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Peter Nixon

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Peter Nixon : Negotiation Mastering Business in Asia before purchasing it in order to gage whether or not it would be worth my time, and all praised Negotiation Mastering Business in Asia:

0 of 0 people found the following review helpful. Great practical toolBy Ole FilippovThis book was extremely helpful in my understanding of specifics of negotiation, pitching and selling in Asian countries. Avoiding conflict is so deeply ingrained in many Asian cultures, that sometimes it allows you to make same mistakes over and over without even realizing it. In the book, Peter shares the experience that would take me decades to achieve on my own.The book also contains many practical tools and systems that help deconstruct your negotiation practices and systematically improve them piece by piece. I would recommend this book to anybody doing business in Asia.

The book consolidates the practical tips and concepts that shaped the authors work with organizations and individuals around the world. It is written to allow people to benefit from what hitherto was only available to some of the wealthiest organizations. The ideas presented in this book will help the reader better conduct dialogue with themselves and others leading to optimal outcomes for all. Written for the mass market, this book is a must-read for CEO's and senior staff. It reinvigorates the trainer's approach to interactions with people on all spectrums within the negotiation.

ldquo;This is must-read book for anyone doing business in Asia. Not only does it present the reader with the essential background and rationale for negotiation behavior, but the author is able to drive the point home with hundreds of invaluable examples drawn from his extensive experience. The book is easy to read, easy to understand, and the principles are easy to apply. This is an authoritative work and one that can, and should, be consulted time and time again as one engages in virtually any type of negotiation.rdquo;mdash;Prof. R. Stuart-Kotze, Chairman, Behavioural Science Systems Ltd. ldquo;This is an excellent book for anyone who wants to know what it takes to be a good negotiator in Asia. It takes you through the stages of negotiation and provides the tactics and toolkit to master negotiation in Asia.rdquo;mdash;Sandra Miao, Director, Global Markets KPMG, Taiwan ldquo;Even the simplest negotiations are fraught with difficulty especially so when faced with cultural differences. Peter Nixonrsquo;s informative guide steers us through this minefield and for even the most experienced, provides many fascinating insights and practical solutions. An invaluable reference for any negotiator.rdquo;mdash;Roddy Buchanan, Head of Ansbacher Wealth, Ansbacher Co. Limited ldquo;This book gives practical solutions to challenges and dilemmas encountered in the business arena, social scene and cross-cultural environment. I am sure this comprehensive negotiation toolkit will be very useful to people at all levels in different disciplines, particularly for those eyeing the markets of Asia.rdquo;mdash;Loretta Ho, Executive Director, HKR International Ltd. ldquo;Peter is a well-known trainer and in this book, he explores the subtleties of working in Asia where from a Western viewpoint, things are simply different. His views are well supported with examples in the text and a comprehensive appendix of useful negotiation tools.rdquo;mdash;Ian Longbon, Manager Internal Audit, John Swire and Sons (Hong Kong) Ltd. From the Inside Flap Business in the 21st century is focused on Asia more than ever before. The emergence of China and India, combined with the powerful base laid down in the rest of Asia, means that business people everywhere are having to negotiate deals with the worldrsquo;s best negotiators ndash; the traders of Asia. Peter Nixon has spent over a decade studying and working with individuals and organizations from across Asia and around the world to uncover the attributes of successful negotiators. The result is the first negotiation model developed in Asia and based on successful Asian negotiators. The first half of the book identifies the attributes of these outstanding negotiators and give practical advice on how to emulate the. The second half provides tips for improving your own negotiation strategies in order to get what you want at each stage of negotiation. Each chapter includes references to related texts, ranging from sociology and psychology to business and conflict management. The advice contained in this book has been applied in hundreds of negotiation scenarios by some of the worldrsquo;s leading organizations. Refined through close consultation with senior executives from across Asia, the book also provides templates, questionnaires, and other tools to help you in your own negotiation situation. Whether you wish to negotiate better outcomes for yourself personally or professionally, you will benefit from the tactics, tips, and suggestions outlined in this book. From the Back Coverldquo;This is must-read book for anyone doing business in Asia. Not only does it present the reader with the essential background and rationale for negotiation behavior, but the author is able to drive the point home with hundreds of invaluable examples drawn from his extensive experience. The book is easy to read, easy to understand, and the principles are easy to apply. This is an authoritative work and one that can, and should, be consulted time and time again as one engages in virtually any type of negotiation.rdquo;mdash;Prof. R. Stuart-Kotze, Chairman, Behavioural Science Systems Ltd. ldquo;This is an excellent book for anyone who wants to know what it takes to be a good negotiator in Asia. It takes you through the stages of negotiation and provides the tactics and toolkit to master negotiation in Asia.rdquo;mdash;Sandra Miao, Director, Global Markets KPMG, Taiwan. ldquo;Even the simplest negotiations are fraught with difficulty especially so when faced with cultural differences. 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