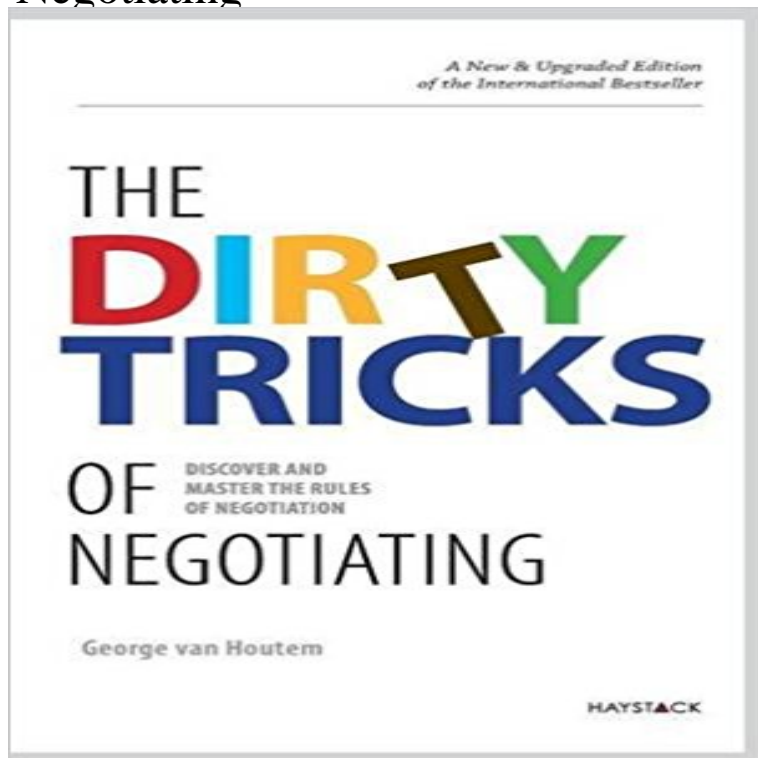


# The Dirty Tricks of Negotiating: Discover and Master the Rules of Negotiating



It might be for a contract worth millions of dollars or just for your kids allowance. Whether you like it or not, you negotiate every day of your life. But do you really know what you are doing? Do you know the rules of the game, or are you just winging it? After a deal has been struck, most people feel like they got the short-end of the stick, or sometimes like they have been cheated or tricked. Expert negotiator George van Houtem teaches in a step-by-step approach the tricks of the trade. He explains the techniques and strategies that happen during negotiations, and how pitfalls can be avoided. Van Houtem explains how you can gain control and steer negotiations to your advantage. After reading *The Dirty Tricks of Negotiating* you'll master the art of negotiation and never be tricked again. Instead, you'll be using the tricks. - The bogey - The nibble - The bait - The good cop and the bad cop - And many others. George van Houtem is a partner at Holland Consulting Group and co-director of the HCG Negotiation Institute. He mediates international conflicts and teaches negotiation skills and techniques.

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Discover the truth even when the other side wants to conceal it . For both the novice and the master, Negotiation Genius is the single, most essential source identify leverage and successfully confront an adversarys dirty tricks. discover the rules of negotiation and improve your skills After reading The Dirty Tricks of Negotiating youll master the art of negotiation and never be tricked

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