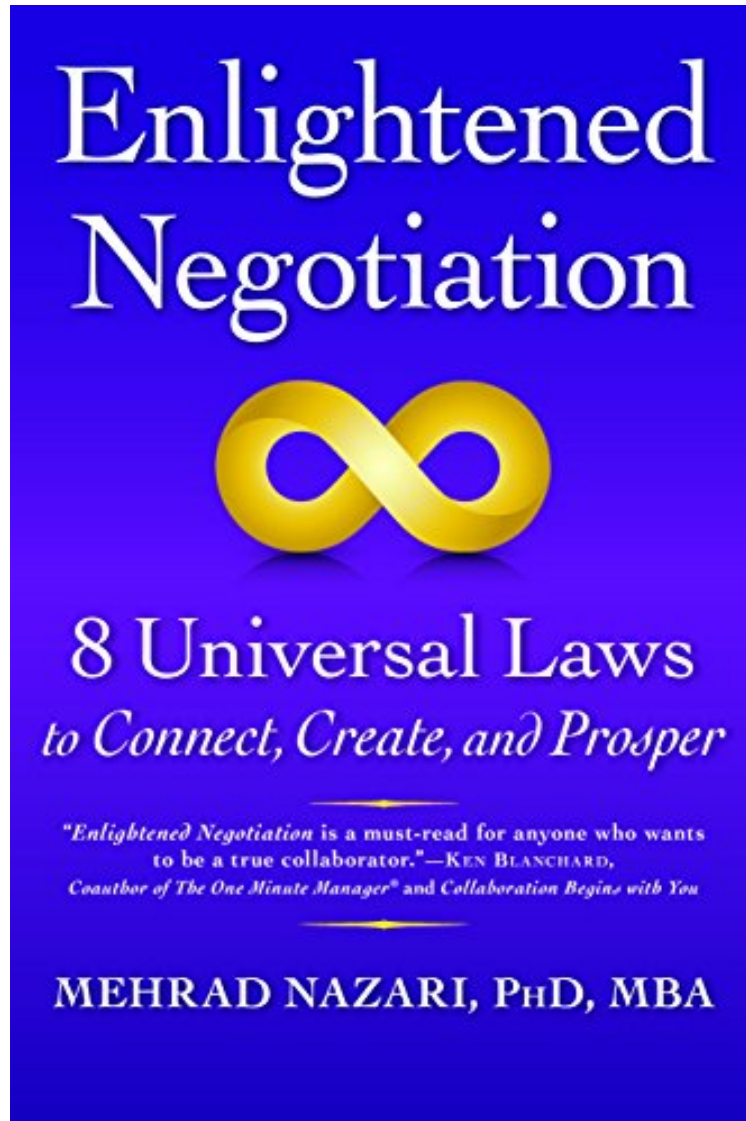


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Enlightened Negotiation: 8 Universal Laws to Connect, Create, and Prosper

Mehrad Nazari

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Mehrad Nazari : Enlightened Negotiation: 8 Universal Laws to Connect, Create, and Prosper before purchasing it in order to gauge whether or not it would be worth my time, and all praised Enlightened Negotiation: 8 Universal Laws to Connect, Create, and Prosper:

1 of 1 people found the following review helpful. A Richly Rewarding Read about the Tools of Self-Awareness in NegotiationBy Rhana KozakTools. Tools. Tools. Dr. Nazari aspires to provide his readers with enlightened tools for rewarding negotiations. He is successful! Nazari reminds his readers that when Polonius asked Hamlet what he was

