
Getting To Yes

Getting To Yes

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Getting to Yes

Negotiating Agreement Without Giving In *Houghton Mifflin Harcourt*

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

Getting to Yes

Negotiating Agreement Without Giving In; Second Edition *Penguin*

Getting to Yes offers a concise, step-by-step, proven strategy for coming to mutually acceptable agreements in every sort of conflict—whether it involves parents and children, neighbors, bosses and employees, customers or corporations, tenants or diplomats. Based on the work of the Harvard Negotiation Project, a group that deals continually with all levels of negotiation and conflict resolution from domestic to business to international, Getting to Yes tells you how to: * Separate the people from the problem; * Focus on interests, not positions; * Work together to

create options that will satisfy both parties; and * Negotiate successfully with people who are more powerful, refuse to play by the rules, or resort to "dirty tricks." Since its original publication in 1981, Getting to Yes has been translated into 18 languages and has sold over 1 million copies in its various editions. This completely revised edition is a universal guide to the art of negotiating personal and professional disputes. It offers a concise strategy for coming to mutually acceptable agreements in every sort of conflict.

Getting to Yes

Negotiating an Agreement Without Giving In *Random House*

This is the second, greatly expanded edition of one of the world's most successful books on negotiation. 'Getting to Yes' offers powerful principles to guide readers to success in the art of negotiation.

Getting to Yes

Negotiating Agreement Without Giving In *Boston : Houghton Mifflin*

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

Getting to Yes with Yourself

How to Get What You Truly Want *HarperOne*

William Ury, coauthor of the international bestseller *Getting to Yes*, returns with another groundbreaking book, this time asking: how can we expect to get to yes with others if we haven't first gotten to yes with ourselves? Renowned negotiation expert William Ury has taught tens of thousands of people from all walks of life—managers, lawyers, factory workers, coal miners, schoolteachers, diplomats, and government officials—how to become better negotiators. Over the years, Ury has discovered that the greatest obstacle to successful agreements and satisfying relationships is not the other side, as difficult as they can be. The biggest obstacle is actually our own selves—our natural tendency to react in ways that do not serve our true interests. But this obstacle can also become our biggest opportunity, Ury argues. If we learn to understand and influence ourselves first, we lay the groundwork for understanding and influencing others. In this prequel to *Getting to Yes*, Ury offers a seven-step method to help you reach agreement with yourself first, dramatically improving your ability to negotiate with others. Practical and effective, *Getting to Yes with Yourself* helps readers reach good agreements with others, develop healthy relationships, make their businesses more productive, and live far more satisfying lives.

Getting Ready to Negotiate *Penguin*

This companion volume to the negotiation classic *Getting to Yes* explores the negotiation process in depth and presents case studies, charts, and worksheets for blueprinting and personalized negotiating strategy.

Getting Past No

Negotiating in Difficult Situations *Bantam*

We all want to get to yes, but what happens when the other person keeps saying no? How can you negotiate successfully with a stubborn boss, an irate customer, or a deceitful coworker? In *Getting Past No*, William Ury of Harvard Law School's Program on Negotiation offers a proven breakthrough strategy for turning adversaries into negotiating partners. You'll learn how to: • Stay in control under pressure • Defuse anger and hostility • Find out what the other side really wants • Counter dirty tricks • Use power to bring the other side back to the table • Reach agreements that satisfies both sides' needs *Getting Past No* is the state-of-the-art book on negotiation for the twenty-first century. It will help you deal with tough times, tough people, and tough negotiations. You don't have to get mad or get even. Instead, you can get what you want!

Getting to Yes with Yourself: And Other Worthy Opponents *HarperCollins UK*

In his highly anticipated follow up to the bestselling "*Getting to Yes: Negotiation Agreement Without Giving*", Harvard University's world renowned negotiation expert William Ury provides the definitive guide to attaining success at work and at home.

Getting to Yes

Negotiating Agreement Without Giving *Penguin Group*

The problem; The method; Ues, but ... ; In conclusion.

