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IN THIS AWARD-WINNING BESTSELLER, NEGOTIATION EXPERT PETER JOHNSTON surprises us with answers to these far-flung questions, laying out unique strategies and concrete steps we can all use to handle the growing number of giants in our lives. As readers, we travel across time—through riveting, real-life stories—uncovering the secrets of successful smaller players so we, too, can get what we want against the odds.

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Negotiating with Giants is entertaining and any one of its six chapters will unveil insights you'll want to pass along to a friend, colleague or family member. Business Class Magazine Whereas Getting to Yes provided the broad strokes of negotiation strategy, Mr. Johnston uses a finer brush to fill in an important corner of the canvas . . .

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Negotiating with GIANTS : Get What You Want Against the Odds by Peter D. Johnston (2012, Trade Paperback) The lowest-priced brand-new, unused, unopened, undamaged item in its original packaging (where packaging is applicable).

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and published Negotiating with Giants: Get what you want against the odds. The book identifies a series of negotiation strategies that smaller players can utilize. Peter Johnston was here earlier offer tips and insights on how to successfully negotiate when the deck is stacked against you. To leave a comment or join the conversation,

How to get to what you want

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PETER D. JOHNSTON is an internationally renowned negotiation expert and the bestselling author of Negotiating with Giants (nonfiction). His expertise—which has been formally recognized by the US Government for its positive impact—is sought worldwide by individuals and organizations.

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