



No: The Only Negotiating System You Need for Work and Home

Jim Camp

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iamKovy says

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Dustin Walker says

I enjoyed this book. It definitely puts a new perspective on the word "no" and has already helped improve my negotiation skills.

Indah Threez Lestari says

231 - 2013

Steve says

Like so many self help/business improvement books takes too long to say what could be said in a few pages. Horrible writing style!

Clarice says

Again a great book on negotiation. A quick read although I found his first book had useful stories that made understanding how he does what he does easier to understand. This book, may be more or less enjoyable based on your own bias.

His first book goes into more depth about many issues, that this book presents in a somewhat briefer form. This book was edited in a way to streamline it. Both are good...buy either and you will be quite pleased.

Sara says

short and sweet.

Oleg Paralyush says

It's one of the best insights into personal communication I've ever read about.

Mykyta Kuzmenko says

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Allisonperkel says

There may be a few gems of negotiating in here, but you'd be far better off reading Zig Zigler's book. The writing is horrid; repeating the same words and thoughts over and over again. What's worse, there is nothing new here! The basic philosophy is the same as any negotiation tactic. Actually, parts are worse. When he started talking about giving minimal information to everyone (he may have just meant don't share information unless it helps you in the negotiation) is a great way to bring distrust to certain situations. One size does not fit all and simplistic books with poorly presented concepts don't help.

I could not even come close to finishing this book. I skimmed the last hundred-ish pages. I can tell you that some of his charts also come right out of 90s era art of persuasion tomes too.

Finally, it's pretty obvious this book is written in a US centric world view. In today's global village, this simply is not going to cut it.

Ed Barks says

Jim Camp puts forth a terrific negotiating system, though he neglects to address how to proceed when the other party—as often happens—takes your “no” as a final stance. What do you do when they fail to understand the dance of negotiations?

Alexis says

Gets bogged down a bit with ideas like mission and agendas which seem to be the author's own idiosyncratic way of conceptualizing the world and which he doesn't really expand on enough for me to understand. This is without my having read the first book though. But I really like the premise enough just by itself. Think of "Getting to Yes" and then think of the opposite. The idea is that when both parties feel comfortable saying "no," you get real answers to questions--rather than everyone frequently saying "yes" and not meaning it or "maybe" which is just as bad--which ultimately gets both parties what they need.

Shayne says

Interesting read for a non sales person. Certainly gave me some things to think about.

Glenn Andrew says

"Is a win-win or a draw outcome acceptable to you? If you don't think so, then this book is for you. Jim Camp skillfully presents a different system of negotiation where, as Jim says, the negotiation begins with "No." Great reading and one I highly recommend."