The Power of a Positive No

How to Say No and Still Get to Yes *Bantam*

No is perhaps the most important and certainly the most powerful word in the language. Every day we find ourselves in situations where we need to say No—to people at work, at home, and in our communities—because No is the word we must use to protect ourselves and to stand up for everything and everyone that matters to us. But as we all know, the wrong No can also destroy what we most value by alienating and angering people. That's why saying No the right way is crucial. The secret to saying No without destroying relationships lies in the art of the Positive No, a proven technique that anyone can learn. This indispensable book gives you a simple three-step method for saying a Positive No. It will show you how to assert and defend your key interests; how to make your No firm and strong; how to resist the other side's aggression and manipulation; and how to do all this while still getting to Yes. In the end, the Positive No will help you get not just to any Yes but to the right Yes, the one that truly serves your interests. Based on William Ury's celebrated Harvard University course for managers and professionals, *The Power of a Positive No* offers concrete advice and practical examples for saying No in virtually any situation. Whether you need to say No to your customer or your coworker, your employee or your CEO, your child or your spouse, you will find in this book the secret to saying No clearly, respectfully, and effectively. In today's world of high stress and limitless choices, the pressure to give in and say

Yes grows greater every day, producing overload and overwork, expanding e-mail and eroding ethics. Never has No been more needed. A Positive No has the power to profoundly transform our lives by enabling us to say Yes to what counts—our own needs, values, and priorities. Understood this way, No is the new Yes. And the Positive No may be the most valuable life skill you'll ever learn!

Getting Together

Building Relationships As We Negotiate *Penguin*

Expanding on the principles, insights, and wisdom that made *Getting to Yes* a worldwide bestseller, Roger Fisher and Scott Brown offer a straightforward approach to creating relationships that can deal with difficulties as they arise. *Getting Together* takes you step-by-step through initiating, negotiating, and sustaining enduring relationships -- in business, in government, between friends, and in the family.

Difficult Conversations

How to Discuss What Matters Most *Penguin*

The 10th-anniversary edition of the New York Times business bestseller—now updated with "Answers to Ten Questions People Ask" We attempt or avoid difficult conversations every day—whether dealing with an underperforming employee, disagreeing with a spouse, or negotiating with a client. From the Harvard Negotiation Project, the organization that brought you *Getting to Yes*, *Difficult Conversations* provides a step-by-step approach to

having those tough conversations with less stress and more success. you'll learn how to: · Decipher the underlying structure of every difficult conversation · Start a conversation without defensiveness · Listen for the meaning of what is not said · Stay balanced in the face of attacks and accusations · Move from emotion to productive problem solving

Getting to Yes in Korea *Routledge*

President George W. Bush had pinned North Korea to an "axis of evil" but then neglected Pyongyang until it tested a nuclear device. Would the new administration make similar mistakes? When the Clinton White House prepared to bomb North Korea's nuclear facilities, private citizen Jimmy Carter mediated to avert war and set the stage for a deal freezing North Korea's plutonium production. The 1994 Agreed Framework collapsed after eight years, but when Pyongyang went critical, the negotiations got serious. Each time the parties advanced one or two steps, however, their advance seemed to spawn one or two steps backward. Clemens distills lessons from U.S. negotiations with North Korea, Russia, China, and Libya and analyses how they do and do not apply to six-party and bilateral talks with North Korea in a new political era.

Summary of "Never Split the Difference" By Chris Voss - Free book by QuickRead.com *QuickRead.com*

Want more free books like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. The how-to guide for learning the secrets of negotiation from the FBI's lead negotiator,

implement the techniques and learn how to always get what you want. After joining the FBI, Chris Voss suddenly found himself face-to-face with a variety of criminals, from bank robbers to terrorists, all making demands and threatening to take lives along the way. Reaching the peak of his profession, Chris became the FBI's lead international kidnapping negotiator. Through *Never Split the Difference*, Chris takes you inside the world of high-stakes negotiations and lays out the techniques he and his colleagues used to get what they wanted and save the lives of hostages. Now, you can use Chris's book as a guide to learn how to implement the key elements of negotiation and become more persuasive in your professional and personal life.

Negotiating 101

From Planning Your Strategy to Finding a Common Ground, an Essential Guide to the Art of Negotiating *Simon and Schuster*

A quick-and-easy guide to core business and career concepts—no MBA required! The ability to negotiate a deal. Confidence to oversee staff. Complete, accurate monitoring of expenses. In today's business world, these are must-have skills. But all too often, comprehensive business books turn the important details of best practices into tedious reading that would put even a CEO to sleep. From hiring and firing to strategizing and calculating revenues, *Negotiating 101* is an easy-to-understand roadmap of today's complex business world, packed with hundreds of entertaining tidbits and concepts that can't be found anywhere else. So whether you're a new business owner, a middle

manager, or an entry-level employee, this 101 series has the answers you need to conduct business in a smarter way.

