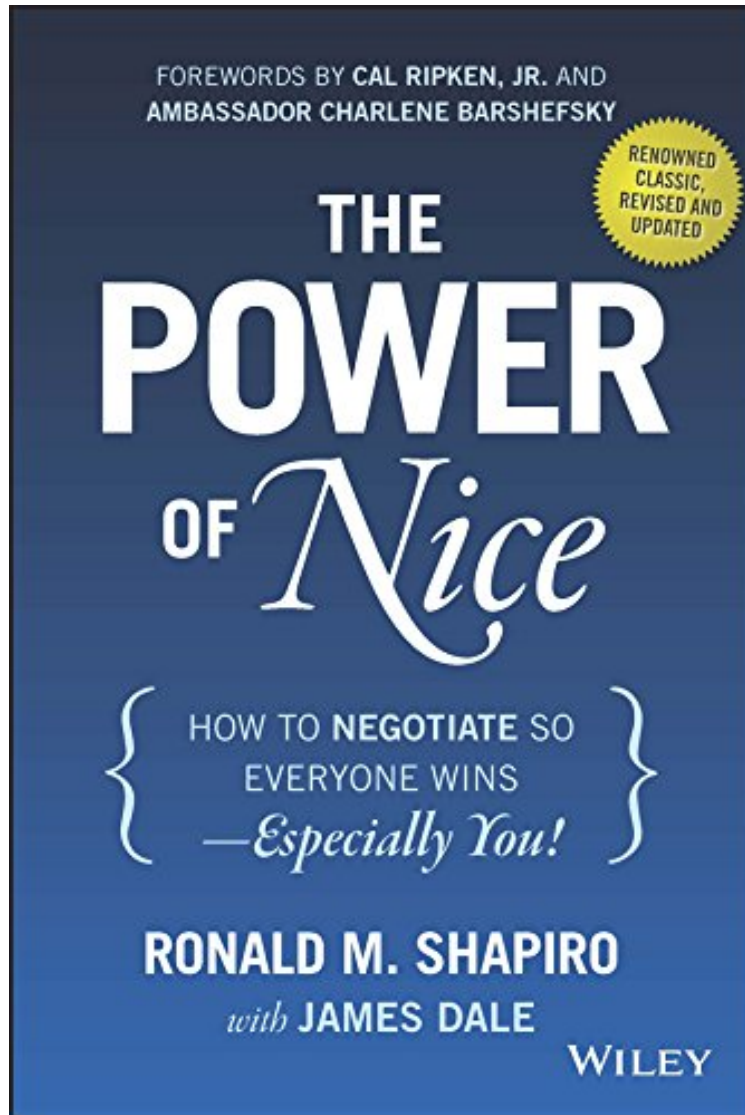


(Ebook pdf) The Power of Nice: How to Negotiate So Everyone Wins - Especially You!

## The Power of Nice: How to Negotiate So Everyone Wins - Especially You!

*Ronald M. Shapiro, James Dale*  
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**Ronald M. Shapiro, James Dale : The Power of Nice: How to Negotiate So Everyone Wins - Especially You!** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Power of Nice: How to Negotiate So Everyone Wins - Especially You!:

0 of 0 people found the following review helpful. Best investment you can makeBy AMM77I loved this book. It is a must-read for anyone trying to improve how they navigate through lifersquo;s personal and professional challenges. Regardless of whether you negotiate professionally, this book will change the way you approach most of your daily

interactions (at least it has for me). I had been skeptical of the win-win model—I thought it too idealistic and impractical. Shapiro, however, has convinced me otherwise. He provides a workable, pragmatic approach to negotiation that should allow me to accomplish my goals more efficiently while still preserving and building a network of meaningful relationships in my work and personal life. While it's started to help me in my career, I am beginning to feel its impact beyond the office. Perhaps the best thing I got out of reading this book was an easy to use, real-world process known as the 3 Ps. It has helped me deal with disputes with friends, managers, and adversaries alike. 0 of 0 people found the following review helpful. worth reading  
By Anthony M. Leigh I really enjoyed the book. It was filled with interesting and illustrative stories to drive a point home. This book provides lots of helpful tips to help you see negotiation in a different light. 0 of 0 people found the following review helpful. Just read it.  
By Brent Parrott Amazing information, easy reading. Entertaining great information. World could use a lot more of this philosophy.

Learn to get what you want without burning bridges In this revised and updated edition of the renowned classic *The Power of Nice*, negotiations expert, sports agent, New York Times bestselling author, attorney, business leader and educator, Ron Shapiro, shares the key principles of effective negotiation through a combination of a time-tested process, anecdotes, and exercises. Drawing on his unparalleled experiences from the worlds of sports, law, business and politics, as well as dealing with life issues common to us all, Shapiro takes you through the steps of his systematic approach: The Three Ps, Prepare-Probe-Propose. Learn how to use the process to empower you in negotiations. Regardless of your level of experience or the extent of your confidence, you will get what you want while building stronger relationships for the future. This updated edition contains: Significant new material including an expanded view of its applicability to a broad array of business and life challenges a new streamlined version of the Preparation Checklist a more precise understanding of the concept of WIN-win forewords by Cal Ripken, Jr., and Ambassador Charlene Barshefsky, and an Epilogue highlighting negotiation lessons from the life of Nelson Mandela The book also provides a link to reinforcement of its lessons through the website of the Shapiro Negotiations Institute. Whether you are negotiating with, among others, a customer or client, a boss or government official, or even setting a teenager's curfew or getting a last seat on an airplane, this invaluable guide will help you read the other side and bring the power of human psychology and a time-tested process to the negotiating table. If you're tired of uneven "compromise" and the feeling of being manipulated, turn the tables for good with *The Power of Nice*, and learn strength from the master himself.

