Analysis of Mnookin's Book

Summary: Bargaining with the Devil: Review and Analysis of Mnookin's Book

BusinessNews Publishing
*ePub | *DOC | audiobook | ebooks | Download PDF*



 Download

 Read Online

#1073338 in eBooks 2013-02-15 2013-02-15 File Name: B00DOYWP20 | File size: 28.Mb

BusinessNews Publishing : Summary: Bargaining with the Devil: Review and Analysis of Mnookin's Book
before purchasing it in order to gage whether or not it would be worth my time, and all praised Summary: Bargaining with the Devil: Review and Analysis of Mnookin's Book:

The must-read summary of Robert Mnookin's book:nbsp;"Bargaining with the Devil: When to Negotiate, When to Fight".nbsp;This complete summary of the ideas from Robert Mnookin's book "Bargaining With the Devil" shows that

in the business world, people and companies are often faced with conflict, and the emotions that surround these can make it hard to stand back and assess the best course of action. For instance, when should one just accept and move on, and when should one negotiate or go straight to warfare? This summary points out a decision-making framework to assist in such situations. It lays out three challenges which you must overcome before making a decision on when to negotiate: 1) Untangle your emotions from the situation, 2) Analyze costs and benefits of negotiating versus other viable alternatives, 3) Address the moral and ethical issues involved in deciding whether to negotiate with an enemy. With this logical summary of Mnookin's book, you will be able to avoid falling into traps and will be able to enter negotiations with confidence that you have enough backing to support your decision. Added-value of this summary:

- Save time
- Understand the key concepts
- Increase your business knowledge

To learn more, read "Bargaining with the Devil" and improve your negotiation skills.