

Getting To Yes Negotiating Agreement Without Giving In

Start with No Stalling for Time Getting to Yes Getting to Yes The Art of Negotiation Critical Theory, Public Policy, and Planning Practice High-Output Management How to Argue & Win Every Time Beyond Winning Ask for it Management Accounting Getting Ready to Negotiate Wrightslaw Gold Diggers Negotiator's Pocketbook The Power of a Positive No Getting Past No Purpose: The Starting Point of Great Companies Summary: Getting to Yes: Negotiating Agreement Without Giving In Beyond Reason Influencer 21 Laws of Leadership in the Bible Getting to Peace Getting More The Gift Bargaining for Advantage Getting It Done You Can Negotiate Anything Mindfulness in Plain English Getting Disputes Resolved Extinguish Burnout Read Thai in 10 Days Getting to Yes Negotiation Genius B  b   Day by Day Power Plays Getting to Yes with Yourself Leadership for the Common Good Giving Negotiation (The Brian Tracy Success Library)

Start with No

Aimed at parents of and advocates for special needs children, explains how to develop a relationship with a school, monitor a child's progress, understand relevant legislation, and document correspondence and conversations.

Stalling for Time

Getting to Yes

This new model of human interaction has been chosen by Google to train the entire company worldwide (30,000 employees), is the #1 book for your career chosen by The Wall Street Journal's website, and is labeled "phenomenal" by Lawyers' Weekly and "brilliant" by Liza Oz of the Oprah network. Based on more than 20 years of research and practice among 30,000 people in 45 countries, Getting More concludes that finding and valuing the other party's emotions and perceptions creates far more value than the conventional wisdom of power and logic. It is intended to provide better agreements for everyone no matter what they negotiate – from jobs to kids to billion dollar deals to shopping. The book, a New York Times bestseller and #1 Wall Street Journal business best seller, is based on Professor Stuart Diamond's award-winning course at the Wharton Business School, where the course has been the most popular over 13 years. It challenges the conventional wisdom on every page, from "win-win" to BATNA to rationality to the use of power. Companies have made billions of dollars so far using his new model and parents have gotten their 4-year-olds to willingly brush their teeth and go to bed. Prof. Diamond draws from his experience as a Pulitzer Prize winning journalist at The New York Times, Harvard-trained attorney, Wharton MBA, U.N. Consultant in many countries and manager and executive in many sectors, including technology, agriculture, medical services, finance, energy and aviation. "The ROI from reading Getting More will make it the best investment you make this year," says Rhys Dekle, the business development head of the Microsoft Games division, which produces X-Box. He added that the book was his team's best investment of the year too. The model was also used to quickly solve the 2008 Hollywood Writer's Strike. The advice is addressed through the insightful stories of more than 400 people who have used Prof. Diamond's tools with great success: A 20% savings on an item already on sale. An extra \$300 million profit in a business. A woman from India getting out of her own arranged marriage. Better relationships with the family, including teenagers. Raises at work. Better jobs. Dealing with emotional situations. Meeting one's goals. Finding better things to trade. Solving cultural and political problems, sports conflicts, and ordinary arguments. The book is intended to be used in any situation. The most common response is "life changing", beginning on page one. "The most

inspirational book I have read this year” said David Simon, an attorney in San Francisco, CA. “This book can change the world,” says Craig Silverman, Investment Advisor, Long Island, NY

Getting to Yes

The bestselling, classic guide to insight meditation! Plain IN is a book that people give to everyone they know - a book that people talk about, write about, think about, and return to repeatedly. With his distinctive clarity and wit, 'Bhante G' takes us step by step through the myths, realities, and benefits of meditation and the practice of mindfulness. We already have the foundation we need to live a more productive and peaceful life - Bhante simply points to each tool of meditation, tells us what it does, and how to make it work. This expanded edition includes the complete text of its bestselling predecessor, as well as a new chapter on the cultivation of loving kindness, an especially important subject in today's fractious world.

