



The Truth About Negotiations

Leigh L. Thompson

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The Truth About Series offers in each book the collected and distilled knowledge on a topic and shows you how you can use this knowledge in your daily life. With an 'aha' on every page, information is presented in a clear and accessible style that the reader can easily reference. Written in short chapters, each book aims to cover an entire field of knowledge, cut to the gist of each subject in an entertaining way, and when necessary, pull the curtain back and pop the bubble of commonly held assumptions. Each Truth is a tool to make you more successful. Life is a negotiation. Negotiation, whether it's a job offer, contract discussion, decisions between colleagues or customers, is an elemental part of one's professional life. At home, we need to resolve differences with spouses and convince kids to do their homework. The Truth About Negotiations explains why great negotiators are taught (not born) and why your BATNA is key...

The Truth About Negotiations Details

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Author : Leigh L. Thompson

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From Reader Review The Truth About Negotiations for online ebook

Jameson Ranck says

Another great book about negotiations. The format is several bite-sized "Truths" as they are called, each ranging around 5-15 pages that highlight a different aspect of negotiations. Again, this focuses on interest-based negotiations and ways to ensure that each party goes away with the best experience and result as possible. It's short so I recommend it to anyone that hasn't read it so far, as it would help with anything from asking for a raise to engaging in discussions about differences of opinion with a partner.

Collette says

Very easy read with palatable tips to consider when negotiating. Since reading this book and taking my MBA Negotiations class, I find that I view transactions through a different lens. I look for more win-win situations and I am more willing to speak up.

Robert says

53 chapters go pretty quick when they're 2-3 pages each.

The title is a bit presumptuous, and some of the "truths" were better than others, but overall some good advice for negotiating.

Parcoast says

Yes, this is a quick read, but unless you have done other reading on the topic of negotiation, I think this is a great introduction to the subject. I have been able to put a number of these principles into action, and feel like I have gotten better results, so it meets the initial smell test.

Were all of the "truths" useful? Not for me. Maybe I don't get all of the final points yet, or maybe I just don't understand how to apply them. At the same time, I don't think I have read yet that is 100% applicable, or that I even agree with 100%, so that doesn't take away from this one that much.

Jonathon M Woloshuk says

Great fast read!

It is a quick read on negotiations. However, I read it as part of a class. It does not go into great detail.

Brandon says

Good introduction to the art of negotiations. There were times when I wanted more details on how to follow the advice, but the references proved to be a great place to go for more information.

Greg Danklef says

Easy read and great takeaways. I don't think this could be your only book on negotiation because it doesn't go into enough detail, but it is a solid companion to existing knowledge.

Fabian Santana says

The -blatantly obvious- truth about negotiations.

I'll spend as little time on this review as not to bore you anymore with it: Pretty useless beating around the bush for a couple hundred pages, then it goes downhill.

Volkan says

This was the first book I read about negotiations. It starts off with very tactical advice about negotiating. It defines terminology such as "winner's regret" and "BATNA" that are extremely helpful to anyone who tries to buy anything in a market setting, which is practically everyone. Towards the end, it loses steam a bit when it wades into cognitive psychology -- which is relevant but it's better covered elsewhere. All in all, pretty good book.

Luigi says

Much better than the cover suggests, well written, easy to follow and usable as a resource. It doesn't go into great depth, which is possibly a good thing, but there is something in it for everyone who negotiates and as Leigh points out, there are negotiations in every aspect of our lives from who gets to use the bathroom first, to getting a good deal on a TV, buying a house, who goes to the wedding and getting your next job. Ultimately combine some smarts with truth and integrity and you can't go far wrong.

David says

a slightly 2-hr reading on how to proceed to implement a sequential negotiation technique...very sequential as a point to maintain both's platform not to be deviated, ultimately to achieve a possible win/win scenario..other scenarios are also provided...alright to read..

Adam says

This book, by Kellogg Professor Leigh Thompson presents a quick, concise handbook of 53 negotiation tips. The tips themselves vary from common sense, to "academically" interesting, to valuable reminders. For what it is, (a handbook on negotiation) the book served it's purpose and did so quickly and concisely. My only complaint would be that the physical book should be about 1/2 the number of pages; it is formatted to make it appear more voluminous than it in fact is. That said, I appreciated the concise, direct writing in the book.

Katie Whichard says

I read this book in its second edition. Although not entirely scientific, I think it offers pragmatic advice for negotiations and I will keep it close on my shelf for quick reference. I would recommend this book to my friends in sales and government.

Lei Ding says

This is a dense summary of research-based negotiation insights.
(Not recommended as the main source to learn about negotiation)

M. Nasiri says

The Truth About 53 series on negotiation.

Well written negotiation books using 53 truth to manage negotiation challenges in business and other environment. To sum up, everything you need to know to enhance your negotiation skills.

What I found interesting in this book about win-win negotiations:

"You have not what you deserve, you have what you negotiate"

ZOPA: "The Zone Of Possible Agreement" , In a business negotiation, two polar-opposite errors are common: reaching agreement when it wouldn't be wise to do so, and walking away from a mutually beneficial outcome. How can you avoid these pitfalls? Through careful preparation that includes an analysis of the zone of possible agreement, or ZOPA in business negotiations.

BANTA: "Best Alternative to a Negotiated Agreement", we sometimes reach agreement even though a significantly better deal is available to us elsewhere.

So, identify your ZOPA and BANTA

Negotiation Styles:

