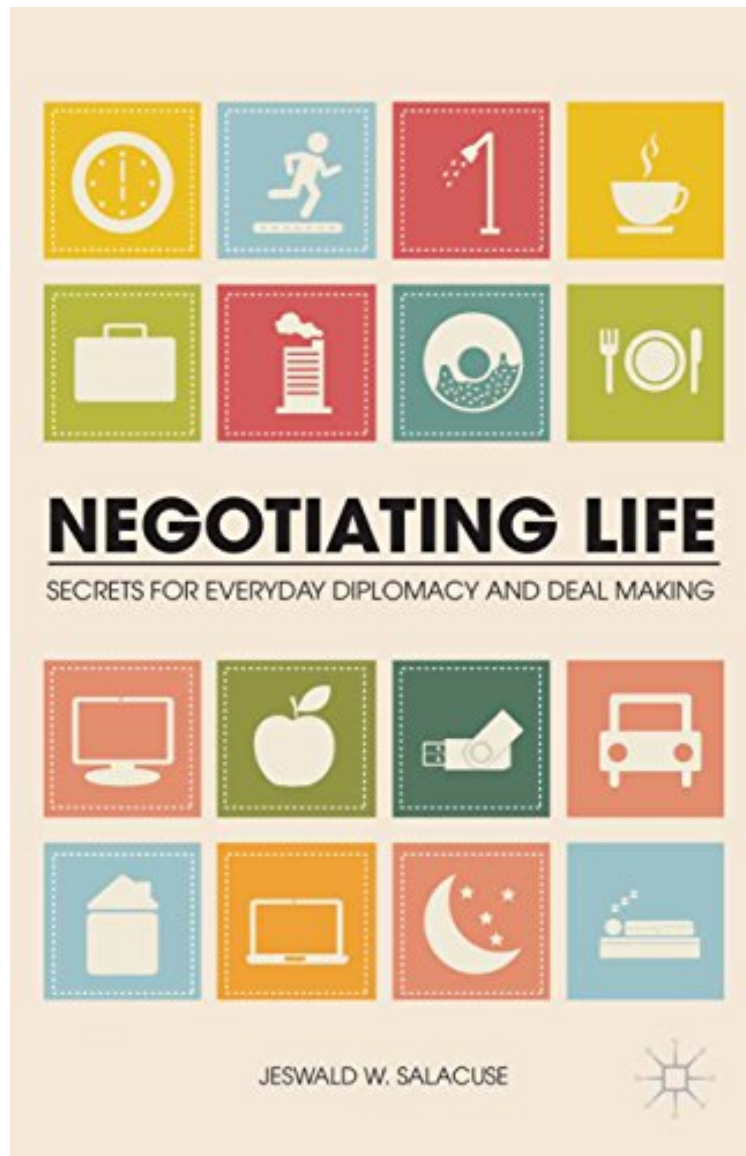


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Negotiating Life: Secrets for Everyday Diplomacy and Deal Making

J. Salacuse

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J. Salacuse : Negotiating Life: Secrets for Everyday Diplomacy and Deal Making before purchasing it in order to gauge whether or not it would be worth my time, and all praised Negotiating Life: Secrets for Everyday Diplomacy and Deal Making:

2 of 2 people found the following review helpful. A comprehensive guide to negotiation in all facets of professional and personal life By Frank L. Park, Jr. This is an essential book for novice and veteran negotiators alike. The author succinctly summarizes the basic elements of negotiation strategy, drawing general principles from diplomacy and business transactions, and applies them to everyday situations. He covers openings and closings--and the often over-