The Art of Negotiation

Offers advice on how to negotiate with difficult people, showing readers how to stay cool under pressure, disarm an adversary, and stand up for themselves without provoking opposition

Critical Theory, Public Policy, and Planning Practice

Negotiation is an essential element of almost all of our interactions-personally and professionally. It's part of how we establish relationships, work together, and arrive at solutions for our clients, our organizations, and ourselves. Simply put, those who don't negotiate well risk falling victim to those who do. Throughout his career, success expert Brian Tracy has negotiated millions of dollars worth of contracts. Now, with this concise guide, you too can become a master negotiator and learn how to: * Utilize the six key negotiating styles * Harness the power of emotion in hammering out agreements * Use time to your advantage * Prepare like a pro and enter any negotiation from a position of strength * Gain clarity on areas of agreement and disagreement * Develop win-win outcomes * Use the power of reciprocity * Know when and how to walk away * Apply the Law of Four * Plus much more Smart negotiation can save you time and money, make you more effective, and contribute substantially to your career. Jam-packed with Brian Tracy's trademark wisdom, this practical and portable book puts the power of negotiation right in your hands.

High-Output Management

Combining insights in negotiation research with the tactics used by some of the world's leading business strategists, Bargaining for Advantage is a practical guide to becoming a more effective negotiator. Richard Shell explores the hidden psychology and patterns that govern every bargaining situation. Driven by stories about everything from hostage taking and high stakes business deals to everyday encounters, this work offers a step-by-step approach that draws on your own communication style to make you a skilful negotiator.

How to Argue & Win Every Time

Shedding new light on the improvisational nature of negotiation, explains how diplomats, deal-makers, and Hollywood producers apply their best practices to everyday transactions.

Beyond Winning

William Ury, coauthor of the international bestseller *Getting to Yes*, returns with another groundbreaking book, this time asking: how can we expect to get to yes with others if we haven't first gotten to yes with ourselves? Renowned negotiation expert William Ury has taught tens of thousands of people from all walks of life—managers, lawyers, factory workers, coal miners, schoolteachers, diplomats, and government officials—how to become better negotiators. Over the years, Ury has discovered that the greatest obstacle to successful agreements and satisfying relationships is not the other side, as difficult as they can be. The biggest obstacle is actually our own selves—our natural tendency to react in ways that do not serve our true interests. But this obstacle can also become our biggest opportunity, Ury argues. If we learn to understand and influence ourselves first, we lay the groundwork for understanding and influencing others. In this prequel to *Getting to Yes*, Ury offers a seven-step method to help you reach agreement with yourself first, dramatically improving your ability to negotiate with others. Practical and effective, *Getting to Yes with Yourself* helps readers reach good agreements with others, develop healthy relationships, make their businesses more productive, and live far more satisfying lives.

