



A Winner's Guide to Negotiating: How Conversation Gets Deals Done

By Molly Fletcher

BRILLIANCE AUDIO, United States, 2016. CD-Audio. Book Condition: New. Unabridged. 170 x 135 mm. Language: English . Brand New. The strategic guide to getting the most out of every negotiation from quot;the female Jerry Maguirequot; In a good negotiation, everybody walks away a winner. Drawing on her nearly two decades of experience negotiating multimillion-dollar agreements with the most savvy people in sports, Molly Fletcher provides the strategies and tactics business professionals need to find common ground, strengthen relationships, and close more deals. Each person is different and every negotiation presents a unique set of opportunities and challenges. Fletcher outlines proven methods that will enable you to deal with anythingand anyone that comes your way. A top sports agent CNN dubbed quot;the female Jerry Maguire,quot; Molly Fletcher has worked with dozens of the biggest names in sports, including Doc Rivers, Billy Donovan, Tom Izzo, Lenny Wilkens, Scotty Cameron, and John Smoltz. The president and CEO of the consulting firm MWF Enterprises, she is also the founder of The Betterment Institute, an online learning platform that teaches members tactics to find, keep, and grow their business relationships.



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Reviews

Complete guideline for publication fans. I am quite late in start reading this one, but better then never. It is extremely difficult to leave it before concluding, once you begin to read the book.

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The very best publication i possibly read. it was writtern very perfectly and useful. Once you begin to read the book, it is extremely difficult to leave it before concluding.

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