



Negotiation Evolved: Increase rapport, trust, value, understanding, agreement, commitment and satisfaction

Filip Hron, Steve York, Ladislav Blažek

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“If you only wanted to read one book on negotiation, and in the process achieve the greatest possible improvement in your negotiation skills, then what would that book be?”

Negotiation Evolved offers a comprehensive approach to negotiation and influence that can be applied in every situation, from large commercial deals to romantic partnerships and even hostage crises. Reading this book will equip the reader with the mindset, insights and tools to increase rapport, trust, value, understanding, agreement, commitment and satisfaction in every negotiation. And when do we negotiate? All the time, and in every single interaction we have!

Much of the writing on negotiation asks “which style of negotiation is best?”; our central question as experienced negotiators and educators has evolved to “how can you become the best negotiator you can be?”

Negotiation Evolved was written by Filip Hron together with former heads of police hostage negotiation Steve York (Australia) and Ladislav Blažek (Czech Republic).

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From reader reviews:

Alan Levin:

The book untitled Negotiation Evolved: Increase rapport, trust, value, understanding, agreement, commitment and satisfaction contain a lot of information on that. The writer explains her idea with easy technique. The language is very clear to see all the people, so do certainly not worry, you can easy to read it. The book was written by famous author. The author brings you in the new period of literary works. It is possible to read this book because you can keep reading your smart phone, or model, so you can read the book throughout anywhere and anytime. If you want to buy the e-book, you can wide open their official web-site as well as order it. Have a nice learn.

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