Ask for it

Here, from Bill Clinton, is a call to action. *Giving* is an inspiring look at how each of us can change the world. First, it reveals the extraordinary and innovative efforts now being made by companies and organizations—and by individuals—to solve problems and save lives both “down the street and around the world.” Then it urges us to seek out what each of us, “regardless of income, available time, age, and skills,” can do to help, to give people a chance to live out their dreams. Bill Clinton shares his own experiences and those of other givers, representing a global flood tide of nongovernmental, nonprofit activity. These remarkable stories demonstrate that gifts of time, skills, things, and ideas are as important and effective as contributions of money. From Bill and Melinda Gates to a six-year-old California girl named McKenzie Steiner, who organized and supervised drives to clean up the beach in her community, Clinton introduces us to both well-known and unknown heroes of giving. Among them: Dr. Paul Farmer, who grew up living in the family bus in a trailer park, vowed to devote his life to giving high-quality medical care to the poor and has built innovative public health-care clinics first in Haiti and then in Rwanda; a New York couple, in Africa for a wedding, who visited several schools in Zimbabwe and were appalled by the absence of textbooks and school supplies. They founded their own organization to gather and ship materials to thirty-five schools. After three years, the percentage of seventh-graders who pass reading tests increased from 5 percent to 60 percent; Oseola McCarty, who after seventy-five years of eking out a living by washing and ironing, gave \$150,000 to the University of Southern Mississippi to endow a scholarship fund for African-American students; Andre Agassi, who has created a college preparatory academy in the Las Vegas neighborhood with the city's highest percentage of at-risk kids. “Tennis was a stepping-stone for me,” says Agassi. “Changing a child's life is what I always wanted to do”; Heifer International, which gave twelve goats to a Ugandan village. Within a year, Beatrice Biira's mother had earned enough money selling goat's milk to pay Beatrice's school fees and eventually to send all her children to school—and, as required, to pass on a baby goat to another family, thus multiplying the impact of the gift. Clinton writes about men and women who traded in their corporate careers, and the fulfillment they now experience through giving. He writes about energy-efficient practices, about progressive companies going green, about promoting fair wages and decent working conditions around the world. He shows us how one of the most important ways of giving can be an effort to change, improve, or protect a government policy. He outlines what we as individuals can do, the steps we can take, how much we should consider giving, and why our giving is so important. Bill Clinton's own actions in his post-presidential years have had an enormous impact on the lives of millions. Through his foundation and his work in the aftermath of the Asian tsunami and Hurricane Katrina, he has become an international spokesperson and model for the power of giving. “We all have

the capacity to do great things,” President Clinton says. “My hope is that the people and stories in this book will lift spirits, touch hearts, and demonstrate that citizen activism and service can be a powerful agent of change in the world.” From the Trade Paperback edition.

Management Accounting

À la carte wisdom from the international bestseller *Bringing up Bébé* In *BRINGING UP BÉBÉ*, journalist and mother Pamela Druckerman investigated a society of good sleepers, gourmet eaters, and mostly calm parents. She set out to learn how the French achieve all this, while telling the story of her own young family in Paris. *BÉBÉ DAY BY DAY* distills the lessons of *BRINGING UP BÉBÉ* into an easy-to-read guide for parents and caregivers. How do you teach your child patience? How do you get him to like broccoli? How do you encourage your baby to sleep through the night? How can you have a child and still have a life? Alongside these time-tested lessons of French parenting are favorite recipes straight from the menus of the Parisian crèche and winsome drawings by acclaimed French illustrator Margaux Motin. Witty, pithy and brimming with common sense, *BÉBÉ DAY BY DAY* offers a mix of practical tips and guiding principles, to help parents find their own way.

Getting Ready to Negotiate

Between 1896 and 1899, thousands of people lured by gold braved a grueling journey into the remote wilderness of North America. Within two years, Dawson City, in the Canadian Yukon, grew from a mining camp of four hundred to a raucous town of over thirty thousand people. The stampede to the Klondike was the last great gold rush in history. Scurvy, dysentery, frostbite, and starvation stalked all who dared to be in Dawson. And yet the possibilities attracted people from all walks of life—not only prospectors but also newspapermen, bankers, prostitutes, priests, and lawmen. *Gold Diggers* follows six stamperders—Bill Haskell, a farm boy who hungered for striking gold; Father Judge, a Jesuit priest who aimed to save souls and lives; Belinda Mulrooney, a twenty-four-year-old who became the richest businesswoman in town; Flora Shaw, a journalist who transformed the town's governance; Sam Steele, the officer who finally established order in the lawless town; and most famously Jack London, who left without gold, but with the stories that would make him a legend. Drawing on letters, memoirs, newspaper articles, and stories, Charlotte Gray delivers an enthralling tale of the gold madness that swept through a continent and changed a landscape and its people forever.

