

3 D Negotiation Powerful Tools To Change The Game In Your Most Important Deals David A Lax

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In "3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals" by David A. Lax and James K. Sebenius, the authors observe that most negotiators think in one dimension comprised of two mutually exclusive strategies, win-win or win-lose.

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3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals (HBS Press; September 26, 2006) is negotiation experts David Lax and James Sebenius new book which takes negotiation to a whole new level: the third dimension.

3D Negotiation

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3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals By PON Staff — on October 5th, 2006 / News, Reviews of Books Through the years, the art of negotiation has been stuck in a tired debate between win-lose and win-win tactics.

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3-D negotiation: powerful tools to change the game in your most important deals I by David A. Lax and James K. Sebenius. p.cm. ISBN 1-59139-799-5 (alk. paper) 1. Negotiation in business. I. Title: Three-D negotiation. II. Sebenius, James K., 1953-III. Title. HD58.6.L388 2006 658.4'052-dc22 2006007901

Negotiation Powerful Tools to Change the Game

Summary of 3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals By David Lax and James K. Sebenius Summary written by Brett Reeder, Conflict Research Consortium Citation: Lax, David A. & Sebenius, James K., 2006, 3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals,Harvard Business School Press, Boston, MA Summary Lax and

Summary of "3D Negotiation: Powerful Tools to Change the ...

In their new book, 3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals (HBS Press; September 26, 2006), Lax and Sebenius explore why the current one dimensional techniques-face-to-face bargaining-at-the-table—are not enough. According to the authors, this tactical focus leaves money on the table and is

3-D Negotiation

3-D Negotiation Powerful Tools to Change the Game in Your Most Important Deals David Lax & James Sebenius A path-breaking introduction to the "three dimensions" of complex negotiated deal-making: table tactics, deal design, and the crucial but often overlooked dimension of setup This product is available for purchase at Amazon.com.

3-D Negotiation - PON - Program on Negotiation at Harvard ...

When discussing being stuck in a "win-win vs. win-lose" debate, most negotiation books focus on face-to-face tactics. Yet, table tactics are only the "first dimension" of David A. Lax and James K. Sebenius' pathbreaking 3-D Negotiation (TM) approach, developed from their decades of doing deals and analyzing great dealmakers.

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3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals by David A. Lax and James K. Sebenius is not the book for Gordon Gekko types, practiced in the simple tactics of win-lose haggling. This book is the The Art of War for deal making.

3-D Negotiation: Powerful Tools to... book by David A. Lax

Verified Purchase. In "3D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals" by David A. Lax and James K. Sebenius, the authors observe that most negotiators think in one dimension comprised of two mutually exclusive strategies, win-win or win-lose. A negotiator often focuses on either value claiming in the win-lose approach or value creating in the win-win approach.

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3-D Negotiation (Audiobook) by David A. Lax, James K ...

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