

1. Record Nr.	UNINA9910450345003321
Autore	Volkema Roger J
Titolo	Leverage [[electronic resource]] : how to get it and how to keep it in any negotiation / / Roger Volkema
Pubbl/distr/stampa	New York, : AMACOM, c2006
ISBN	1-281-12824-4 9786611128241 0-8144-2696-4
Descrizione fisica	x, 214 p. : ill
Disciplina	658.4/052
Soggetti	Negotiation in business Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Title from title screen.
Nota di bibliografia	Includes bibliographical references (p. 197) and index.
Nota di contenuto	Introduction -- Negotiation and leverage -- Four characteristics of leverage -- The four states of leverage -- The sources of leverage -- Indicators of leverage -- Checking your progress : identifying leverage -- Managing leverage -- Increasing your leverage -- Decreasing the other party's leverage -- Checking your progress : altering leverage -- The dance of leverage -- Reality test -- Playing defense -- The climate of negotiation -- Selecting an approach -- The art of communication -- Another reality challenge -- Leverage, uncertainty, and risk -- Leverage and ethics -- Managing emotions -- Negotiating in cyberspace -- Multiparty negotiations -- International negotiations -- Surrendering leverage -- Final thoughts.