Sunrise (Sky King Ranch Book #1) Revell

Pilot Dodge Kingston has always been the heir to Sky King Ranch. But after a terrible family fight, he left to become a pararescue jumper. A decade later, he's headed home to the destiny that awaits him. That's not all that's waiting for Dodge. His childhood best friend and former flame, Echo Yazzie, is a true Alaskan—a homesteader, dogsledder, and research guide for the DNR. Most of all, she's living a life Dodge knows could get her killed. One of these days she's going to get lost in the woods again, and his worst fear is that he won't be there to find her. When one of Echo's fellow researchers goes missing, Echo sets out to find her, despite a blizzard, a rogue grizzly haunting the woods, and the biting cold. Plus, there's more than just the regular dangers of the Alaskan forests stalking her . . . Will Dodge be able to find her in time? And if he does, is there still room for him in her heart? Sunrise is the first explosive volume in a new nail-biting series from USA Today bestselling author Susan May Warren.

What Every Law Student Really Needs to Know

An Introduction to the Study of Law Wolters Kluwer

This brief book is designed to prepare students for their first year of law school, thereby decreasing their anxiety and increasing their chances of achieving academic success. Also appropriate for non-J.D. students, including LLM students from foreign countries and graduate students outside law school. Features: Gives

student basic grounding in discrete non-legal topics that are important to the contemporary study of law Includes “Test Your Understanding” boxes to allow students to use what they are learning Friendly writing style Images and graphics help students remember material

Seek You

A Journey Through American Loneliness Pantheon

From the acclaimed author of *Imagine Wanting Only This*—a timely and moving meditation on isolation and longing, both as individuals and as a society There is a silent epidemic in America: loneliness. Shameful to talk about and often misunderstood, loneliness is everywhere, from the most major of metropolises to the smallest of towns. In *Seek You*, Kristen Radtke's wide-ranging exploration of our inner lives and public selves, Radtke digs into the ways in which we attempt to feel closer to one another, and the distance that remains. Through the lenses of gender and violence, technology and art, Radtke ushers us through a history of loneliness and longing, and shares what feels impossible to share. Ranging from the invention of the laugh-track to the rise of Instagram, the bootstrap-pulling cowboy to the brutal experiments of Harry Harlow, Radtke investigates why we engage with each other, and what we risk when we turn away. With her distinctive, emotionally-charged drawings and deeply empathetic prose, Kristen Radtke masterfully shines a light on some of our most vulnerable and sublime moments, and asks how we might keep the spaces between us from splitting entirely.

The Seven Principles for Making Marriage Work

A Practical Guide from the Country's Foremost Relationship Expert *Harmony*

NEW YORK TIMES BESTSELLER • Over a million copies sold! “An eminently practical guide to an emotionally intelligent—and long-lasting—marriage.”—Daniel Goleman, author of *Emotional Intelligence* *The Seven Principles for Making Marriage Work* has revolutionized the way we understand, repair, and strengthen marriages. John Gottman’s unprecedented study of couples over a period of years has allowed him to observe the habits that can make—and break—a marriage. Here is the culmination of that work: the seven principles that guide couples on a path toward a harmonious and long-lasting relationship. Straightforward yet profound, these principles teach partners new approaches for resolving conflicts, creating new common ground, and achieving greater levels of intimacy. Gottman offers strategies and resources to help couples collaborate more effectively to resolve any problem, whether dealing with issues related to sex, money, religion, work, family, or anything else. Packed with new exercises and the latest research out of the esteemed Gottman Institute, this revised edition of *The Seven Principles for Making Marriage Work* is the definitive guide for anyone who wants their relationship to attain its highest potential.

Beyond Reason

Using Emotions as You Negotiate *Penguin*

“Written in the same remarkable vein as *Getting to Yes*, this book

is a masterpiece.” —Dr. Steven R. Covey, author of *The 7 Habits of Highly Effective People* • Winner of the Outstanding Book Award for Excellence in Conflict Resolution from the International Institute for Conflict Prevention and Resolution • In *Getting to Yes*, renowned educator and negotiator Roger Fisher presented a universally applicable method for effectively negotiating personal and professional disputes. Building on his work as director of the Harvard Negotiation Project, Fisher now teams with Harvard psychologist Daniel Shapiro, an expert on the emotional dimension of negotiation and author of *Negotiating the Nonnegotiable: How to Resolve Your Most Emotionally Charged Conflicts*. In *Beyond Reason*, Fisher and Shapiro show readers how to use emotions to turn a disagreement—big or small, professional or personal—into an opportunity for mutual gain.