looked question of whether one should always negotiate. Most important, the author goes further by dealing with other issues (and opportunities) that other books don't cover, at least those that I've read. For example, I was intrigued by his analysis of negotiation and leadership. As he notes, even people at the top of the hierarchy have to negotiate with subordinates over their assignments, responsibilities, and resources. And as I've discovered from hard experience myself, there are often post-negotiation implementation issues. As the author notes, the fact that you've done a deal, doesn't necessarily mean that you're done dealing. His book also includes an excellent chapter on renegotiating deals when circumstances change (or at least one party thinks they have). Just for those two chapters alone, this book should be on every serious negotiator's bookshelf. And given how important negotiation is in our lives, that's just about everybody. 0 of 0 people found the following review helpful. Jeswald Salacuse is becoming one of my favorite authors regarding leadership strategies and negotiation practices. By Cherise M. Young Jeswald Salacuse is becoming one of my favorite authors regarding leadership strategies and negotiation practices. I have not completed the book yet, but already see how I can use this to assist my clients (and myself) to improve our negotiation practices. 0 of 0 people found the following review helpful. A great and easy read. By DR. COWBOY Very good book for everyday folks packed with info regarding negotiating

A complement to the successful *The Global Negotiator: Making, Managing, and Mending Deals Around the World in the Twenty-First Century* (Palgrave, 2003), Salacuse's new work is a comprehensive and easy-to-understand look at negotiation in everyday life. Drawing from his extensive experience around the world, Salacuse applies such large-scale examples as the Arab-Israeli conflicts or those in Berlin and shows us how to use such strategies in our own lives, from family and home life, to business and the workplace, even to our own thoughts as we negotiate compromises and agreement with ourselves. Arguing that life is really a series of negotiations, deal making, and diplomacy, Salacuse gives readers the tools to make the most of any situation.

"Life is negotiation and we can all learn to do it better." Salacuse is a leading scholar and teacher in the field of negotiation. This book is the latest in his series of invaluable, highly readable volumes on the subject, one which offers unique insight into the application of negotiating skills to our relationships with family members, working colleagues and friends." - Stephen Bosworth, Former US Ambassador to South Korea, the Philippines, and Tunisia; Dean Emeritus of the Fletcher School of Law and Diplomacy, Tufts University, USA "This book is a genuine breakthrough in explaining the high, fine art of negotiations, the heart of business, government, life, et al. Salacuse offers practical and easily usable rules in clear-cut language on how to make strategy and carry out your daily and life deeds." - Leslie H. Gelb, former New York Times Correspondent and President Emeritus of the Council on Foreign Relations "Whether we realize it or not, all of us negotiate our ways through life. Drawing on his expertise and experience, Salacuse's must-read book provides the principles, strategies and tactics to be more effective." - Robert Mnookin, Williston Professor of Law; Director, Harvard Negotiation Research Project Chair, Program on Negotiation, Harvard Law School, Harvard University, USA "Salacuse is a senior statesman in the field of negotiations, and this book brilliantly distills his decades of experience into lessons for everyday life. *Negotiating Life* is destined to become an instant-classic in the field." - Guhan Subramanian, Author, *Dealmaking: The New Strategy of Negotiations*; Joseph Flom Professor of Law and Business, Harvard Law School, USA; Douglas Weaver Professor of Business Law, Harvard Business School, USA "Negotiating Life is a smart and well-written book, a practical guide to the art of negotiations that is as relevant to global diplomacy as it is to the world of business. Erudite and insightful, Salacuse has made an important contribution to our understanding of how and why negotiations succeed, one that scholars and practitioners alike will find useful." - Vali Nasr, Author, *The Dispensable Nation: American Foreign Policy in Retreat*; Dean, Paul H. Nitze School of Advanced International Studies, Johns Hopkins University, USA About the Author Jeswald W. Salacuse is Henry J. Braker Professor of Law at The Fletcher School of Law and Diplomacy, Tufts University. He served as The Fletcher School's Dean for nine years. With broad experience in higher education, international development, the mutual fund industry, and legal practice, he specializes in international investment law, international negotiation, international business transactions, and law and development. He holds a J.D. from Harvard Law School, an A.B. from Hamilton College, and a diploma from the University of Paris. He has been a lecturer in law at Ahmadu Bello University in Nigeria, a lawyer with a Wall Street law firm, a professor of law and director of research at the National School of Administration in the Congo, the Ford Foundation's Middle East advisor on law and development based in Beirut, Lebanon, and later the Foundation's representative in the Sudan. For six years, he served as Dean of the School of Law of Southern Methodist University, and he has been