

## ***Secrets Of Power Negotiating***

From two leaders in executive education at Harvard Business School, here are the mental habits and proven strategies you need to achieve outstanding results in any negotiation. Whether you've "seen it all" or are just starting out, *Negotiation Genius* will dramatically improve your negotiating skills and confidence. Drawing on decades of behavioral research plus the experience of thousands of business clients, the authors take the mystery out of preparing for and executing negotiations—whether they involve multimillion-dollar deals or improving your next salary offer. What sets negotiation geniuses apart? They are the men and women who know how to:

- Identify negotiation opportunities when others see no room for discussion
- Discover the truth even when the other side wants to conceal it
- Negotiate successfully from a position of weakness
- Defuse threats, ultimatums, lies, and other hardball tactics
- Overcome resistance and "sell" proposals using proven influence tactics
- Negotiate ethically and create trusting relationships—along with great deals
- Recognize when the best move is to walk away
- And much, much more

This book gets "down and dirty." It gives you detailed strategies—including talking points—that work in the real world even when the other side is hostile, unethical, or more powerful. When you finish it, you will already have an action plan for your next negotiation. You will know what to do and why. You will also begin building your own reputation as a negotiation genius.

"Roger Dawson shows you how to become a good negotiator not just in business deals but in day-to-day life. To get what you want, Dawson believes you have to understand and be comfortable with the three stages of every negotiation. You Can Get Anything You Want teaches you those stages: Clarify the objectives -- find out exactly what the other side wants; Get as much information as you can about the other party -- what motivation lies behind his demands? Reach an agreement -- make compromises until a mutually satisfactory conclusion is achieved. Dawson will teach you crucial tactics to ensure that your negotiations are successful: Recognize the value of time so you're not pressured into last-minute decisions. Never jump at the first offer, no matter how good it looks. Know your opponent so you can use his weakness to your advantage. Always negotiate back and forth so the other side feels like a winner. Be prepared to walk away instead of conceding, so you leave the door open for the next round. You Can Get Anything You Want will show you how to recognize and adjust to different personality styles so you can get what you want regardless of the situation" -- Backcover.

Practical and user friendly, the author describes all the key elements needed to negotiate deals that are doable, profitable, and sustainable. Based on decades of teaching and consultancies around the world, the author provides a useful guide for business executives operating in today's digitalized global economy. This latest edition will help readers enhance their preparation, anticipate objections,

create value for tangibles/intangibles, and avoid cultural blunders to reach mutually beneficial outcomes. By sharpening negotiation skills, business executives will be able to interact more effectively with their counterparts in the fast changing global business environment and the rising influence of third parties. Practical and user friendly, the author describes all the key elements needed to negotiate deals that are doable, profitable, and sustainable. Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

Creative Solutions to Global Business Negotiations, Third Edition

Secrets of Power Negotiating for the 21st Century (15th Anniversary Edition)

Negotiating Life

How to Negotiate with Intelligence, Flexibility and Power

Roger Dawson's Secrets of Power Negotiating has changed the way American business thinks about negotiating. Thinking "win-win"--Looking for that magical third solution in which everyone wins but nobody loses--can be a naive and ultimately unsuccessful approach in today's tough business environment. Power Negotiating teaches that the way you negotiate can get you everything you want and still convince the other side that they won also. This third edition has been completely revised and updated to reflect the changing dynamics of business today. New and expanded sections include: Twenty sure-fire negotiating gambits. How to negotiate over the telephone, by e-mail, and via instant messaging. How to read body language. Listening to hidden meanings in conversation. Dealing with people from other cultures. How to become an expert mediator. Secrets of Power Negotiating covers every aspect of the negotiating process with practical, proven advice, from beginning steps to critical final moves: how to recognize unethical tactics, key principles of the Power Negotiating strategy, why money is not as important as everyone thinks, negotiating pressure points, understanding the other party and gaining the upper hand, and analyses of different negotiating styles. "Roger Dawson knows negotiating. These tips will provide even the most timid negotiator with the tools to get the salary he or she deserves."--Ron Fry, author of 101 Great Answers to the Toughest Interview Questions . Roger Dawson (La Habra Heights, CA) is one of the country's top experts on the art of negotiating. As a full-time speaker since 1982, he has trained executives, managers, and salespeople throughout the U.S., Canada, Asia and Australia. He is one of only a few professionals in the world to have been awarded both the CSP and CPAE by the National Speakers Association, their two highest awards. He was inducted into the Speakers Hall of Fame in 1991. He is the author of Secrets of Power Negotiating, Secrets of