reading the young prince said "words, words, words." This book is more than an instructive "how to" in words on the practice of negotiation; it is an inspiration to participate in negotiation from the dimension of self-awareness. He writes that: "Self-awareness is perhaps the most important dimension you can develop for the purposes of enlightened negotiation." Self-awareness tools backed up by the time tested wisdom of ancient culture and the latest research in neuroscience, psychology and creativity are brought to this discussion of enlightened negotiation. Dr. Nazari parallels the reality that most of us, outside of professional musicians, performers and athletes, are not taught how to exercise our conscious capacity to breathe. Nor, are we taught how to consciously build our negotiation skills. Instead we go with a hopeful flow regardless of the outcome. Our need to negotiate is as ubiquitous as our need to breathe. Dr. Nazari offers yoga Nidra, as a specific breathing practice to develop for success in life and negotiation. If professional negotiations are in your future this book contains vital tools for your successful development. If you require a negotiations reset, Enlightened Negotiations is the ticket. I have a fantasy. It is that every politician read, embody and practice the wisdom of this book because their current BATNA – Best Alternative to a Negotiated Agreement – remains at an ultra low level of blame, demeaning, demonizing dead end! Although the author leans into professorial "shoulds" at one point, and the editing is a wee bit improvable, overall the content is packed with gems. Enlightened Negotiations is a richly rewarding read about the tools of self-awareness in negotiation. Something we all need!

0 of 0 people found the following review helpful. But rather for the NEGOTIATORS "RULES OF ENGAGEMENT" he teaches us an enlightened and peaceful warriors approach to more effective communication and interchange of words resulting in a better outcome, and even a "win win" outcome. His "8 Universal Laws" are pearls of wisdom that we can live by and communicate by every single day. I know, as a result of reading Dr. Nazari's book I am a much effective negotiator and communicator. THANK YOU DR. NAZARI!

0 of 0 people found the following review helpful. Practical and Insightful

By Wade Smith
Wonderful and insightful book teaching the application of mindfulness and yogic thought for purposes of successful negotiation. This is not some dreamy, positive thinking approach, i.e. "if we are nice to everyone, everything will be good." Rather this is a practical, how to manual for improving business and negotiation and personal outcomes through understanding and insight. For those attached to the ends justifies the means approach, this book is a must read. I rank this book as significantly more effective and insightful than any of the traditional and successful self help business books on the market. The author clearly knows his business and has a "next level" approach to achieving success in a way you can live with.

In this profound book, three world-renowned thinkers look behind the veil of our commonly held assumptions about human consciousness and reality. They examine the true nature of consciousness in three revelatory, engrossing essays. Ervin Laszlo makes a compelling case that consciousness is a phenomenon that transcends our physical beings. Jean Houston examines consciousness and its place in what she calls the quantum field of the cosmos. Larry Dossey offers a trenchant, erudite takedown of the physicalist view of the mind. Together they change the way we see ourselves and our universe.

About the Author
Dr. Mehrad Nazari's journey through life has combined professional experience at the highest level in the intensely competitive and challenging Southern California real estate market with a deep personal commitment to the study, practice, and teaching of the discipline of yoga and meditation, in particular, and the accumulated wisdom of diverse cultures in general. In recent years, Dr. Nazari has combined these interests into a thriving practice as a consultant and lecturer on Enlightened Negotiation, aligning real-world negotiations with our life force driven needs and spiritual nature. Dr. Nazari received his PhD in Leadership and Human Behavior in 1992 (his dissertation was on Integrative Negotiation). He received an MBA degree and his California real estate broker license in 1981. As an adjunct professor of International Business Negotiation, he taught for ten years at United States International University in San Diego. Dr. Nazari is the cofounder of Raja Yoga Institute, a master teacher of Raja Yoga and meditation, and has been teaching over twenty years. He received initiation from Walt Baptiste and was initiated to Himalayan Yoga Meditation Tradition by Swami Veda Bharati of India. He has also received initiation by the Zen Master Kyozan Joshu Roshi of Japan. His presentations on the subjects of negotiation and spirituality include eBay Marketing Department, UC Berkeley International House, Esalen Institute (on faculty for fourteen years), San Diego County Bar Association, Coldwell Banker, San Francisco Presidio Graduate School, Alliant International University, Rancho La Puerta (semi-annual presentations for eighteen years), Enlightened Leader Seminars (cofounder), IDEA Health Fitness Association and Inner IDEA Conferences, and Kripalu Center for Yoga Health. His clients include executives from Intel, Sony, Kashi, Wells Fargo Bank, Fundx, Duane Morris LLP, Joie de Vivre

Hospitality, Morgenthal Frederics and Four Seasons Restaurant.