Wrightslaw

This practical and inspirational guide to healing from the award-winning, New York Times bestselling author of *The Choice* shows us how to stop destructive patterns and imprisoning thoughts to find freedom and enjoy life. Edith Eger's powerful first book *The Choice* told the story of her survival in the concentration camps, her escape, healing, and journey to freedom. Oprah Winfrey says, “I will be forever changed by Dr. Eger's story.” Thousands of people around the world have written to Eger to tell her how *The Choice* moved them and inspired them to confront their own past and try to heal their pain; and to ask her to write another, more “how-to” book. Now, in *The Gift*, Eger expands on her message of healing and provides a hands-on guide that gently encourages us to change the thoughts and behaviors that may be keeping us imprisoned in the past. Eger explains that the worst prison she experienced is not the prison that Nazis put her in but the one she created for herself, the prison within her own mind. She describes the twelve most pervasive imprisoning beliefs she has known—including fear, grief, anger, secrets, stress, guilt, shame, and avoidance—and the tools she has discovered to deal with these universal challenges. Accompanied by stories from Eger's own life and the lives of her patients each chapter includes thought-provoking questions and takeaways, such as: -Would you like to be married to you?

-Are you evolving or revolving? -You can't heal what you can't feel. Filled with empathy, insight, and humor, *The Gift* captures the vulnerability and common challenges we all face and provides encouragement and advice for breaking out of our personal prisons to find healing and enjoy life.

Gold Diggers

Get the secrets of success in this great bestseller (over nine months on the "New York Times" bestseller list) that can change your life for the better. Claiming that the world is a giant negotiating table, renowned negotiator Cohen teaches the art of negotiation with dozens of concrete examples.

Negotiator's Pocketbook

The Power of a Positive No

The world's bestselling guide to negotiation. *Getting to Yes* has been in print for over thirty years, and in that time has helped millions of people secure win-win agreements both at work and in their private lives. Including principles such as: Don't bargain over positions Separate the people from the problem and Insist on objective criteria *Getting to Yes* simplifies the whole negotiation process, offering a highly effective framework that will ensure success.

Getting Past No

Where do most people today turn for leadership? Some examine the world of politics. Some look for models in the entertainment industry. Many look to the world of business—to the successful stories of CEOs, management consultants, and theoreticians with PhDs. However, the truth is that the best source of leadership teaching today comes not from any of these sources but from the one true source: the Word of God. The Bible is the greatest source on leadership that has ever been written. John Maxwell has spent decades researching and equipping others for leadership, and his primary source of leadership principles has always been the Word of God. In this study, he draws on the stories of the men and women in Scripture to show how they demonstrated what he calls "the 21 irrefutable laws of leadership." He also shows how some of the characters in the Bible failed to portray these leadership principles, and how that affected them and, in some cases, entire populations of people groups. Sessions include in-depth studies on the principles of leadership followed by men and women such as Moses, Joshua, Deborah, Ruth, David, Elijah, Josiah, Esther, Nehemiah, Peter, Barnabas, and especially Jesus. Each session contains the following sections: The Law: An overview of the law and how it operates (includes quotes from the book and discussion questions based on the principles covered) Biblical example: An overview of the primary character in the Bible who demonstrated that law or wrote about that law Another look: Bible study questions based on the highlighted passages Highlighting the lesson: Questions that focus on the central teaching points Lasting implications: Questions to help draw out personal conclusions Daily assignments: Five sets of questions that guide readers on how to put the laws into effect during their week This study has been designed to enhance readers' experience of working through John Maxwell's leadership materials and is intended both for individual use and for small groups.

Purpose: The Starting Point of Great Companies

Build Conflict Control Into Your Organization Renowned mediator William Ury offers tested guidelines for designing a dispute resolution system to handle conflicts effectively on an ongoing basis. He

explains how to diagnose and correct problems in an existing system or create and implement a new system where one does not exist. His four-phase process includes specific advice on involving adverse parties in diagnosing current problems, designing the system, and overcoming opposition to change. The result is a win-win formula for putting a system in place that contains the costs associated with conflict by addressing them as they arise.

