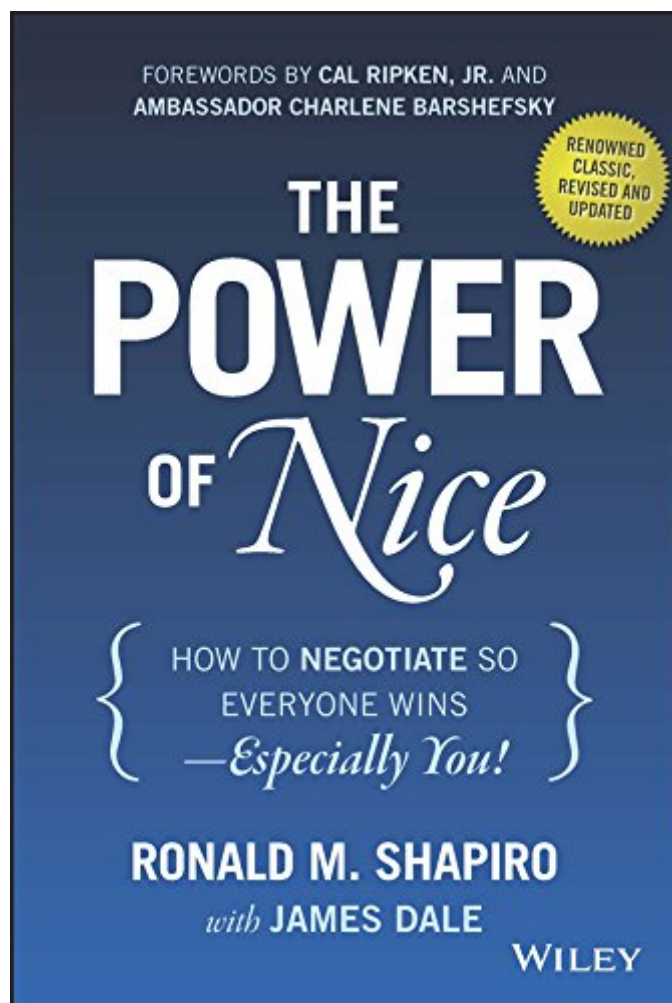


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# The Power Of Nice: How To Negotiate So Everyone Wins – Especially You!



## Synopsis

Learn to get what you want without burning bridges In this revised and updated edition of the renowned classic *The Power of Nice*, negotiations expert, sports agent, New York Times bestselling author, attorney, business leader and educator, Ron Shapiro, shares the key principles of effective negotiation through a combination of a time-tested process, anecdotes, and exercises. Drawing on his unparalleled experiences from the worlds of sports, law, business and politics, as well as dealing with life issues common to us all, Shapiro takes you through the steps of his systematic approach: The Three Ps, Prepare-Probe-Propose. Learn how to use the process to empower you in negotiations. Regardless of your level of experience or the extent of your confidence, you will get what you want while building stronger relationships for the future. This updated edition contains: Significant new material including an expanded view of its applicability to a broad array of business and life challenges a new streamlined version of the Preparation Checklist a more precise understanding of the concept of WIN-win forewords by Cal Ripken, Jr., and Ambassador Charlene Barshefsky, and an Epilogue highlighting negotiation lessons from the life of Nelson Mandela The book also provides a link to reinforcement of its lessons through the website of the Shapiro Negotiations Institute. Whether you are negotiating with, among others, a customer or client, a boss or government official, or even setting a teenager's curfew or getting a last seat on an airplane, this invaluable guide will help you read the other side and bring the power of human psychology and a time-tested process to the negotiating table. If you're tired of uneven "compromise" and the feeling of being manipulated, turn the tables for good with *The Power of Nice*, and learn strength from the master himself.

## Book Information

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## Customer Reviews

I loved this book. It is a must-read for anyone trying to improve how they navigate through life's personal and professional challenges. Regardless of whether you negotiate professionally, this book will change the way you approach most of your daily interactions (at least it has for me). I had been skeptical of the win-win model "I thought it too idealistic and impractical. Shapiro, however, has convinced me otherwise. He provides a workable, pragmatic approach to negotiation that should allow me to accomplish my goals more efficiently while still preserving and building a network of meaningful relationships in my work and personal life. While it's started to help me in my career, I am beginning to feel its impact beyond the office. Perhaps the best thing I got out of reading this book was an easy to use, real-world process known as the 3 P's. It has helped me deal with disputes with friends, managers, and adversaries alike.

This is even better than the first edition which was tremendous. Ron Shapiro does an extraordinary job in breaking down the art and science of negotiation and gives one an unforgettable process for successful negotiation, relationships and sales.

I really enjoyed the book. It was filled with interesting and illustrative stories to drive a point home. This book provides lots of helpful tips to help you see negotiation in a different light.

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