Power Negotiating for Salespeople, and Secrets of Power Persuasion. A revised edition of a business classic includes new and expanded sections on negotiating gambits, how to negotiate over e-mail or instant messaging, how to read body language, listening for hidden meanings in conversation, dealing with people from other cultures and more. Original.

"This is perhaps the best book on negotiating ever written. Roger's powerful, practical principles will save or make you a fortune in the months and years ahead." --Brian Tracy, author, *Eat That Frog!* and *Million Dollar Habits* "This is the one negotiating book that really opened my eyes and gave me practical tools I could use immediately." --Timothy Ferriss, bestselling author of *The 4-Hour Work Week* "A fast, entertaining read that should be required reading for anyone who deals with people. Highly recommended." --Ken Blanchard, coauthor of *The One Minute Manager* "I can't believe it! Here's a book that is packed with wisdom that will help anyone improve their life and yet it is easy and fun to read! Amazing!" --Og Mandino, author of *The Greatest Salesman in the World* Roger Dawson changed the way business thinks about negotiating. *Secrets of Power Negotiating* covers every aspect of the negotiating process with practical, proven advice, from beginning steps to critical final moves: how to recognize unethical tactics, key principles of the Power Negotiating strategy, why money is not as important as everyone thinks, negotiating pressure points, understanding the other party and gaining the upper hand, and analyses of different negotiating styles. Discover all of Roger's best tactics, including: 20 surefire negotiating gambits Listening to hidden meanings in conversation What "powers" you have, such as situational, expertise, information, or charismatic How to handle the different personalities you'll encounter in negotiating SHORTLISTED FOR 'BEST COMMUTER READ', CMI MANAGEMENT BOOK OF THE YEAR 2017 How do you ask for a promotion, deliver tough news to clients, or secure investment for your new business? The answer is negotiation. It is the most important skill you can develop to get what you want in business and life. No matter how much experience you've got, *We Have a Deal* can help you to improve your negotiation skill - developing an awareness of your habits and abilities, recognising what's really going on in a deal, and building a flexible approach that is confident and appropriate to each situation. Negotiation expert Natalie Reynolds moves beyond the old-fashioned rules of deal making to explore why people react the way they do in certain situations and how can we use that knowledge to get a good deal. Her five-step DEALS method has helped individuals and organisations to excel at all kinds of negotiation, from clinching a pay

rise to resolving disputes, from developing partnerships to shaking hands on multi-million dollar deals. We Have a Deal will help you to overcome obstacles, work with different personalities and in varied cultures, and develop an intelligent and flexible approach will empower you to get the best deal, every time.

Gain the Edge!

Secrets for Everyday Diplomacy and Deal Making

Roger Dawson's Secrets of Power Negotiating

How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond

You Can Get Anything You Want

Get the secrets of success in this bestseller that can change life for the better. Claiming that the world is a giant negotiating table, renowned negotiator Cohen teaches the art of negotiation with dozens of concrete examples.

Roger Dawson's Secrets of Power Negotiating will give any executive, any manager, any salesperson, anybody everything he or she will ever need to get everything he or she will ever want.

Are you earning what you're worth? Master negotiator Roger Dawson, author of the best-selling Secrets of Power Negotiating, shows you how to get a better deal from your current employer and how to negotiate the best deal from a new employer. And you won't come off as greedy, overly aggressive or selfish. In fact, you'll learn how to win salary negotiations and still leave your boss feeling like he or she has actually won! Secrets of Power Salary Negotiating covers every aspect of the salary negotiating process, from beginning steps to critical final moves.

Roger Dawson explains every aspect of the negotiating process in this updated edition of Secrets of Power Negotiating. His technique allows the negotiator to win and leave the other party feeling that they have won too.

