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For instance, Diamond states, more than once (as with everything else he states) that the

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book is called "Getting More" not "Getting Everything" because it is central to his approach that one should do what they can to improve their chances of a successful negotiation, but accept that they cannot succeed in every instance.

Getting More: How You Can Negotiate to Succeed in Work and ...

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life in any area:
business, job, kids,
partner, travel,
shopping and all of
life's endeavors. "Made
me a better parent," a
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Can Negotiate to
Succeed in Work and
Life by Stuart Diamond

"Getting More" is a
fabulous practical
guide on how to
become a better
negotiator. This book
succeeds in providing
readers with the tools
necessary to get more
out of work and life,
and it works!

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

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 in any situation: with

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kids and jobs, travel and shopping, business, politics, relationships, cultures, partners and competitors.

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In this New York Times bestselling book, Diamond reveals the secrets behind getting more in any negotiation - whatever

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Getting More is
accessible, jargon-free,
innovative...and it
works.

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Getting More is a
summary of the
negotiation strategies
Pulitzer prize-winning
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after course by
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Getting More by Stuart Diamond - Excerpt | Negotiation ...

This complete
summary of the ideas
from Stuart Diamond's
book "Getting More:
How to Negotiate to
Achieve Your Goals in
the Real World" shows
how you can get more
of what you want by
learning how to be a

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good negotiator. In his book, the author explains twelve strategies of negotiation that are suitable for various situations and contexts.

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An introduction to Getting More GETTING MORE, a NY Times Bestseller, #1 Wall

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Street Journal and USA Today Business Bestseller, has sold more than 1.3 million copies and had life-changing results for people from all walks of life. “The conventional wisdom of power, logic and even win-win is based on ideas that are now more than 40 years old and capture only 25 percent of the potential value,” according to author Prof. Stuart

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**The Model » Getting
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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

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University of Pennsylvania School of Engineering and Applied Science as "Engineering Negotiation" and a Negotiations Course at Penn Law School. Diamond's widely acclaimed book on negotiation, Getting More, was a 2011 New York Times best-sel

Stuart Diamond - Wikipedia

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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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Life by Stuart Diamond
Summary A fantastic introduction to negotiation and learning how to get more as a way of life.

Getting More by Stuart Diamond: Summary & Notes - Calvin ...

Prof. Diamond draws from his experience as a Pulitzer Prize winning journalist at The New York Times, Harvard-trained attorney,

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Wharton MBA, U.N.

Consultant in many countries and manager and executive in many sectors, including technology, agriculture, medical services, finance, energy and aviation.

“The ROI from reading Getting More will make it the best investment you make this year,” says Rhys Dekle, the business development head of the Microsoft Games division, which

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“A flexible toolkit for getting your way, whether...a million-dollar deal, a botched restaurant dish, or a petulant 4-year-old.”

Psychology Today

“Stuart Diamond equipped me with the tools to be more effective in all of life’s pursuits.” Larry B. Loftus, Head of Procter & Gamble Far East “For women, empowering and enabling.”

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**Getting More: How
You Can Negotiate
to Succeed in Work
and ...**

Getting More: How You Can Negotiate to Succeed in Work and Life, is not about manipulation, control, or domination. Ok, ok, there are some parts where I do feel like the author's suggestions are slightly manipulative, but those are minor parts

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you can easily ignore. The goldmines in Stuart Diamond's book make up for any shortcomings it may have.

Review: Getting More by Stuart Diamond - Josh Steimle

But this cannot be perceived as manipulative in any way, or you risk hurting the relationship.”. —

Stuart Diamond,

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Getting More: How to Negotiate to Achieve Your Goals in the Real World. 1 likes. Like.

“When the other party realizes you care about their feelings, they will listen more, making them more persuadable.”.

Getting More Quotes by Stuart Diamond - Goodreads

Getting More is accessible, jargon-free, innovative... and it

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works. About the author: Stuart Diamond runs the most popular course at Wharton, often ranked as the world's best business school. He has advised leading companies and organisations - from Google to the UN - on how to make deals.

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