



Business Solution Series: Great Negotiating Skills (Business Solutions)

Bob Etherington

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This is a quick-read instructional book, packed with anecdotes and advice for all those people who are generally terrible at negotiating and would like to do it better! Based on several years of practical and successful negotiating around the world, the approach adopted by the author in this book will help anyone (with little or no experience or confidence in negotiation) seal deals on favourable terms. Written in Bob Etherington's distinctive style, combining highly practical advice told in an entertaining fashion, Great Negotiation Skills is all you will need to ensure you don't lose out in your next negotiation.

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