Updated for the 21st Century : Inside Secrets from a Master Negotiator  
Summary of Secrets of Power Negotiating: Inside Secrets from a Master Negotiator by Roger Dawson

We Have a Deal

15th Anniversary Edition Inside Secrets from a Master Negotiator

How the Secrets of Economics & Psychology Can Help You Negotiate Anything in Business & Life

"Martin Latz's Gain the Edge! is the best book I've ever read on negotiation strategy. If you negotiate for a living or only occasionally, Latz gives you the tools and tactics to succeed before you sit down at the table. Whether it's negotiating Randy Johnson's contract or the purchase of your next car, Gain the Edge! is clear, concise, and unfailingly useful." --Jerry Colangelo, Chairman and CEO, Arizona Diamondbacks and Phoenix Suns There's always more to learn about negotiation. That one new strategy or tactic you gain from this book may make the difference between your walking away a

winner and leaving empty-handed. The margin of difference can be infinitesimal, yet the ramifications are often huge. Negotiating a new salary? Buying a car or a house? Closing a deal with a big client? Discussing where to vacation with your spouse? We negotiate every day. Yet most of us negotiate instinctively and don't give the process the strategic attention it deserves. We suffer as a result. Now negotiation expert Martin E. Latz reveals an easy-to-use strategic template you can use in every negotiation. This is not ivory-tower advice, or advice just based on instincts and experience: The tactics and techniques here come from the most up-to-date research and the knowledge Latz has developed in negotiating on the White House Advance Teams, from consulting with top executives at Fortune 500 companies and law firms nationwide, and from teaching thousands of business professionals and lawyers how to negotiate more effectively. The result is a comprehensive guide that takes you all the way from general strategies and principles--Latz's Five Golden Rules of Negotiation--to specific tips, techniques, and even phrases you can use at the table. *Gain the Edge!* will arm you with:

- \* Practical strategies to get the information you need before you sit down at the table
- \* Tactics to maximize your leverage when seemingly powerless
- \* Secrets to success in emotionally charged negotiations
- \* A step-by-step system to design the most effective offer-concession strategy
- \* Ways to deal with different personality types, ethics, and negotiation "games"
- \* Specific advice on how to negotiate for your next salary, car, or house
- \* Negotiating tips for other business and personal matters

Leave behind instinctive negotiating and its inherent uncertainties. Learn to negotiate strategically. Easy to understand and instantly applicable to real-life situations, *Gain the Edge!* is the ultimate how-to guide for anyone looking to master this critical subject.

A complement to the successful *The Global Negotiator: Making, Managing, and Mending Deals Around the World in the Twenty-First Century* (Palgrave, 2003), Salacuse's new work is a comprehensive and easy-to-understand look at negotiation in everyday life. Drawing from his extensive experience around the world, Salacuse applies such large-scale examples as the Arab-Israeli conflicts or those in Berlin and shows us how to use such strategies in our own lives, from family and home life, to business and the workplace, even to our own thoughts as we negotiate compromises and agreement with ourselves. Arguing that life is really a series of negotiations, deal making, and diplomacy, Salacuse gives readers the tools to make the most of any situation.

Discover the critical elements you need for a successful negotiation and 101 tactics to use in any high stakes business deal, when asking your boss for a raise, or even when asking your significant other to take out the garbage. In this book, you'll discover your negotiating behavioral style through self-assessment questionnaires, gain the tools needed to deal with negotiation sharks (or bullies), learn tips for recognizing and interpreting your negotiating counterpart's body language to create beneficial outcomes, and see examples on how to counter unethical and unprofessional tactics effectively—and much more. Using their 30 years of experience as business professionals, lead negotiators, consumers, and parents, Peter Stark and Jane Flaherty provide you with the tools you need to become a successful negotiator who builds win-win relationships.

Most of us worry that we're not very good negotiators - too quick to concede or too abrupt in our approach. But negotiation is present in almost every social interaction - we

cannot avoid it. Neale and Lys present a practical new approach that will help you master this crucial everyday skill in every situation. Instead of focusing on reaching agreement at any cost, Neale and Lys reveal how to overcome our psychological biases and assess the hidden value in any negotiation. They explain how to know what a good deal is; when to negotiate and when to walk away; why keeping a straight face can prevent you from getting the best deal; when to make the first offer and when to wait; and why meeting in the middle can result in both sides being worse off. Drawing on three decades of ground-breaking research into behavioural economics, psychology and strategic thinking, *Getting (More of) What You Want* will revolutionise the way you approach negotiation. Whether you're looking for a better deal on your new car, asking for a pay rise, selling your company or just deciding who does the washing up, this book will help you become a more successful, more efficient negotiator - and get more of exactly what you want.

