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the beginner as well as the seasoned pro prepare for every type of negotiation. Use the book as a refresher course on negotiating or as a simple problem-solving tool.

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Title : Getting Ready to
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Author: by Roger Fisher

| ISBN : #0140235310 |

Date : 1995-08-01

Description : 6a9f4 |

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Start by brainstorming things you'd like to result from this negotiation. Divide the results into "needs" and "wants". Combine your "needs" into a bottom line, and see if there are any "wants" that are incompatible. Consider ranking the

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remaining “wants” by
how valuable they are
to you.

**How to Prepare for a
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Getting Ready To
Negotiate. by Lois Gold
January 2001.

Excerpted from
Between Love And
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Lois Gold, M.S.W.
(Penguin USA 1996)

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of coronavirus, but
workers need to
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packages carefully,
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A 10-Step Guide to

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"Getting Ready to Negotiate" is a great example of exactly what this kind of book has to do. I purchased the book for a particular negotiation I was preparing for and it was incredibly helpful. This, by the way, after having taken a lengthy negotiation course at business school. The way the book allowed me to

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companion volume to
the best-seller Getting
to YES is an easy-to-
use workbook,
designed to help

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beginners as well as seasoned pros use the process described in, Getting to YES:

Negotiating Agreement Without Giving In, to prepare for every type of negotiation.

Getting Ready to Negotiate: The Getting to YES Workbook

About Getting Ready
To Negotiate Writer
Follow these three
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improve your negotiation outcomes. You set up the contract renegotiation with a key client months ago. Build powerful negotiation skills and become a better dealmaker and leader. Lack of preparation probably has cost Getting Ready to Negotiate in

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As long as you prepare

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and are ready to make your case, salary negotiation becomes a lot less scary. To that end, you also need to realize that negotiations don't have to be adversarial. In fact, it's quite the opposite. You want to approach every negotiation with care and nuance.

How to negotiate (4 rules to create win-win scenarios)

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Use this research to inform your negotiating technique. Talk about what's appropriate for the role, based on your experience and what you have to offer.

Resist the temptation to talk about your personal financial needs. Take Your Time: Once you've received the offer, you don't need to accept (or reject) it right away.

Salary Negotiation

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The Outlook also reports that the impact of the pandemic is transforming the way U.S. employers plan to get work done for the long term.

ManpowerGroup reports that 34% plan to offer remote work and flexible hours in the post-pandemic workplace, with 8% planning to offer 100% remote work to

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During the Pandemic**
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... The same items would be needed for a salary negotiation—knowing the needs, expectations, and prior experiences are critical to being fully prepared. One additional step in preparing for a negotiation is to prepare the other side.

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