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∆; You Can Negotiate Anything∆; can best be described as an introduction to developing negotiation skills. Its target audience is the average American, whether a housewife struggling with stubborn children, or the first-time manager.

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### **You Can Negotiate Anything by Herb Cohen**

Synopsis. 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.

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Herb Cohen is the author of YOU CAN NEGOTIATE ANYTHING, which was on the New York Times Bestseller List for almost one year and finally after two decades his latest book, Negotiate This! By Caring! But Not T-H-A-T Much. For more than three decades, HERB COHEN has been a practicing negotiator, intimately enmeshed in some of the world's headline dramas, from hostile takeovers to hostage negotiations

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Contents Acknowledgments 9 PART ONE YES, YOU CAN 1. What is negotiation? 15 2. Almost everything is negotiable 21 3. Getting your feet wet 31 PART TWO THE THREE CRUCIAL VARIABLES 4.

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I read it, try to digest it, it was a wonderful experience to have a book like this when you really miss something how to negotiate with influence people/vendors/parties, during the course I made many successful negotiations in my favor, so hats off to Herb Cohen.

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Herb Cohen is an American negotiation expert.. Cohen is a corporate and government negotiator and strategy consultant in areas of commercial dealings and crisis management. He is the author of New York Times bestseller You Can Negotiate Anything and has written several articles and blogs, and has given countless speeches on topics related to deal-making, sales, negotiating, branding, and ...

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### **Negotiation Skills Recommended Reading List**

*You Can Negotiate Anything* is a self-help book on negotiation by Herb Cohen. Cohen used story-telling to help explain the various concepts and strategies behind the art of negotiation. Cohen used story-telling to help explain the various concepts and strategies behind the art of negotiation.

### **You Can Negotiate Anything - Wikipedia**

*You Can Negotiate Anything* has tons of other tips, from the effects of attitude to the importance of "increments of concession". Cohen is an experienced negotiator, and he's happy to share everything he's learned.

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With his helpful and sensible approach Cohen shows that negotiating is a process you can understand and

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