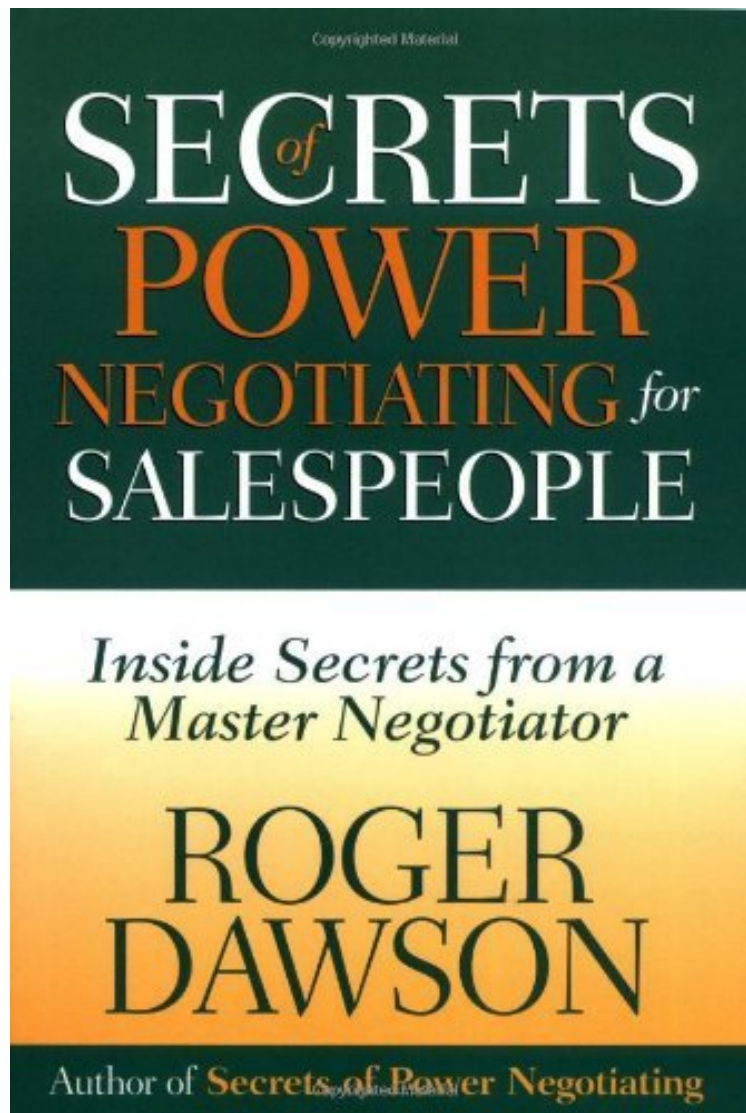


[Download pdf ebook] Secrets of Power Negotiating for Sales People: Inside Secrets from a Master Negotiator

Secrets of Power Negotiating for Sales People: Inside Secrets from a Master Negotiator

Roger Dawson

*DOC | *audiobook | ebooks | Download PDF | ePub*



 Download

 Read Online

#884259 in eBooks 1999-09-01 1999-07-31 File Name: B001C4P3YG | File size: 41.Mb

Roger Dawson : Secrets of Power Negotiating for Sales People: Inside Secrets from a Master Negotiator before purchasing it in order to gage whether or not it would be worth my time, and all praised Secrets of Power Negotiating for Sales People: Inside Secrets from a Master Negotiator:

0 of 0 people found the following review helpful. The problem is that's like going into an MMA match knowing nothing more than ...By CustomerI listened to the audio book version of this years ago. This book is a classic on

negotiations. Many books talk about WIN WIN negotiating. The problem is that's like going into an MMA match knowing nothing more than Marquis de Queensbury rules boxing. It puts you at a negotiating disadvantage when you're up against someone who simply doesn't care about WIN WIN. This book teaches you some of the basic techniques and maneuvers that people use so that you're prepared for the negotiations. 0 of 0 people found the following review helpful. **The BIBLE of Negotiations!** By Kindle Customer Roger Dawson is the undisputed master of negotiating and this book is known throughout the world as THE go to text for all things negotiation. If your budget allows only one purchase, this is the one to get! HUGE 300+ pages, professionally written, expert knowledge, easy to follow concepts and a winning attitude all go together to make this book worth thousands of dollars to those who want to learn the art of negotiations. Are there any "secrets" revealed?? No, not in the strict sense of the word, but most people will learn new tactics and strategies from the master of power negotiations, Roger Dawson. \$1.99 on Kindle is an unbelievable deal! 8 of 9 people found the following review helpful. Yes it is applicable to you.... By Blooms And Bugs You are truly missing out if you are a business owner and you haven't read the book. Here is my story about the book: I purchased Roger's book "The Secrets of Power Negotiating" because a blogger I follow (Ramit Sethi) highly recommended it. It was very interesting to read how people negotiated, I just couldn't put the book down. I run a kids clothing boutique on etsy: <https://www.etsy.com/shop/BloomsNBugs> Because all my sales and purchases are online, there is not much scope of applying many of the techniques Roger taught in his book (or so I thought). However, when one of my dresses sold after reading this book, I recalled one of the chapters - The best time to upsell something to a customer is right after they have made a purchase...a light bulb went off. I immediately sent my customer an email thanking them for the purchase and asking them if she would like to buy an accessory to go with the dress...and lo and behold! she said yes! I couldn't believe it! Since then I have sold many accessories just by writing an email after the purchase. I made back the price of the book within 2 sales. I can't even imagine what people who are in a direct sales business would be doing with this book.

Presents to the sales person the tools to win every negotiation and leave the other person with a sense of winning.
DLC: Selling.