Summary: Getting to Yes: Negotiating Agreement Without Giving In

Using new archaeological and anthropological evidence, the author explains how to resolve conflicts in the home, work, and the world by identifying the "Third Side" of seemingly blackandwhite arguments. 25,000 first printing. Tour.

Beyond Reason

Conflict is inevitable, in both deals and disputes. Yet when clients call in the lawyers to haggle over who gets how much of the pie, traditional hard-bargaining tactics can lead to ruin. Too often, deals blow up, cases don't settle, relationships fall apart, justice is delayed. Beyond Winning charts a way out of our current crisis of confidence in the legal system. It offers a fresh look at negotiation, aimed at helping lawyers turn disputes into deals, and deals into better deals, through practical, tough-minded problem-solving techniques.

Influencer

Getting to Yes offers a concise, step-by-step, proven strategy for coming to mutually acceptable agreements in every sort of conflict—whether it involves parents and children, neighbors, bosses and employees, customers or corporations, tenants or diplomats. Based on the work of the Harvard Negotiation Project, a group that deals continually with all levels of negotiation and conflict resolution from domestic to business to international, Getting to Yes tells you how to: * Separate the people from the problem; * Focus on interests, not positions; * Work together to create options that will satisfy both parties; and * Negotiate successfully with people who are more powerful, refuse to play by the rules, or resort to "dirty tricks." Since its original publication in 1981, Getting to Yes has been translated into 18 languages and has sold over 1 million copies in its various editions. This completely revised edition is a universal guide to the art of negotiating personal and professional disputes. It offers a concise strategy for coming to mutually acceptable agreements in every sort of conflict.

21 Laws of Leadership in the Bible

When it was first published in 1992, the first edition of Leadership for the Common Good presented a revolutionary approach to community and organizational leadership in a shared-power world. Now, in this completely revised and updated edition, Barbara Crosby and John Bryson expand on their proven leadership model and offer new insights and guidance to leaders. This second edition is a practical resource for a new generation of leaders and aspiring leaders and includes success stories, challenges, and real-world experience.

Getting to Peace

With only a few hours a day for less than 2 weeks, you'll be able to decrypt the mystery of the curious Thai characters and start reading right away guaranteed. Read Thai In 10 Days is a comprehensive Thai learning course including sound files so you learn how to pronounce words correctly from the start.

Getting More

Challenging those who say that contemporary critical social theory is too ethereal to carry any practical payload, Forester (city and regional planning, Cornell U.) demonstrates its application both to public policy itself and to the analysis of it, by considering them both as political communicative practices amenable to the ideas of Jurgen Habermas. Paper edition (unseen), \$14.95. Annotation c. by Book News, Inc., Portland, Or.

The Gift

Start with No offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years now, win-win has been the paradigm for business negotiation. But today, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. Start with No introduces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: * aren't interested in "yes"—they prefer "no" * never, ever rush to close, but always let the other side feel comfortable and secure * are never needy; they take advantage of the other party's neediness * create a "blank slate" to ensure they ask questions and listen to the answers, to make sure they have no assumptions and expectations * always have a mission and purpose that guides their decisions * don't send so much as an e-mail without an agenda for what they want to accomplish * know the four "budgets" for themselves and for the other side: time, energy, money, and emotion * never waste time with people who don't really make the decision Start with No is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.

Bargaining for Advantage

A noted attorney gives detailed instructions on winning arguments, emphasizing such points as learning to speak with the body, avoiding being blinding by brilliance, and recognizing the power of words as a weapon. Reprint.

Getting It Done

Let's face it. In this chaotic world of teams, matrix management, and horizontal organizations, it's tougher than ever to get things done. How do you lead when you're not the one in charge? How can you be effective when joint action is needed? You need an edge in order to reach solutions and effectively work with others.

You Can Negotiate Anything

Mayer describes his technique for successful negotiation, drawing on his personal negotiating experiences and interviews with masters in the field, and suggesting advances in psychology and linguistics to aid in clear and persuasive communication

Mindfulness in Plain English

This is the first of several books that Patrick Forsyth has written in the Pocketbooks Series (see also The Sales Excellence Pocketbook next page) and continues to be a firm favourite with our customers.

