

Getting More Stuart Diamond

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~~Getting More: How to Negotiate to Achieve Your Goals in ...~~

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Getting More is a summary of the negotiation strategies Pulitzer prize-winning reporter and negotiation teacher Stuart Diamond has honed over the years around the world. In the book, which is based...

~~Have You Read This Harvard Negotiator 's Handbook? Getting ...~~

Summary A fantastic introduction to negotiation and learning how to get more as a way of life. Diamond challenges the conventional wisdom of using power and logic to negotiate. Instead, he proposes that effective negotiation stems from understanding, valuing, and communicating with the person between you and your goals.

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Getting More is based on Professor Diamond ' s award-winning negotiations course at The Wharton Business School, where it has been the most sought-after course by students for 13 years. It contains a powerful toolkit that can be used by anyone in any situation: with kids and jobs, travel and shopping, business, politics, relationships, cultures, partners and competitors.

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Professor Diamond ' s book on negotiations, Getting More: How To Be A More Persuasive Person in Work and Life, is a New York Times bestseller and #1 U.S. business bestseller on the Wall Street Journal and USA Today lists. Worldwide it has sold more than 1.2 million copies and has been translated into 19 languages.

~~Instructors » Getting More~~

Get More Everywhere The Getting More collaboration improves life in any area: business, job, kids, partner, travel, shopping and all of life's endeavors. "Made me a better parent," a common refrain. ... Stuart Diamond Ryan Vukelich Contact Contact us LinkedIn Twitter Facebook Google Plus. Register Private, secure, spam-free. ...

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Getting More: How You Can Negotiate to Succeed in Work and Life [Diamond, Stuart] on Amazon.com. *FREE* shipping on qualifying offers. Getting More: How You Can Negotiate to Succeed in Work and Life ... STUART DIAMOND is one of the world ' s leading experts on negotiation. He has advised executives and managers from more than 200 of the Fortune ...

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Stuart Diamond is an American Pulitzer Prize-winning journalist, professor, attorney, entrepreneur, and author who has taught negotiation for more than 20 years at the University of Pennsylvania's Wharton School of Business. He currently teaches the course at University of Pennsylvania School of Engineering and Applied Science as "Engineering Negotiation" and a Negotiations Course at Penn Law ...

~~Stuart Diamond - Wikipedia~~

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Stuart Diamond, Getting More: How You Can Negotiate to Succeed in Work & Life. 2 likes. Like " First, here it is: THE GETTING MORE MODEL (aka the Four Quadrant Negotiation Model) Quadrant I—Problems & Goals 1. Goals: short/long term. 2. Problem(s): in reaching your goals. 3. Parties: List. Decision-maker.

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Getting More For Executives In Work And Life Professor Stuart Diamond ' s acclaimed, innovative and insightful course on negotiation has been the most sought-after by students at the top-rated Wharton School over 20 years.

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