

New Negotiating Edge Behavioral Approach

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New Negotiating Edge Behavioral Approach

The New Negotiating Edge: The Behavioural Approach for Results and Relationships (People Skills for Professional Series) Paperback – March 19, 1998. by. Gavin Kennedy (Author) › Visit Amazon's Gavin Kennedy Page. Find all the books, read about the author, and more.

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The New Negotiating Edge: The Behavioural Approach for Results and Relationships. From the bestselling writer on negotiation, this is the first book to cover the real-world fundamentals of negotiation. Gavin Kennedy aims to go beyond tough guy tactics to reveal how people actually negotiate.

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The New Negotiating Edge: The Behavioural Approach for Results and Relationships (People Skills for Professionals) Gavin Kennedy Published by Nicholas Brealey International 1998-03-19 (1998)

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The new negotiating edge : the behavioral approach for results and relationships. Responsibility Gavin Kennedy. Imprint Sonoma, Calif. : Nicholas Brealey Publishing, 1998. Physical description 275 p. : 24 cm. Series People skills for professionals. Available online At the library.

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Effective negotiation behavior requires a consistent negotiating style. Yet new research suggests our effectiveness varies significantly from one negotiation to the next. By Katie Shonk — on September 9th, 2019 / Negotiation Skills. We might hope that when we adopt effective negotiation strategies—such as spending lots of time preparing and asking questions at the table—we would achieve consistently strong results in our negotiations.

Effective Negotiation Behavior: Are You Consistent? - PON ...

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Extra info for The New Negotiating Edge: The Behavioral Approach for Results and Relationships (People Skills for Professionals) Sample text Ineffective negotiators who indulge in argument and instantly reject proposals with which they disagree are treading water until a more constructive response prevails.

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The New Negotiating Edge : How to Use Negotiating Styles ...

This approach is based on the premise that one person can win only at the expense of the other. It has the following characteristics: (i) One side 'wins' and one side 'loses'. (ii) There are fixed resources to be divided so that the more one gets, the less the other gets. (iii) One person's interests oppose the other's.

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In his book The New Negotiating Edge: The Behavioral Approach for Results and Relationships, Gavin Kennedy advocates a middle path between hard-nosed, aggressive tactics (which he calls red behavior) and a completely rational, win-win style that seeks to satisfy all parties (blue behavior).

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