Negotiation is a skill that you need to learn and practise; The Negotiator's Pocketbook will help you do both. A quickly assimilated, comprehensive guide to the negotiation process, it covers the fundamentals of negotiation, preparation, essential techniques, managing the process and interpersonal behaviour. 'It's the sort of thing you should keep in your car and reread in the car park just before going into a meeting', concluded one magazine reviewer.

Getting Disputes Resolved

This companion volume to the negotiation classic Getting to Yes explores the negotiation process in depth and presents case studies, charts, and worksheets for blueprinting and personalized negotiating strategy.

Extinguish Burnout

The FBI's chief hostage negotiator recounts harrowing standoffs, including the Waco siege with David Koresh and the Branch Davidians, in a memoir that serves as a basis for the upcoming series Waco. In Stalling for Time, the FBI's chief hostage negotiator takes readers on a harrowing tour through many of the most famous hostage crises in the history of the modern FBI, including the siege at Waco, the Montana Freeman standoff, and the D.C. sniper attacks. Having helped develop the FBI's nonviolent communication techniques for achieving peaceful outcomes in tense situations, Gary Noesner offers a candid, fascinating look back at his years as an innovator in the ranks of the Bureau and a pioneer on the front lines. Whether vividly recounting showdowns with the radical Republic of Texas militia or clashes with colleagues and superiors that expose the internal politics of America's premier law enforcement agency, Stalling for Time crackles with insight and breathtaking suspense. Case by case, minute by minute, it's a behind-the-scenes view of a visionary crime fighter in action. Praise for Stalling for Time "Riveting . . . the most in-depth and absorbing section is devoted to the 1993 siege near Waco, Texas."--The Washington Post "Captivating . . . an electrifying read . . . No Hollywood movie can top this story for thrills, suspense, or action."--New York Journal of Books "Certain to fascinate true crime readers . . . The compelling centerpiece of the book is Noesner's analysis of 'what went wrong at Waco' with the Branch Davidians."--Publishers Weekly "An intense, immersive narrative . . . vicariously entertaining."--Kirkus Reviews "Engrossing . . . The book is also an intimate history of contemporary American militia movements."--New Republic

Read Thai in 10 Days

Who hasn't suffered at one time or another from exhaustion, cynicism, and a lack of effectiveness? But combine them over time and you're flirting with a disaster of catastrophic magnitude--burnout. Elegantly defined as the depletion of personal agency (the apparatus driving our ability to initiate and execute actions) burnout effectively wipes out our ability to be effective, much less engaged. And the cost of burnout is astronomical in all its forms and phases, including the profound and lasting effects it has on employees and workplace cultures. Based on extensive research and full of real-world stories and examples, workplace culture experts Rob and Terri Bogue take a deep dive into the signs, sources, and solutions of burnout and deliver an essential resource that helps anyone identify, prevent, and recover from burnout.

Getting to Yes

The authors of *Women's Don't Ask* present an innovative approach to negotiation that explains how women can identify important goals, takes them step by step through the entire planning and preparation process, and offers strategic advice on the negotiation stage, with tips on managing emotions, confidence building, and an effective collaborative style. Reprint. 20,000 first printing.