From the Inside Flap In a remarkable fifty-year career as a negotiations expert, sports agent, New York Times bestselling author, attorney, business leader, and educator, Ron Shapiro has discovered that people from all walks of life can make deals that achieve their goals if they embrace the systematic approach built on his philosophy, "the power of nice." Though the name of the game in negotiating is to obtain desired results, how you get them is just as important. While many dealmakers play hardball by assuming a winner-take-all, scorched-earth attitude, they do so at the risk of alienating the party opposite them at the negotiating table, thereby losing out on future opportunities. This approach is, as Shapiro tells us, a major strike against effective negotiating, and can—and should—be avoided. By using a systematic approach that focuses on making the deal and keeping strong relationships, ultimate gain can still be yours: "You can be 'a nice person' and still get what you're after. In fact, you often get better results, achieve more of your goals, and build longer-term relationships with even greater returns." In this revised and updated edition of the renowned classic *The Power of Nice*, Shapiro shares the key principles of effective negotiation through a combination of a time-tested process, anecdotes, and exercises. Drawing on his unparalleled experiences from the worlds of sports, law, business, and politics, as well as dealing with life issues common to us all, Shapiro lays out the steps of his Systematic Approach, The Three Ps: Prepare-Probe-Propose. Learn how to use the process to empower yourself in negotiations. Regardless of your level of experience or the extent of your confidence, you will feel more empowered by learning from this revised edition about: An expanded view of the applicability of negotiation skills to a broad array of business and life challenges A more precise understanding of the concept of WIN-win, and A new streamlined version of the Preparation Checklist This is a must-read for anyone who has to make a deal, whether you are negotiating with a customer or client, a boss or government official, a partner or a corporate titan.  
From the Back Cover Praise for *THE POWER OF Nice* "This book is the bible for negotiating deals in any business field. It is written proof of how Ron Shapiro reshaped the industry with his approach and then parlayed it into decades of orchestrating powerful deals. Being a good person who respects others is the ultimate trump card if you want to be successful in negotiations, and no one captures how to do that better than Ron." —Kevin Plank, Founder and CEO, Under Armour "I was amazed to find myself so immersed in a professional sales book. The book is an easy and enjoyable read. *The Power of Nice* provided insights that have enriched both my personal and professional lives...I find myself mentally referencing it each day. Life is a negotiation, and *The Power of Nice* has taught me to look for the win-win in every situation. —Cheri Phyfer, President General Manager, Diversified Brands, The Sherwin-Williams Company "Ron details new ideas that add to his systematic, values based approach to negotiating and relationship

building. In an age where the world is changing at amazing speeds, it's empowering to see that the principles Ron has shared with us to enhance our opportunities for success are timeless." mdash;R.C. Buford, President, San Antonio Spurs "Ron Shapiro has updated his successful book of valuable lessons drawn from business, sports and community affairs into an excellent book of game plans for life." mdash;Larry S. Gibson, author of Young Thurgood, Professor of Law, University of Maryland School of Law "Ron's thought process, approach and genuine desire to establish lasting relationships is worthy of consideration for anyone who negotiates at any level." mdash;Laurie Orlando, Senior Vice President, Talent Development Planning, ESPNAbout the AuthorRONALD M. SHAPIRO is founder of the Shapiro Negotiations Institute, a negotiations seminar and consulting firm which offers training programs and deal coaching worldwide. He has had a rich and varied career as a civil rights and corporate lawyer, state Securities Commissioner, sports agent, entrepreneur, community leader, and business executive. He advises an array of corporate and political leaders and team executives, has represented Hall of Fame players, helped settle a major symphony orchestra strike, diffused racial tension in a metropolitan police department, raised millions of dollars for charitable causes, and assisted in ending Major League Baseball's historic labor deadlock. In addition, he is a New York Times bestselling author and his books include Bullies, Tyrants, and Impossible People; Dare to Prepare; and Perfecting Your Pitch. JAMES DALE is an author/marketing consultant whose work includes books, articles, radio, television, sports, technology, public relations and advertising. SHAPIRO NEGOTIATIONS INSTITUTE is a premier global provider of sales, negotiation, and influence training and consulting. Its success is built on helping professionals at all levels use a systematic approach to accomplish more, faster, and with a higher degree of effectiveness. By taking more than 50 years of lessons learned in real-life situations, the Institute's team digs into specific industry and client challenges, so its tools and techniques can be implemented immediately with precision.