The Agile Culture

Leading through Trust and Ownership *Addison-Wesley Professional*

Build Agile Cultures That Unleash Passion, Innovation, and Performance What do you want? Delighted customers. How do you get them? By rapidly delivering innovative, exciting products and services your customers will love to use. How do you do this? By uniting talented people around shared ideas and purpose, trusting them, helping them take ownership, and getting out of their way. It sounds easy—but you know it isn’t. To make it happen, you must create an agile culture: one that’s open to change and can respond quickly to whatever your customers need and desire. *The Agile Culture* gives you proven models,

pragmatic tools, and handy worksheets for doing just that. Building on their experience helping hundreds of companies, three world-class experts help you align and unleash the talents of everyone in your organization. Step by step, you'll learn how to move toward a culture of trust, in which everyone knows, owns, and improves the results. You'll learn practical ways to refocus on differentiators and value, resurrect energy and innovation, deal more honestly with ambiguity and risk, and overcome resistance, no matter where it comes from. This text will help you go beyond buzzwords to transform the way you deliver software—so you can delight customers, colleagues, and executives. Coverage includes

- Creating cultures of trust and ownership, in which individuals, teams, and organizations can do amazing things
- Assessing where you stand, so you can move toward higher levels of performance, innovation, and motivation
- Leading as an enabler, not a controller
- Rebuilding trust where it's been lost—or building it where it never existed
- Clarifying quickly the design goals of any project, product, or process
- Using iteration to reduce risk and make commitments you can keep
- Managing uncooperative people (and processes)
- Selecting metrics that focus on business value, foster trust, and don't compromise ownership

Summary: Getting to Yes: Negotiating Agreement Without Giving In

The Art of Getting to YES

How Using Questions Correctly Inspires Action,

Agreement, and Connection with Anyone

You Can Negotiate Anything *Bantam*

Get the secrets of success in this bestseller that can change life for the better. Claiming that the world is a giant negotiating table, renowned negotiator Cohen teaches the art of negotiation with dozens of concrete examples.

Understanding by Design *ASCD*

Presents a multifaceted model of understanding, which is based on the premise that people can demonstrate understanding in a variety of ways.

The Case Study of Vanitas *Yen Press LLC*

Step once more into the imagination of Jun Mochizuki, creator of New York Times-bestselling PandoraHearts! A tale of vampires and curses set in a whimsical and dark steampunk Paris unfolds! On the streets, rumors abound of a clockwork grimoire said to sow curses among the vampires. Now, guided by the Book of Vanitas, the gears begun to turn, and the story of two men, Noe and Vanitas, takes shape...

Suicide

The Forever Decision : for Those Thinking about Suicide and for Those who Know, Love, Or Counsel Them *Crossroad Publishing Company*

This is a frank, compassionate book written to those who contemplate suicide as a way out of their situations. The author

issues an invitation to life, helping people accept the imperfections of their lives, and opening eyes to the possibilities of love.

You Mean I'm Not Lazy, Stupid or Crazy?!

The Classic Self-Help Book for Adults with Attention Deficit Disorder *Simon and Schuster*

An updated edition of the classic self-help book for people with Attention Deficit Disorder! With over a quarter million copies in print, *You Mean I'm Not Lazy, Stupid or Crazy?!* is one of the bestselling books on attention deficit disorder (ADD) ever written. There is a great deal of literature about children with ADD. But what do you do if you have ADD and aren't a child anymore? This indispensable reference—the first of its kind written for adults with ADD by adults with ADD—focuses on the experiences of adults, offering updated information, practical how-tos and moral support to help readers deal with ADD. It also explains the diagnostic process that distinguishes ADD symptoms from normal lapses in memory, lack of concentration or impulsive behavior. Here's what's new: -The new medications and their effectiveness -The effects of ADD on human sexuality -The differences between male and female ADD—including falling estrogen levels and its impact on cognitive function -The power of meditation -How to move forward with coaching And the book still includes advice about: -Achieving balance by analyzing one's strengths and weaknesses -Getting along in groups, at work and in intimate and family relationships—including how to decrease discord and chaos -Learning the mechanics and methods for getting

organized and improving memory -Seeking professional help, including therapy and medication

Negotiation Genius

How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond *Bantam*

Presents a comprehensive guide to the essential skills, strategies, techniques, and creative mindset of successful negotiation, drawing on the latest behavioral research and real-life case studies to explain how to prepare for and execute negotiations, from identifying opportunities to overcoming resistance and defusing hardball tactics. Reprint. 30,000 first printing.