Secrets of Power Negotiating

Negotiation Genius

Easyread Super Large 18pt Edition

Successful Strategies From Business, Government, and Daily Life

The Book of Real-World Negotiations

Master negotiator Roger Dawson turns his attention to the person on the other side of the desk--the salesperson who's trying to close a deal with the most favorable terms. The goal of most negotiations is to create a win-win situation. Imagine if you could win every negotiation and leave the other person feeling like he or she has won too? This book teaches you how to be the power sales negotiator who can do exactly that. You will always come away from the negotiating table knowing that you have won and that you have improved your relationship with your buyer. Roger Dawson gives salespeople an arsenal of tools that can be implemented easily and immediately. In addition, he shows salespeople how to: Master the nine elements of power that control negotiating situations Ask for more than you expect to get Negotiate with individuals from other cultures Analyze personality styles and adapt to them Master the 24 power closes Power Negotiating for Salespeople is not a dull, dry treatise full theory. Nor is it a handbook of tricks and scams meant to manipulate others. It is the most complete book ever written specifically for salespeople about the process of negotiation and will enable any salesperson to take a quantum leap in sales. Praise for Dawson's Books: "I can't believe it! Here's a book that is packed with wisdom that will help anyone improve their life and yet it is easy and fun to read! Amazing!" --Og Mandino, author of *The Greatest Salesman in the World* "A fast, entertaining read that should be required reading for anyone who deals with people. Highly recommended." --Ken Blanchard, coauthor of *The One Minute Manager* "Roger Dawson's great book will help you create and expand one of the most critical skills

to life-long success." --Anthony Robbins, author of Unlimited Power and Awaken the Giant Within Replaces ISBN 978-1-56414-500-0

"This is perhaps the best book on negotiating ever written. Roger's powerful, practical principles will save or make you a fortune in the months and years ahead." --Brian Tracy, author, Eat That Frog! and Million Dollar Habits "This is the one negotiating book that really opened my eyes and gave me practical tools I could use immediately." --Timothy Ferriss, bestselling author of The 4-Hour Work Week "A fast, entertaining read that should be required reading for anyone who deals with people. Highly recommended." --Ken Blanchard, coauthor of The One Minute Manager "I can't believe it! Here's a book that is packed with wisdom that will help anyone improve their life and yet it is easy and fun to read! Amazing!" --Og Mandino, author of The Greatest Salesman in the World Roger Dawson changed the way business thinks about negotiating. Secrets of Power Negotiating covers every aspect of the negotiating process with practical, proven advice, from beginning steps to critical final moves: how to recognize unethical tactics, key principles of the Power Negotiating strategy, why money is not as important as everyone thinks, negotiating pressure points, understanding the other party and gaining the upper hand, and analyses of different negotiating styles. Discover all of Roger's best tactics, including: 20 surefire negotiating gambits Listening to hidden meanings in conversation What "powers" you have, such as situational, expertise, information, or charismatic How to handle the different personalities you'll encounter in negotiating

A new generation of business guides for real people. This is a business book with a difference - learn to become the negotiator in demand with practical advice and fantastic illustrations. Gain expert advice on how to achieve optimum negotiation power. Practical suggestions and more than 20 step-by-step Work Solutions will transform your negotiating ability. Learn how to overcome barriers such as anger and rejection, negotiate from a position of weakness, and make every second of a negotiation dialogue positive and constructive. From opening gambits to developing your listening and intuitive skills, this exciting book presents all you need to know to maximize your negotiating power and, in the process, to realize your ambitions and achieve your business goals.

