The Language of Negotiation: A Handbook of Practical Strategies for Improving Communication

by Joan Mulholland

The Language of Negotiation: A Handbook of Practical Strategies for Improving Communication aims to heighten awareness of language and to suggest useful strategies. It provides some simple tools that will help you become a better listener, communicator, and negotiator. The book covers topics such as effective communication, negotiation techniques, and practical strategies for improving negotiation skills.

The Language of Negotiation is a practical guide that helps readers understand the importance of language in negotiation. It offers insights into how language affects negotiations and how to use language effectively to achieve desired outcomes. The book is suitable for anyone looking to improve their negotiation skills, whether in a professional or personal context.

The Language of Negotiation is an essential read for anyone interested in communication and negotiation. It is a valuable resource for professionals in fields such as business, law, and politics, as well as for individuals who want to improve their communication and negotiation skills.
Handbook of Practical Strategies for Improving Communication

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Author(s): Joan Mulholland

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Many negotiations strategies we use actually backfire. The Wharton professor’s book, Give and Take, has had those of us in the leadership field thinking and talking. Grant’s work is immensely practical and timely. Point: people who make first offers get better terms that are closer to their target price. Joan Mulholland

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The material presented is distilled from recent developments in language pragmatics, and in rhetoric and communication studies, and wish to improve their contributions to future negotiating activity (p. xii).

Ingrid Neumann

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In such cases, an effective communication strategy begins with the must all learn how to better communicate with individuals and groups whose first language, or language... with our practical resources, designed to help you do your job better right now. The language of negotiation: a handbook of practical strategies for...

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