How to Persuade and Influence People

Powerful Techniques to Get Your Own Way More Often *John Wiley & Sons*

Wouldn't it be great if you could always get people to see things your way? Now you can. You won't go far in business if you can't bring people round to your way of thinking. Some people find it easy; the rest of us just need a little help. *How to Persuade and Influence People* reveals some of the most powerful influencing and persuasion techniques known to man. This enhanced second edition contains new tools, new research, new case studies and plenty of practical exercises to help you: Find the perfect way to win people over Become an amazing negotiator Overcome objections Appreciate and understand the other person's standpoint Understand why people buy what they buy Ensure

people remember you and what you want Build long-term trust and credibility Philip Hesketh is a full-time international business speaker on the psychology of persuasion. Thousands of people have benefited from his advice. In this book, he maps out countless simple and memorable persuasion techniques that can be applied to a whole range of life's challenges. It's up to you to use them. How to Persuade and Influence People is a completely revised and updated edition of Life's a Game So Fix The Odds.

Leadership for the Common Good

Tackling Public Problems in a Shared-Power World *John Wiley & Sons*

When it was first published in 1992, the first edition of Leadership for the Common Good presented a revolutionary approach to community and organizational leadership in a shared-power world. Now, in this completely revised and updated edition, Barbara Crosby and John Bryson expand on their proven leadership model and offer new insights and guidance to leaders. This second edition is a practical resource for a new generation of leaders and aspiring leaders and includes success stories, challenges, and real-world experience.

How to Argue & Win Every Time

At Home, At Work, In Court, Everywhere, Everyday *Macmillan*

A noted attorney gives detailed instructions on winning arguments, emphasizing such points as learning to speak with

the body, avoiding being blinding by brilliance, and recognizing the power of words as a weapon. Reprint.

The Improv Mindset: Change Your Brain. Change Your Business. *Experienceyes*

Some content previously published as Brain Disruption by Bruce & Gail Montgomery. Looking for new ideas? Need your teams to perform at a higher level? Want a healthy corporate culture? Follow along with these two dynamic authors as they take you through The Improv Mindset, one of the most engaging and powerful methods for getting individuals, teams, and organizations to step up, engage, and solve problems. Steeped in the world of improv comedy, this no-nonsense guide provides a window into the neuroscience behind creativity and new ways of thinking. Filled with exercises and activities, you'll be able immediately apply the lessons in this book.

Guide to Roger Fisher's Getting to Yes *Createspace Independent Publishing Platform*

PLEASE NOTE: THIS IS A GUIDE TO THE ORIGINAL BOOK. Guide to Roger Fisher's & et al Getting to Yes Preview: Getting to Yes by Roger Fisher, William Ury, and Bruce Patton is a guide to using principled negotiation techniques, rather than positional bargaining that makes for less successful negotiations. Positional bargaining occurs when two people argue over a particular concession, usually reaching an arbitrary compromise. In those instances, the agreement usually does not address the interests of both negotiators. Principled negotiations find more creative, wise outcomes to conflicts... Inside this companion: -Overview of

the book -Important People -Key Insights -Analysis of Key Insights

Getting It Done

How to Lead When You're Not in Charge *Harper Collins*

Let's face it. In this chaotic world of teams, matrix management, and horizontal organizations, it's tougher than ever to get things done. How do you lead when you're not the one in charge? How can you be effective when joint action is needed? You need an edge in order to reach solutions and effectively work with others.

The Smart Nonprofit

Staying Human-Centered in An Automated World *Wiley*

A pragmatic framework for nonprofit digital transformation that embraces the human-centered nature of your organization In *The Smart Nonprofit: Staying Human-Centered in an Automated World*, a team of dedicated nonprofit thought leaders delivers a discussion of the information and tools nonprofit staffers and board members need to effectively use artificial intelligence without alienating the human stakeholders and donors on whom they rely. Each chapter of the book offers a narrative discussion of how AI affects a particular functional area in an organization that includes case studies and practical tips for the ethical use of AI. You'll discover explorations of: The steps you need to take to become a smart nonprofit and how to effectively lead a digitally transformed organization How to automate program delivery, fundraising, and the back office Likely future developments in AI for nonprofit work, including a more diverse field of programmers

and data scientists and data sovereignty Perfect for nonprofit leaders, board members, employees, managers, and founders, *The Smart Nonprofit* also belongs on the bookshelves of anyone interested in the intersection of leadership and technology.

