

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

by Richard Weisgrau



ALLWORTH PRESS

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

Richard Weisgrau



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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!



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