

Negotiating Rationally

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2 jan 2026 negotiating skills digital article matteo di stasi jordi quoidbach and alison wood brooks new research reveals the secret to better deals lies in asking more open ended questions

here s how to avoid reactive dealmaking by jonathan hughes and danny ertel when we advise our clients on negotiations we often ask them how they intend to formulate a negotiation strategy most

1 oct 2020 negotiating with someone more powerful than you your boss a recruiter or even at times a parent can feel intimidating especially when you re just starting to think about what you

during his former career as a kidnapping and extortion negotiator the author handled sensitive cases all over the world through his experiences observations and conversations with other

10 sep 2025 we love to tell negotiation stories that end in triumph clever closing tactics brilliant last minute saves high stakes brinkmanship but according to harvard business school s max bazerman

18 mar 2025 he has authored a number of books on negotiating the most recent of which is getting back to the table 5 steps to reviving stalled negotiations berrett koehler 2025 and advises both

8 jan 2025 many negotiators miss opportunities by viewing negotiations as purely competitive where one side s win is the other s loss others focus only on securing the best outcome for themselves

a smarter way to split the pie by barry nalebuff and adam brandenburger negotiation is stressful a great deal is at stake money opportunity time relationships reputations often that brings

most executives leave value on the negotiating table for two main reasons first many executives mistakenly believe that they re negotiating over a fixed pie and that gains for one side

focus on your role responsibilities and career trajectory not your salary by hannah riley bowles and bobbi thomason when we ask professionals to describe a career negotiation the first thing

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