The success of a negotiation is profoundly affected by how well you read body language. How can you learn to read the subtle clues--many lasting a fraction of a second--that your opponent projects? Body Language Secrets to Win More Negotiations will

help you discover what the "other side" is revealing through body language and microexpressions, and how to control your own. It will help you become more adept at leveraging your knowledge of emotional intelligence, negotiation ploys, and emotional hot buttons. Through engaging stories and examples, *Body Language Secrets to Win More Negotiations* shows you how to employ a wide range of strategies to achieve your negotiating goals. You will learn: How to employ your knowledge of body language to instantly read the other negotiator's position. Insider secrets that will give you an advantage in any negotiation. Techniques to overcome common obstacles that hamper your negotiations. Learning to read and send body language signals enables anyone, anywhere, to gain an advantage in any negotiation, from where to go for brunch to what price to pay for a global corporate acquisition.

**The Secrets of Successful Negotiation**  
**Negotiating Agreement Without Giving in**  
**The Negotiating Tools that the Pros Don't Want You to Know**  
**How to Read Any Opponent and Get What You Want**  
**Negotiate This!**

*Almost everyone has faced the frustrating task of negotiating with government--local, state, national, or foreign--at some point in their lives. Whether they are applying for a building permit from their local zoning board, trying to sell software to the U.S. Defense Department, looking for approval for a merger, or planning to set up a business in Limerick or Bangalore, businesspeople confront a unique set of challenges when dealing with any form of government. Distinguished author, professor and negotiation expert Jeswald W. Salacuse explains the ways in which negotiating with government is very different from private negotiation. In *Seven Secrets for Negotiating with Government*, he addresses the key variables involved--from the influence of bureaucracy to the perception of power on the government side of the negotiating table. The only book of its kind, this invaluable guide offers succinct, realistic, and accessible advice to help readers recognize the often-hidden interests driving government negotiators and how to use that knowledge to their advantage. Filled with real-life examples, this book will show businesspeople everywhere how to navigate this complex world and win.*

*This comprehensive, insightful and practical reference work on the art of negotiating contains three times as much material as does the bestselling audio version on which it is based. National and local TV and print media attention. Seminars nationwide.*

*In this revised and updated paperback edition, master negotiator Roger Dawson gives salespeople an arsenal of tools that can be implemented easily and immediately to enable a quantum leap in sales.*

*In this long awaited book, bestselling author Cohen offers a new--and humorous--look at the art and practice of negotiation in the 21st century.*

**Secrets of Power Salary Negotiating**  
**Start with No**



*15th Anniversary Edition*

*Secrets of Power Problem Solving*

*Getting (More Of) What You Want*

### **Roger Dawson's Secrets of Power Negotiating**

**“Packed with transformative insights, Dealmaking will help a new generation of business leaders get to yes.”—William Ury, coauthor of Getting to Yes Informed by meticulous research, field experience, and classroom-tested strategies, Dealmaking offers essential insights for anyone involved in buying or selling everything from cars to corporations. Leading business scholar Guhan Subramanian provides a lively tour of both negotiation and auction theory, then takes an in-depth look at his own hybrid theory, outlining three specific strategies readers can use in complex dealmaking situations. Along the way, he examines case studies as diverse as buying a house, haggling over the rights to a TV show, and participating in the auction of a multimillion-dollar company. Based on broad research and detailed case studies, Dealmaking brings together negotiation and auction strategies for the first time, providing the jargon-free, empirically sound advice professionals need to close the deal. Originally published in hardcover under the title Negotiauctions. Let’s face it: very few people have studied how to solve problems. Problems knock us down like a tsunami and we don’t know what to do about it. We lie awake at night worrying about it and spend our days stressing out over a situation that only seems to get worse. It doesn’t have to be that way. Roger Dawson has taught hundreds of thousands of people how to negotiate, persuade, and make decisions, with his lectures, audio programs and books, and now he has turned his attention to something that everyone needs: a way to solve life’s problems. Secrets of Power Problem Solving provides proven techniques and sure-fire strategies for solving everything the world throws at you. You’ll enjoy greater success as you learn how to: Treat every problem as a golden opportunity. Make your intuition work for you. Evaluate your available choices. Create options when you see no solution. Avoid problems in the first place. And much, much more! In Negotiating Rationally, Max Bazerman and Margaret Neale explain how to avoid the pitfalls of irrationality and gain the upper hand in negotiations. For example, managers tend to be overconfident, to recklessly escalate previous commitments, and fail to consider the tactics of the other party. Drawing on their research, the authors show how we are prisoners of our own assumptions. They identify strategies to avoid these pitfalls in negotiating by concentrating on opponents’ behavior and developing the ability to recognize individual limitations and biases. They explain how to think rationally about the**

