

Negotiating Rationally

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oct 1 2020 negotiating with someone more powerful than you your boss a recruiter or even at times a parent can feel intimidating especially when you re just starting to think about what you

during his former career as a kidnapping and extortion negotiator the author handled

sensitive cases all over the world through his experiences observations and conversations with other

sep 10 2025 we love to tell negotiation stories that end in triumph clever closing tactics brilliant last minute saves high stakes brinkmanship but according to harvard business school s max bazerman

here s how to avoid reactive dealmaking by jonathan hughes and danny ertel when we advise our clients on negotiations we often ask them how they intend to formulate a negotiation strategy most

oct 23 2025 negotiation is often seen as a tradeoff between results and relationships but analysis of nearly 1 000 real negotiations across 50 countries reveals that the best negotiators called

most executives leave value on the negotiating table for two main reasons first many executives mistakenly believe that they re negotiating over a fixed pie and that gains for one side

nov 13 2025 an analysis of 1 000 negotiations suggests that the longstanding debate between hard and soft negotiating styles misses the point

a smarter way to split the pie by barry nalebuff and adam brandenburger negotiation is stressful a great deal is at stake money opportunity time relationships reputations often that brings

jan 8 2025 many negotiators miss opportunities by viewing negotiations as purely competitive where one side s win is the other s loss others focus only on securing the best outcome for themselves

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