Negotiation Genius

No is perhaps the most important and certainly the most powerful word in the language. Every day we find ourselves in situations where we need to say No—to people at work, at home, and in our communities—because No is the word we must use to protect ourselves and to stand up for everything and everyone that matters to us. But as we all know, the wrong No can also destroy what we most value by alienating and angering people. That's why saying No the right way is crucial. The secret to saying No without destroying relationships lies in the art of the Positive No, a proven technique that anyone can learn. This indispensable book gives you a simple three-step method for saying a Positive No. It will show you how to assert and defend your key interests; how to make your No firm and strong; how to resist the other side's aggression and manipulation; and how to do all this while still getting to Yes. In the end, the Positive No will help you get not just to any Yes but to the right Yes, the one that truly serves your interests. Based on William Ury's celebrated Harvard University course for managers and professionals, *The Power of a Positive No* offers concrete advice and practical examples for saying No in virtually any situation. Whether you need to say No to your customer or your coworker, your employee or your CEO, your child or your spouse, you will find in this book the secret to saying No clearly, respectfully, and effectively. In today's world of high stress and limitless choices, the pressure to give in and say Yes grows greater every day, producing overload and overwork, expanding e-mail and eroding ethics. Never has No been more needed. A Positive No has the power to profoundly transform our lives by enabling us to say Yes to what counts—our own needs, values, and priorities. Understood this way, No is the new Yes. And the Positive No may be the most valuable life skill you'll ever learn! From the Hardcover edition.

Bébé Day by Day

Everyone wants to be an influencer. We all want to learn how to help ourselves and others change behavior. And yet, in spite of the fact that we routinely attempt to do everything from lose weight to improve quality at work, few of us have more than one or two ideas about how to exert influence. For the first time, *Influencer* brings together the breakthrough strategies of contemporary influence masters. By drawing from the skills of hundreds of successful influencers and combining them with five decades of the best social science research, *Influencer* shares eight powerful principles for changing behaviors principles almost anyone can apply to change almost anything.

Power Plays

“Written in the same remarkable vein as *Getting to Yes*, this book is a masterpiece.” —Dr. Steven R. Covey, author of *The 7 Habits of Highly Effective People* • Winner of the Outstanding Book Award for Excellence in Conflict Resolution from the International Institute for Conflict Prevention and Resolution • In *Getting to Yes*, renowned educator and negotiator Roger Fisher presented a universally applicable method for effectively negotiating personal and professional disputes. Building on his work as director of the Harvard Negotiation Project, Fisher now teams with Harvard psychologist Daniel Shapiro, an expert on the emotional dimension of negotiation and author of *Negotiating the Nonnegotiable: How to*

Resolve Your Most Emotionally Charged Conflicts. In *Beyond Reason*, Fisher and Shapiro show readers how to use emotions to turn a disagreement-big or small, professional or personal-into an opportunity for mutual gain.

Getting to Yes with Yourself

Management Accounting explains the contemporary role of management accounting in business and demonstrates how it creates and enhances value. This seventh edition continues to help students build a strong foundation in management accounting by showing how the theory translates into real-world application. Technical accuracy is once again a hallmark of this market-leading and trusted resource. This edition has been thoroughly updated including revisions of sustainability reporting and social responsibility, and numerous case studies of real-world practices from Australia, New Zealand and beyond. Brand new and revised end-of-chapter activities provide students with the opportunity to apply what they are learning in real-world situations. This edition combines authoritative, peer-reviewed content with superior educational technology. The pedagogical framework from the text continues inside the powerful Connect platform to provide a closely integrated learning solution. Interactive algorithmic activities with refreshable data sets provide almost unlimited opportunity for students to practice and receive immediate feedback.

Leadership for the Common Good

Presents a comprehensive guide to the essential skills, strategies, techniques, and creative mindset of successful negotiation, drawing on the latest behavioral research and real-life case studies to explain how to prepare for and execute negotiations, from identifying opportunities to overcoming resistance and defusing hardball tactics. Reprint. 30,000 first printing.

Giving

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

Negotiation (The Brian Tracy Success Library)

In *Purpose*, world-renowned thought leader Nikos Mourkogiannis turns the entire idea of leadership on its head and shows that the choice between values and success is no choice at all. Mourkogiannis argues that companies must satisfy the need for purpose--a set of values that defines an organization and inspires and motivates its employees. Rather than organization and structure, ideas are what cause companies to go from good to great. Drawing on examples from across multiple industries, Mourkogiannis demonstrates how a strong purpose is the essential first step toward lasting success.

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