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Nota di contenuto	Contents; Introduction; Chapter 1: Our Philosophy of Negotiation; A Definition of Negotiation; A Little Bit of Theory; Chapter 2: Strategies for Resolving Conflict; Negotiating Is Not Hagglng; Chapter 3: Our Four Negotiation Mantras; Mantra 1: Negotiation Is Perceptual, Not Factual; Mantra 2: Clear Yourself of Emotion and Be Pragmatic; Mantra 3: Negotiation Is Cooperative, Not Competitive; Mantra 4: Rapport First, Understanding Second; Chapter 4: Overview of the Five Phases of Negotiation; Phase 1: Plan; What's the Alternative?; Competitor Analysis; Due Diligence; Information; The Agenda Phase 2: DiscussPhase 3: Propose; This Is Not the Same as a Sales Proposal; What Is Meant by Propose in a Negotiation; Phase 4: Trade; Phase 5: Agree and Confirm; Commitment and Documentation; Chapter 5: Ten Golden Rules for Successful Negotiation; 1: Don't Negotiate Unless You Need To; 2: Never Negotiate with Yourself; 3: Never Accept the First Offer; 4: Never Make the First Offer If You Can Help It; 5: Listen More and Talk Less; 6: There are no Free Gifts; 7: Always Isolate Cost, Price, and Value; 8: Watch Out for the Salami Effect; 9: Never Make a Quick Deal 10: Never Disclose Your Bottom LineSummary of the Ten Golden Rules; Chapter 6: Negotiation Planning in Practice; Chapter 7: The RDC Ten-Point Plan; Plan Point 1: What Is the Reason for the Conflict?; Plan Point

2: What Are the Interests Around These Issues?; Plan Point 3: Analysis of Wants and Needs; Maslow's Hierarchy of Needs; Plan Point 4: Recognition of Common Ground; Plan Point 5: Who Has More Power?; Plan Point 6: Questions to Ask; Plan Point 7: Corral the Information You Have; Plan Point 8: Negotiation Team Roles; Four Team Roles; Leader; Summarizer; Observer; Supporter  
 Summary of RolesPlan Point 9: The Other Party's Team Roles; Style; Dealing with Their Emotions; Tactics; Track Record; Plan Point 10: The Three Trading Questions; Is This the End of the Planning Phase?; Chapter 8: Negotiating for a Super-Win; Chapter 9: Detailed Proposal Design (The Jellyfish); Using the Jellyfish to Analyze Their Offer; Alternative Flavors of Jellyfish?; Chapter 10: Breaking a Negotiation Deadlock; Chapter 11: Cross-Cultural Issues in Negotiation; Behavior and Cultural Differences; The Rule of Law Index; Chapter 12: Hostage Negotiation Perspective  
 Different Types of NegotiationSimilarities and Lessons to Learn; Kidnap for Money; Conclusions on the Hostage Perspective; Chapter 13: Diplomatic Negotiation Perspective; Chapter 14: The Physical Arrangements; Chapter 15: Strategic Framework for Negotiation; Reflective Practice and Coaching in Negotiation; A Common Vocabulary; The Virtual Coach; Chapter 16: Summary and Conclusion; Appendix A: Negotiating Styles; Appendix B: Negotiation Influence Behaviors; Index; About the Authors; Other Apress Business Titles You Will Find Useful

## Sommario/riassunto

Advanced Negotiation Techniques provides a wealth of material in a winning combination of practical experience and good research to give you a series of tools, techniques, and real-life examples to help you achieve your negotiation objectives. For 25 years and across 40 countries, the Resource Development Centre (RDC), run by negotiation experts Alan McCarthy and Steve Hay, has helped thousands of people to conduct successful negotiations of every type. Many RDC clients have been business professionals who have learned how to sell more successfully. Others have improved their buying skills. A few clients have applied the RDC techniques outside the business environment altogether—for instance, in such areas as international diplomatic services, including hostage and kidnap situations. As you'll discover, the RDC philosophy is centered on business ethics and a principled approach to negotiation that maximizes the value of the outcomes for both parties. It can even create additional value that neither party could find in isolation. In this book, you will learn: The ten golden rules for successful negotiations How to handle conflicts with your negotiating partners What hostage and kidnapping negotiations can teach managers negotiating in business settings How to ensure both sides perceive any agreement as a "win" Achieve higher-profit deals in difficult circumstances In the business world, negotiating with other companies, government officials, and even your colleagues is a fact of life. Advanced Negotiation Techniques takes you through a system for planning and conducting negotiations that will enable you and your team to achieve your negotiation objectives. This is an internationally tried and tested process, with many current Blue Chip organizations applying it daily for a simple reason: the techniques are easy to implement and they work. That makes this book essential reading for those who want to achieve their goals in any area of life.

2. Record Nr.	UNINA9910580215703321
Autore	Cappello Francesco
Titolo	Celebrating Applied Sciences Reaches 20,000 Articles Milestone : Feature Papers in Applied Biosciences and Bioengineering Section
Pubbl/distr/stampa	Basel, : MDPI - Multidisciplinary Digital Publishing Institute, 2022
Descrizione fisica	1 online resource (228 p.)
Soggetti	Biotechnology Technology: general issues
Lingua di pubblicazione	Inglese
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Livello bibliografico	Monografia
Sommario/riassunto	To celebrate the publication of 20,000 articles in Applied Sciences, we launched this Special Issue "Celebrating Applied Sciences Reaching Its 20,000 Article Milestone: Feature Papers of the Applied Biosciences and Bioengineering Section". We have invited well-known experts in different areas of interest covered in "Applied Biosciences and Bioengineering" to submit their original research papers and review articles of the highest quality in celebrating together with our readers on this special occasion. This Special Issue has collected more than 10 papers featuring important and recent developments or achievements in biosciences and bioengineering, with a special emphasis on recently discovered techniques or applications.