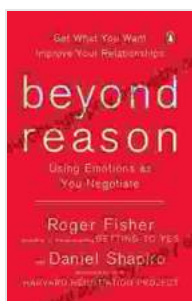


Beyond Reason: Using Emotions As You Negotiate

Negotiating can be a daunting task, but it doesn't have to be. In his book, Beyond Reason, Leigh Thompson shows you how to use emotions to your advantage in negotiations.



Beyond Reason: Using Emotions as You Negotiate

by Roger Fisher

★★★★☆ 4.5 out of 5

Language : English
File size : 2303 KB
Text-to-Speech : Enabled
Screen Reader : Supported
Enhanced typesetting : Enabled
X-Ray : Enabled
Word Wise : Enabled
Print length : 256 pages



Thompson argues that emotions are not just irrational forces that get in the way of good decision-making. Instead, they can be powerful tools that can help you build rapport, create trust, and get what you want.

If you want to learn how to negotiate like a pro, Beyond Reason is the book for you.

What You'll Learn in Beyond Reason

- How to identify and understand your own emotions

- How to read and respond to the emotions of others
- How to use emotions to build rapport and create trust
- How to use emotions to get what you want in negotiations

Who Should Read Beyond Reason

Beyond Reason is a must-read for anyone who wants to improve their negotiation skills. Whether you're a business professional, a lawyer, a salesperson, or a student, this book will teach you how to use emotions to your advantage in any negotiation.

About the Author

Leigh Thompson is a professor of negotiation and organizational behavior at the Kellogg School of Management at Northwestern University. He is a leading expert on the role of emotions in negotiation and has published numerous articles and books on the topic. He is also a sought-after speaker and consultant, and has worked with Fortune 500 companies and government agencies around the world.

Free Download Your Copy of Beyond Reason Today

If you're ready to learn how to negotiate like a pro, Free Download your copy of Beyond Reason today. This book will change the way you think about negotiation and give you the skills you need to achieve success.

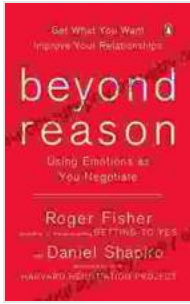
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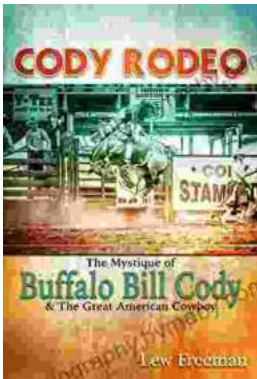


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