

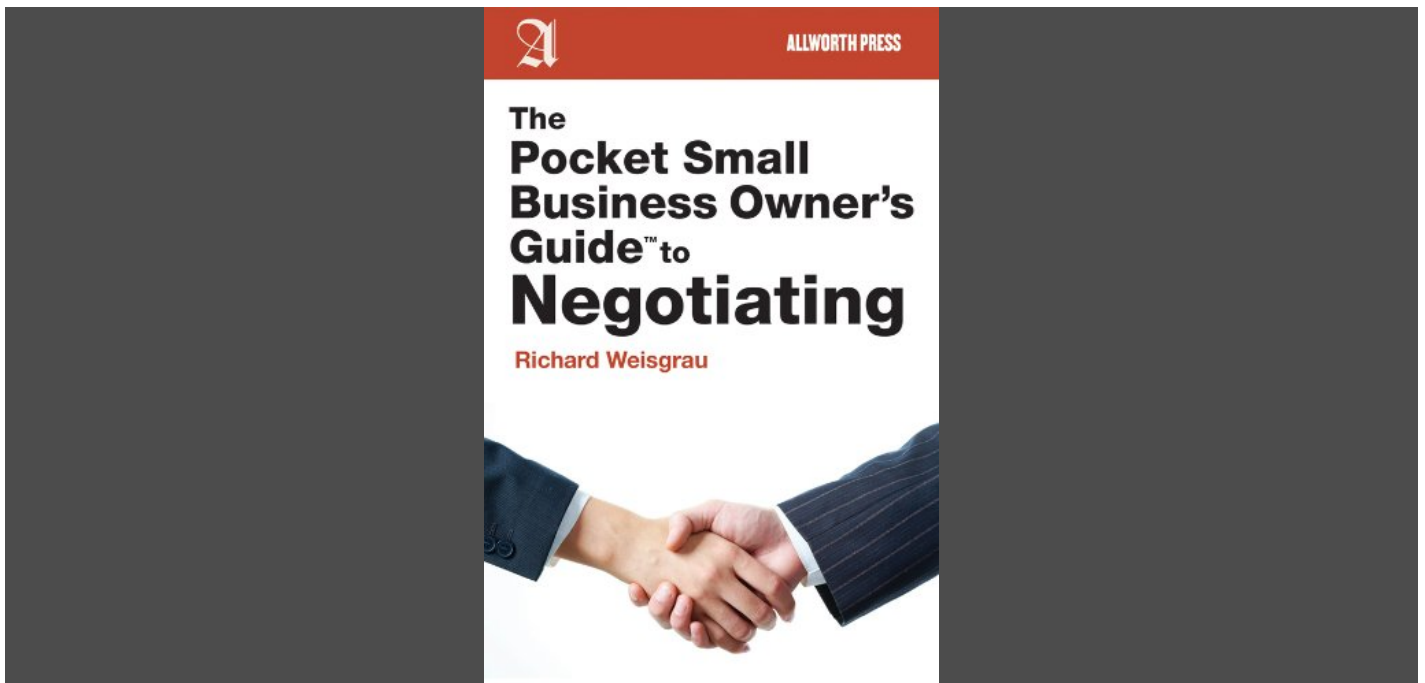
PDF | The Pocket Small Business
Owner's Guide to Negotiating
(Pocket Small Business Owner's
Guides)

by Richard Weisgrau



**WHO WANTS A
FREE BOOK?**

USA TODAY
Bestseller



ALLWORTH PRESS

The
**Pocket Small
Business Owner's
Guide™ to
Negotiating**

Richard Weisgrau

[Try Audible and Get Two Free Audiobooks](#)

Not confident with your negotiating skills? This book will cure you! A must-have for any small business owner, *The Pocket Small Business Owner's Guide to Negotiating* is full of helpful tips and strategies for getting what you want without alienating your clients and suppliers. You will learn to analyze your wants, needs, advantages, and disadvantages going in, maintain your resolve, and see the negotiation through to a successful end. Topics include position bargaining, contracts, purchases, conflict resolution, and more. Also included are sample negotiation scenarios to illustrate different approaches. Concisely, clearly, and engagingly written, this guide will empower you to reach your negotiation goals!



[Try Audible and Get Two Free Audiobooks](#)