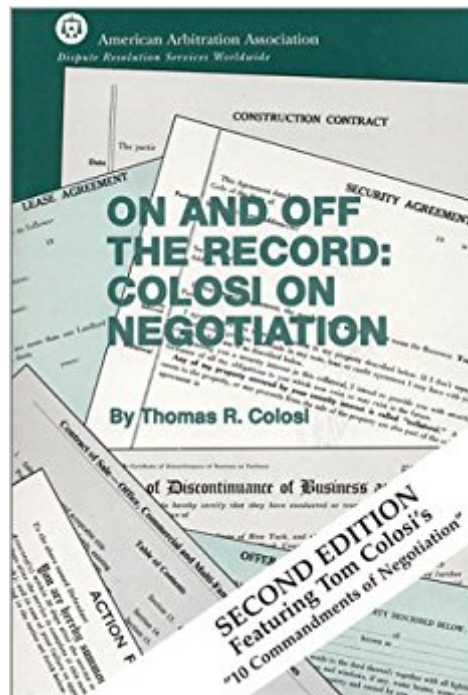




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On And Off The Record: Colosi On Negotiation, 2nd Edition



Synopsis

Do you know how to conduct an effective negotiation where you and the other party or parties get what you want? It's not simply by knowing how to influence people. It's by understanding the process, structure, and management of negotiation that you will negotiate more successfully. ON AND OFF THE RECORD: COLOSI ON NEGOTIATION clearly details how to identify, understand, and manage the many relationships and angles that come into play as part of the negotiation process. (And it also teaches you how to influence people!) This latest edition of the classic handbook on negotiation is revised and updated with new statistics and additional innovative sections. ON AND OFF THE RECORD will assist you not only in business situations but in personal ones as well.

Book Information

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Customer Reviews

Tom Colosi's book takes a pragmatic look at negotiation dynamics and strategies. While it parallels in content and conclusions academic works, this book is drawn primarily from years of first hand experience in a variety of negotiating environments. Colosi's presentation is nevertheless organized and straightforward: it's an instruction book. "On and Off the Record" can be read by novices, but its insights resonate particularly well with those with moderate to advanced negotiating experience. As a negotiation practitioner, I've read several books on theory, application, and strategies of negotiation. "On and Off the Record" is by far the best of them. Don't ignore the others: there is insight and value in most. But you'll find yourself returning time and time again to Colosi's text.

Great book had to read for class. Came on time and in excellent condition

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