Start with No

The Negotiating Tools that the Pros Don't Want You to Know *Currency*

Start with No offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years now, win-win has been the paradigm for business negotiation. But today, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. *Start with No* introduces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: * aren't interested in "yes"—they prefer "no" * never, ever rush to close, but always let the other side feel comfortable and secure * are never needy; they take advantage of the other party's neediness * create a "blank slate" to ensure they ask questions

and listen to the answers, to make sure they have no assumptions and expectations * always have a mission and purpose that guides their decisions * don't send so much as an e-mail without an agenda for what they want to accomplish * know the four "budgets" for themselves and for the other side: time, energy, money, and emotion * never waste time with people who don't really make the decision Start with No is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.

The Five Love Languages

In The 5 Love Languages, you will discover the secret that has transformed millions of relationships worldwide. Whether your relationship is flourishing or failing, Dr. Gary Chapman's proven approach to showing and receiving love will help you experience deeper and richer levels of intimacy with your partner starting today.

Amongst Our Weapons

The Brand New Rivers Of London Novel *Hachette UK*

PRE-ORDER THE HIGHLY-ANTICIPATED BRAND NEW NOVEL IN THE #1 BESTSELLING RIVERS OF LONDON NOW There is a world hidden underneath this great city... The London Silver Vaults - for well over a century, the largest collection of silver for sale in the world. It has more locks than the Bank of England and more cameras than a celebrity punch-up. Not somewhere you can

murder someone and vanish without a trace - only that's what happened. The disappearing act, the reports of a blinding flash of light and memory loss amongst the witnesses all make this a case for Detective Constable Peter Grant and the Special Assessment Unit. Alongside their boss DCI Thomas Nightingale, the SAU find themselves embroiled in a mystery that encompasses London's tangled history, foreign lands and, most terrifying of all, the North! And Peter must solve this case soon because back home his partner Beverley is expecting twins any day now. But what he doesn't know is that he's about to encounter something - and somebody - that nobody ever expects... Effortlessly original, endlessly inventive and hugely entertaining - step into the world of the much-loved, Number One bestselling Rivers of London series. * * * * * PRAISE FOR BEN AARONOVITCH & THE RIVERS OF LONDON SERIES: 'Highly entertaining' SUNDAY EXPRESS 'Charming, witty, exciting' THE INDEPENDENT 'Ben Aaronovitch has created a wonderful world full of mystery, magic and fantastic characters. I love being there more than the real London' NICK FROST 'As brilliant and funny as ever ... Masterfully crafted - gives the late, great Terry Pratchett a run for his money' THE SUN 'An incredibly fast-moving magical joyride for grown-ups' THE TIMES 'Funny and wildly inventive' MAIL ON SUNDAY Discover why this incredible series has sold over two million copies worldwide. If you're a fan of Terry Pratchett, you will love the imaginative, irreverent and all-round irresistible RIVERS OF LONDON books.

Dealmaking: The New Strategy of Negotiations W. W. Norton & Company

For years, academic thinking on negotiations and auctions has matured in different silos. Negotiation theory focused on deals between two parties, investigating psychological motivations and invoking ideas like 'best alternative to a negotiated agreement.' Auction theory, on the other hand, focused exclusively on situations where multiple bidders were involved and the highest bidder won. Harvard Business School professor Guhan Subramanian specializes in understanding how deals. As he studied deals in the news, observed deals as a participant and invited legendary dealmakers into his classroom, one commonality kept cropping up. Assets most often change hand not in a pure negotiation or a pure auction, but by a mechanism

that freely combines elements from both schools of thought. Negotiators are 'fighting on two fronts' across the table, but also on the same side of the table with known, unknown, or possible competitors. In *Negotiauctions*, Subramanian provides a lively tour of both negotiation and auction theory, following those summaries with an in-depth look at his hybrid theory that includes strategies that readers can use in real life situations. Along the way Subramanian employs multiple case studies, from studio negotiations over a new season of the TV show *Frasier* to his own experience purchasing a car. Classroom tested in one of the world's best business schools, *Negotiauctions* is an indispensable how-to guide for anyone involved in the sale of high-value assets.