

You Can Negotiate Anything By Herb Cohen

By Herb Cohen

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Herb Cohen has been called "the world's best negotiator." He's internationally renowned as a corporate and governmental consultant on negotiating strategy, commercial

Every day, you negotiate for something: prestige, money, security, love. This straight-talking guide will show you how to get what you want by dealing successfully

You Can Negotiate Anything, first published in 1982, is a book on negotiation by Herb Cohen. The book became a bestseller on the New York Times list. It is written in

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Herb Cohen is the author of You Can Negotiate Anything (3.81 avg rating, 747 ratings, 75 reviews, published 1980), Negotiate This! (3.95 avg rating, 155

Herb Cohen is an American negotiation expert. Herb Cohen wrote You Can Negotiate Anything in 1980; it became a bestseller on the New York Times list.

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Dec 11, 2011 Host Michael Stoler sits down with author Herb Cohen as they discuss his new best selling book "You Can Negotiate Anything". Herb Cohen as they

Every day, you negotiate for something: prestige, money, security, love. This straight-talking guide will show you how to get what you want by dealing successfully

As per the Herb Cohen world is a giant negotiating table and one can negotiate ANYTHING. Though for many this is very convincing an argument, I prefer to disregard this

You Can Negotiate Anything is based on Cohen's book that spent over nine "I'm hope Herb had a good Herb Cohen shows you how others often see bargaining as

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3 quotes from Herb Cohen: 'You and I do not see things as they are. We see things as we are.', 'No' is a reaction, not a position. The people who react negatively to

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Overview. Every day, you negotiate for something: prestige, money, security, love. This straight-talking guide will show you how to get what you want by dealing

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