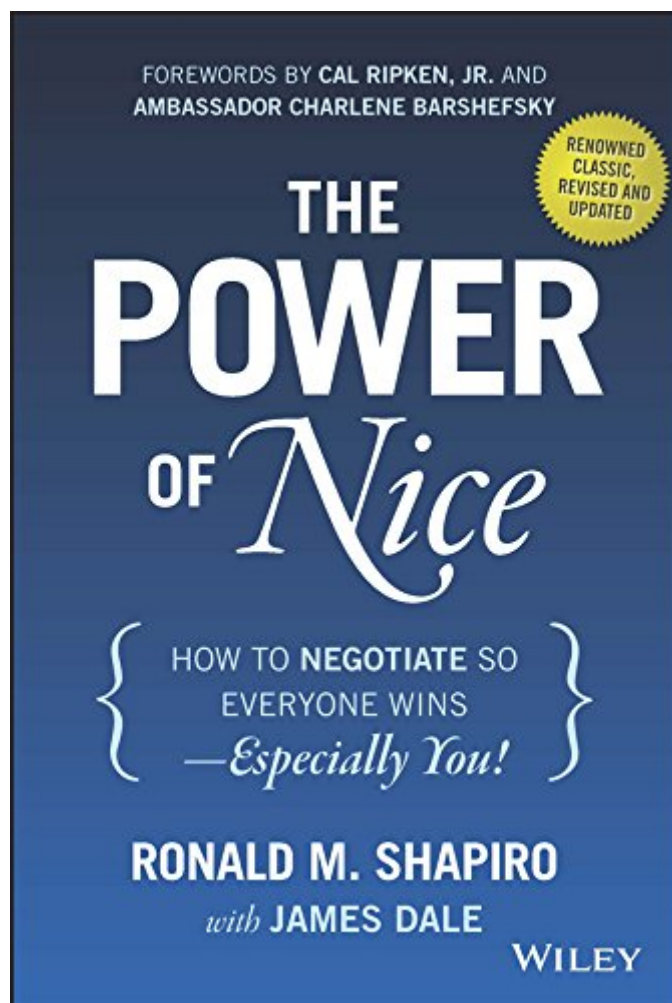


The book was found

# The Power Of Nice: How To Negotiate So Everyone Wins – Especially You!



## Synopsis

Learn to get what you want without burning bridges In this revised and updated edition of the renowned classic *The Power of Nice*, negotiations expert, sports agent, New York Times bestselling author, attorney, business leader and educator, Ron Shapiro, shares the key principles of effective negotiation through a combination of a time-tested process, anecdotes, and exercises. Drawing on his unparalleled experiences from the worlds of sports, law, business and politics, as well as dealing with life issues common to us all, Shapiro takes you through the steps of his systematic approach: The Three Ps, Prepare-Probe-Propose. Learn how to use the process to empower you in negotiations. Regardless of your level of experience or the extent of your confidence, you will get what you want while building stronger relationships for the future. This updated edition contains: Significant new material including an expanded view of its applicability to a broad array of business and life challenges a new streamlined version of the Preparation Checklist a more precise understanding of the concept of WIN-win forewords by Cal Ripken, Jr., and Ambassador Charlene Barshefsky, and an Epilogue highlighting negotiation lessons from the life of Nelson Mandela The book also provides a link to reinforcement of its lessons through the website of the Shapiro Negotiations Institute. Whether you are negotiating with, among others, a customer or client, a boss or government official, or even setting a teenager's curfew or getting a last seat on an airplane, this invaluable guide will help you read the other side and bring the power of human psychology and a time-tested process to the negotiating table. If you're tired of uneven "compromise" and the feeling of being manipulated, turn the tables for good with *The Power of Nice*, and learn strength from the master himself.

## Book Information

File Size: 2518 KB

Print Length: 288 pages

Publisher: Wiley; 3 edition (January 16, 2015)

Publication Date: January 16, 2015

Sold by:Â Digital Services LLC

Language: English

ASIN: B00SEBEBSO

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #285,874 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #111

inÂ Kindle Store > Kindle eBooks > Business & Money > Management & Leadership > Negotiating  
#112 inÂ Books > Business & Money > Human Resources > Conflict Resolution & Mediation #367  
inÂ Books > Business & Money > Management & Leadership > Negotiating

## Customer Reviews

I loved this book. It is a must-read for anyone trying to improve how they navigate through life's personal and professional challenges. Regardless of whether you negotiate professionally, this book will change the way you approach most of your daily interactions (at least it has for me). I had been skeptical of the win-win model "I thought it too idealistic and impractical. Shapiro, however, has convinced me otherwise. He provides a workable, pragmatic approach to negotiation that should allow me to accomplish my goals more efficiently while still preserving and building a network of meaningful relationships in my work and personal life. While it's started to help me in my career, I am beginning to feel its impact beyond the office. Perhaps the best thing I got out of reading this book was an easy to use, real-world process known as the 3 P's. It has helped me deal with disputes with friends, managers, and adversaries alike.

This is even better than the first edition which was tremendous. Ron Shapiro does an extraordinary job in breaking down the art and science of negotiation and gives one an unforgettable process for successful negotiation, relationships and sales.

I really enjoyed the book. It was filled with interesting and illustrative stories to drive a point home. This book provides lots of helpful tips to help you see negotiation in a different light.

[Download to continue reading...](#)

The Power of Nice: How to Negotiate So Everyone Wins - Especially You! Nice Girls Don't Get the Corner Office: Unconscious Mistakes Women Make That Sabotage Their Careers (A NICE GIRLS Book) You Can Negotiate Anything: The World's Best Negotiator Tells You How To Get What You Want Beginning Power BI with Excel 2013: Self-Service Business Intelligence Using Power Pivot, Power View, Power Query, and Power Map Power Pivot and Power BI: The Excel User's Guide to DAX, Power Query, Power BI & Power Pivot in Excel 2010-2016 Not Everyone Is Nice: Helping Children Learn Caution with Strangers (Let's Talk) Negotiate Your Way to Riches: How to Convince

Others to Give You What You Want Business Negotiation: 20 Steps To Negotiate With Results, Making Deals, Negotiation Strategies, Get What You Want, When You Want It, Achieve Brilliant Results, Negotiation Genius, Leadership Who Wins?: 100 Historical Figures Go Head-to-Head and You Decide the Winner! Getting More: How You Can Negotiate to Succeed in Work and Life Beyond Reason: Using Emotions as You Negotiate Banned Methods of Persuasion: How to Covertly Convince, Influence, Persuade, and Negotiate with Anyone to Get Them to Do What You Want Lean In for Graduates: With New Chapters by Experts, Including Find Your First Job, Negotiate Your Salary, and Own Who You Are You Can Negotiate Anything If You Can't Say Something Nice, What Do You Say?: Practical Solutions for Working Together Better The Power of Nice: How to Conquer the Business World with Kindness Intermediate Classic Duets for Trumpet and Trombone: 22 Classical and Traditional pieces arranged especially for two equal players of intermediate ... are in easy keys, some are quite challenging. Easy Traditional Duets for Descant (Soprano) and Treble (Alto) Recorders: 28 traditional melodies from around the world arranged especially for decant ... with the easiest. All are in easy keys. Christmas Duets for Trombone and Tuba: 22 Traditional Christmas Carols arranged especially for two equal players of intermediate standard. Intermediate Classic Duets for Two Tubas: 22 Classical and Traditional pieces arranged especially for two equal tuba players of intermediate standard. Most are in easy keys.

[Dmca](#)