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negotiation teams; Innovative negotiation rules for the creation stage; Managing content in the creation stage; Introducing new issues and exchanging concessions in the creation stage; Knowing when to conclude the creation stage; Conclusion; 7 The Contracting and Follow-up Stage; The beginning of the end; Managing process in the contracting and follow-up stage in Asia
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Managing people in the contracting and follow-up stage in Asia; 8 Communication; Introduction; Receiving information; Speaking effectively; Two-way communication; Conclusion; 9 Tactics; The Art of War; Understanding types of tactics; Categories of tactics; How to choose the right tactics; The most commonly used tactics; Five great tactics to use in Asia; Tactics our Asian clients wished they had used more often; Traditional tactic categories; Conclusion; 10 Information; Knowledge management; Knowing what you don't know
Testing assumptions and agreeing what you know Learning from experience: Post-negotiation meeting audit; Maintaining team confidentiality; Sample term sheets; Conclusion; 11 People; Understanding oneself; Understanding other stakeholders; Understanding people's underlying motivations; Links between motivational orientations and negotiation; Orientation and needs; Maintaining self-control; Teams in negotiations; Conclusion; 12 Situation; Introduction; The view from on high: Process observer; The view from below: Telescopic analysis; Managing negotiation meetings
Process options available to negotiators

Sommario/riassunto

The book consolidates the practical tips and concepts that shaped the authors work with organizations and individuals around the world. It is written to allow people to benefit from what hitherto was only available to some of the wealthiest organizations. The ideas presented in this book will help the reader better conduct dialogue with themselves and others leading to optimal outcomes for all. Written for the mass market, this book is a must-read for CEO's and senior staff. It reinvigorates the trainer's approach to interactions with people on all spectrums within the negotiation.
