

Getting More Stuart Diamond

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Getting More Stuart Diamond

For instance, Diamond states, more than once (as with everything else he states) that the book is called "Getting More" not "Getting Everything" because it is central to his approach that one should do what they can to improve their chances of a successful negotiation, but accept that they cannot succeed in every instance.

Getting More: How You Can Negotiate to Succeed in Work and ...

Get More Everywhere The Getting More collaboration improves life in any area: business, job, kids, partner, travel, shopping and all of life's endeavors. "Made me a better parent," a common refrain.

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Getting More: How You Can Negotiate to Succeed in Work and Life by Stuart Diamond "Getting More" is a fabulous practical guide on how to become a better negotiator. This book succeeds in providing readers with the tools necessary to get more out of work and life, and it works!

Getting More: How to Negotiate to Achieve Your Goals in ...

Getting More is based on Professor Diamond's award-winning negotiations course at The Wharton Business School, where it has been the most sought-after course by students for 13 years. It contains a powerful toolkit that can be used in any situation: with kids and jobs, travel and shopping, business, politics, relationships, cultures, partners and competitors.

Getting More by Stuart Diamond | Audiobook | Audible.com

In this New York Times bestselling book, Diamond reveals the secrets behind getting more in any negotiation - whatever 'more' means to you. Getting More is accessible, jargon-free, innovative...and it works.

Getting More: How You Can Negotiate to Succeed in Work and ...

Getting More is a summary of the negotiation strategies Pulitzer prize-winning reporter and negotiation teacher Stuart Diamond has honed over the years around the world. In the book, which is based...

Have You Read This Harvard Negotiator's Handbook? Getting ...

Getting More is based on Professor Diamond's award-winning negotiations course at The Wharton

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Business School, where it has been the most sought-after course by students for 13 years.

Getting More by Stuart Diamond - Excerpt | Negotiation ...

This complete summary of the ideas from Stuart Diamond's book "Getting More: How to Negotiate to Achieve Your Goals in the Real World" shows how you can get more of what you want by learning how to be a good negotiator. In his book, the author explains twelve strategies of negotiation that are suitable for various situations and contexts.

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An introduction to Getting More GETTING MORE, a NY Times Bestseller, #1 Wall Street Journal and USA Today Business Bestseller, has sold more than 1.3 million copies and had life-changing results for people from all walks of life. "The conventional wisdom of power, logic and even win-win is based on ideas that are now more than 40 years old and capture only 25 percent of the potential value," according to author Prof. Stuart Diamond.

The Model » Getting More

Stuart Diamond is an American Pulitzer Prize-winning journalist, professor, attorney, entrepreneur, and author who has taught negotiation for more than 20 years at the University of Pennsylvania's Wharton School of Business. He currently teaches the course at University of Pennsylvania School of Engineering and Applied Science as "Engineering Negotiation" and a Negotiations Course at Penn Law School. Diamond's widely acclaimed book on negotiation, Getting More, was a 2011 New York Times best-seller.

Stuart Diamond - Wikipedia

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contains a powerful toolkit that can be used by anyone in any situation: with kids and jobs, travel and shopping, business, politics, relationships, cultures, partners and competitors.

Getting More (□□)

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Stuart Diamond author "Getting More" - YouTube

Getting More: How You Can Negotiate to Succeed in Work and Life by Stuart Diamond Summary A fantastic introduction to negotiation and learning how to get more as a way of life.

Getting More by Stuart Diamond: Summary & Notes - Calvin ...

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.

Getting More - Wharton School Press

For more information, contact Premium Sales at (212) 572-2232 or e-mail Library of Congress Cataloging-in-Publication Data Diamond, Stuart. Getting more : how to negotiate to achieve your goals in the real world / Stuart Diamond.—1st ed. p. cm. 1. Negotiation. I. Title.

Getting More by Stuart Diamond - Excerpt - Free Download ...

Negotiation expert Stuart Diamond reveals the real secrets behind getting more in any negotiation -

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whatever 'more' means to you - in his new book Getting More], published on the 7th October by...

Getting More

"A flexible toolkit for getting your way, whether...a million-dollar deal, a botched restaurant dish, or a petulant 4-year-old." Psychology Today "Stuart Diamond equipped me with the tools to be more effective in all of life's pursuits." Larry B. Loftus, Head of Procter & Gamble Far East "For women, empowering and enabling."

Getting More: How You Can Negotiate to Succeed in Work and ...

Getting More: How You Can Negotiate to Succeed in Work and Life, is not about manipulation, control, or domination. Ok, ok, there are some parts where I do feel like the author's suggestions are slightly manipulative, but those are minor parts you can easily ignore. The goldmines in Stuart Diamond's book make up for any shortcomings it may have.

Review: Getting More by Stuart Diamond - Josh Steimle

But this cannot be perceived as manipulative in any way, or you risk hurting the relationship.". — Stuart Diamond, Getting More: How to Negotiate to Achieve Your Goals in the Real World. 1 likes. Like. "When the other party realizes you care about their feelings, they will listen more, making them more persuadable."

Getting More Quotes by Stuart Diamond - Goodreads

Getting More is accessible, jargon-free, innovative... and it works. About the author: Stuart Diamond runs the most popular course at Wharton, often ranked as the world's best business school. He has advised leading companies and organisations - from Google to the UN - on how to make deals.

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