



The Art of Negotiation: How to Improvise Agreement in a Chaotic World

By Lecturer in Philosophy Michael Wheeler

BRILLIANCE AUDIO, United States, 2013. CD-Audio. Book Condition: New. abridged edition. 140 x 127 mm. Language: English . Brand New. Michael Wheeler has written a new business classic. He presents powerful negotiation strategies and techniques for managers in any industry. Henry McGee, former president, HBO Home Entertainment A member of the world-renowned Program on Negotiation at Harvard Law School introduces the powerful next-generation approach to negotiation. For many years, two approaches to negotiation have prevailed: the win-win method exemplified in Getting to Yes by Roger Fisher, William Ury, and Bruce Patton; and the hard-bargaining style of Herb Cohen s You Can Negotiate Anything. Now award-winning Harvard Business School professor Michael Wheeler provides a dynamic alternative to one-size-fits-all strategies that don t match real world realities. The Art of Negotiation shows how master negotiators thrive in the face of chaos and uncertainty. They don t trap themselves with rigid plans. Instead they understand negotiation as a process of exploration that demands ongoing learning, adapting, and influencing. Their agility enables them to reach agreement when others would be stalemated. Michael Wheeler illuminates the improvisational nature of negotiation, drawing on his own research and his work with Program on Negotiation colleagues. He explains...



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