**choice of reaching an agreement versus reaching an impasse. A must read for business professionals.**

**Inside Secrets from a Master Negotiator**

**101 Ways to Win Every Time in Any Situation**

**Negotiating Rationally**

**Negotiating to Get What You Want**

**The Only Negotiating Guide You'll Ever Need, Revised and Updated**

*Secrets of Power Negotiating (1987) reveals the tricks of the master negotiator's trade. Based on time-tested principles that are aimed at finding win-win solutions for both parties of any given negotiation, it teaches the tactics and strategies for effectively negotiating deals in a wide range of industries and situations. Whether you're buying a product, selling a service or just trying to reach an agreement with your partner, you'll be able to use power negotiator Roger Dawson's secrets to negotiate with confidence and success.*

*DISCLAIMER: This book is a SUMMARY. It is meant to be a companion, not a replacement, to the original book.*

*Real world negotiation examples and strategies from one of the most highly respected authorities in the field This unique book can help you change your approach to negotiation by learning key strategies and techniques from actual cases. Through hard to find real world examples you will learn exactly how to effectively and productively negotiate. The Book of Real World Negotiations: Successful Strategies from Business, Government and Daily Life shines a light on real world negotiation examples and cases, rather than discussing hypothetical scenarios. It reveals what is possible through preparation, persistence, creativity, and taking a strategic approach to your negotiations. Many of us enter negotiations with skepticism and without understanding how to truly negotiate well. Because we lack knowledge and confidence, we may abandon the negotiating process prematurely or agree to deals that leave value on the table. The Book of Real World Negotiations will change that once and for all by immersing you in these real world scenarios. As a result, you'll be better able to grasp the true power of negotiation to deal with some of the most difficult problems you face or to put together the best deals possible. This book also shares critical insights and lessons for instructors and students of negotiation, especially since negotiation is now being taught in virtually all law schools, many business schools, and in the field of conflict resolution. Whether you're a student, instructor, or anyone who wants to negotiate successfully, you'll be able to carefully examine real world negotiation situations that will show you how to achieve your objectives in the most challenging of circumstances. The cases are organized by realms—domestic business cases, international business cases, governmental cases and cases that occur in daily life. From these cases you will learn more about: Exactly how to achieve Win-Win outcomes The critical role of underlying interests The kind of thinking that goes into generating creative options How to consider your and the other negotiator's Best Alternative to a Negotiated*

*Agreement (BATNA) Negotiating successfully in the face of power  
Achieving success when negotiating cross-culturally Once you come to understand through these cases that negotiation is the art of the possible, you'll stop saying "a solution is impossible." With the knowledge and self-assurance you gain from this book, you'll roll up your sleeves and keep negotiating until you reach a mutually satisfactory outcome!*

*Start with No offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years now, win-win has been the paradigm for business negotiation. But today, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. Start with No introduces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: \* aren't interested in "yes"—they prefer "no" \* never, ever rush to close, but always let the other side feel comfortable and secure \* are never needy; they take advantage of the other party's neediness \* create a "blank slate" to ensure they ask questions and listen to the answers, to make sure they have no assumptions and expectations \* always have a mission and purpose that guides their decisions \* don't send so much as an e-mail without an agenda for what they want to accomplish \* know the four "budgets" for themselves and for the other side: time, energy, money, and emotion \* never waste time with people who don't really make the decision Start with No is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.*

*Reveals the keys to persuading people, including rewards, punishment, scarcity, association, and bonding*

*Dealmaking: The New Strategy of Negotiauctions (First Edition)*

*Secrets of Power Persuasion for Salespeople*

*Secrets of Power Negotiating, 25th Anniversary Edition*

*By Caring, But Not T-H-A-T Much*

*How to Deal with Local, State, National, or Foreign Governments--and Come Out Ahead*