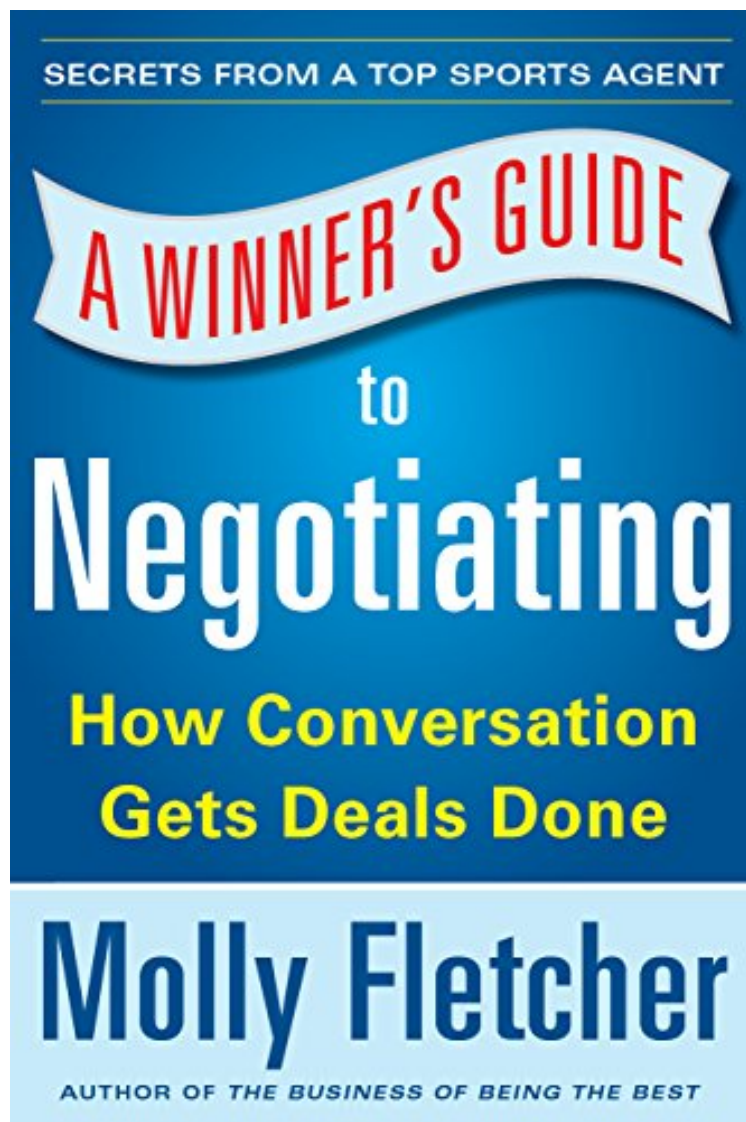


[Free and download] A Winner's Guide to Negotiating: How Conversation Gets Deals Done (Business Books)

A Winner's Guide to Negotiating: How Conversation Gets Deals Done (Business Books)

Molly Fletcher

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Molly Fletcher : A Winner's Guide to Negotiating: How Conversation Gets Deals Done (Business Books) before purchasing it in order to gauge whether or not it would be worth my time, and all praised A Winner's Guide to Negotiating: How Conversation Gets Deals Done (Business Books):

2 of 2 people found the following review helpful. Great read and advice esp "Embracing the Pause" chapter By @JoyceMSullivan From the first sentence through every chapter, especially my favorite, "Embracing the Pause" Molly

Fletcher's book is full of practical advice that she breaks down into very workable segments. In a culture that is non-stop noise and talking, getting sound advice on how to make those silent moments work for you in negotiations, as she outlines in the chapter "embracing the pause" make this a powerful and essential read. In my view, this advice can be practically applied for big and small negotiations of life - from huge multimillion dollar deals, to navigating the high stakes emotionally charged discussions of interpersonal interactions, too. 0 of 0 people found the following review helpful. Five Stars By Abee One of my favorite books! Molly Fletcher is awesome! 0 of 1 people found the following review helpful. One Star By Steve Griebing did not work

The strategic guide to getting the most out of every negotiation from "the female Jerry Maguire" (CNN) Effective negotiation is rooted in establishing trust and building relationships--one conversation at a time. In this practical guide, trailblazing sports agent Molly Fletcher reveals her proven approach to landing more than \$500 million worth of deals throughout her career. It all comes down to doing five things well: Setting the Stage Finding Common Ground Asking with Confidence Embracing the Pause Knowing When to Leave Master these steps and you'll not only close more deals--you'll be setting yourself up for the next big one. "A great negotiator and a great storyteller has mined her deep experience in one of the most pressurized arenas of American business. This book is a road map for anyone who wants to learn how to win negotiations of any kind." -- LARRY KRAMER, president and publisher of USA Today "Negotiating well is indispensable to success. Whether from the stage or in this book, Molly will inspire you. A Winner's Guide to Negotiating will change your life by changing your conversations. A must-read for every business professional." -- DONNA FIEDOROWICZ, senior vice president at the PGA TOUR

"Many assume strong negotiations are only conducted adversarially, nose-to-nose. Molly Fletcher demonstrates how a shoulder-to-shoulder approach, rooted in trust, giving, communication, and relationships drives ideal outcomes while building sustainable benefit and positive reputations. This book is a must-read and a must-follow for anyone who wants to be more effective." -Kat Cole, president of Cinnabon, Inc., and co-founder of Changers of Commerce "In A Winner's Guide to Negotiating, Molly Fletcher proves that successful negotiation is not an accident. Fresh, highly relevant, and easy to read, this book will be a game-changer for anyone who negotiates anything. A must-read for you and everyone on your team!" -Tommy Newberry, New York Times bestselling author of The 4:8 Principle and Success is Not an Accident "Powerful lessons told in an incredibly engaging way through stories we can all relate to. I didn't want to stop reading. I wanted to absorb every single lesson!" -Debbie Storey, senior vice president of talent development and chief diversity officer at ATT "Negotiating well is indispensable to success. Whether from the stage or in this book, Molly will inspire you. A Winner's Guide to Negotiating will change your life by changing your conversations. A must-read for every business professional." -Donna Fiedorowicz, senior vice president at the PGA TOUR "A great negotiator and a great storyteller has mined her deep experience in one of the most pressurized arenas of American business. This book is a roadmap for anyone who wants to learn how to win negotiations of any kind." - Larry Kramer, president and publisher of USA Today About the Author A top sports agent with two decades of experience, MOLLY FLETCHER represented some of the biggest names in sports, including Doc Rivers, Billy Donovan, Tom Izzo, John Smoltz, and Matt Kuchar. She is now a professional speaker and runs her own consulting firm in Atlanta, Georgia.