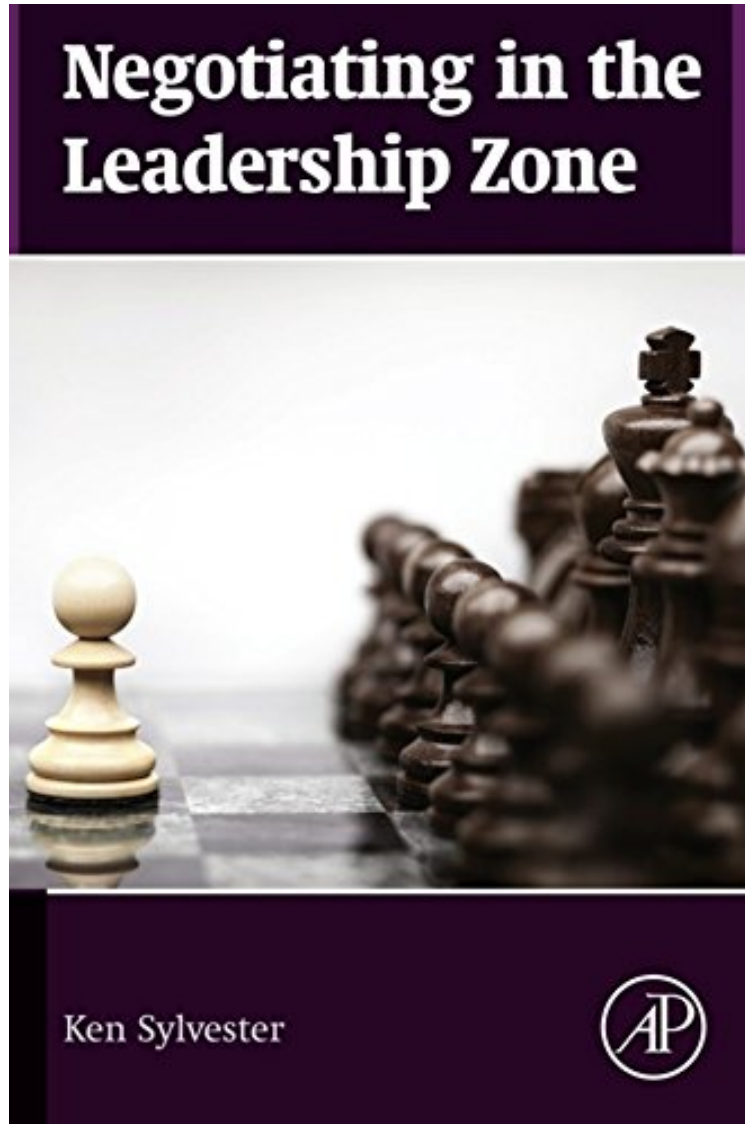


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Negotiating in the Leadership Zone

Ken Sylvester

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executives, managers, and negotiators. I will say that this book covers significantly more than just negotiations. It's not an easy read, but it definitely worth it. 0 of 0 people found the following review helpful. A must read! By Katie This book will change not only the way YOU think, but also the way you think about other people's thinking. It is a must have for all health professionals. You may not understand how negotiation fits into your occupation, but Dr. Sylvester does a great job of presenting the concepts in a way that allows you to figure out how it fits into what you do along the way. 1 of 1 people found the following review helpful. The Questioning Strategies chapter was excellent! It's clear. By Ronald This should be the "go to" book for every executive or aspiring executive who wishes to understand the negotiation process. The Questioning Strategies chapter was excellent! It's clear, understandable and practical.

Negotiating in the Leadership Zone expertly addresses the question: How do leaders become better negotiators? Much has been written about leadership, and negotiating skills have long been the subject of academics and business consultants. This book successfully brings negotiation and leadership together for the first time, building separate insights about them into practical, applied lessons and tools that can be used immediately. Leaders will find unique cases, examples, and insights for high-stakes and routine negotiations alike. Mixing a readable, non-jargon approach with real-world stories and wide applicability, the author's use of 50+ years of experience as a business owner, negotiation consultant, and teacher to convey the fundamental logic and strategies underlying negotiations. The results are more than convincing. Draws upon 50+ years of the authors' relevant experience to teach leaders the logic and strategy behind successful negotiations. Connects research and principles to actual events via short vignettes and extended case studies. Features website tools, tips, stories, and video lessons on effective negotiating. Encourages the leader in every reader.

"Negotiation in the Leadership Zone is an essential tool for any organizational leader, whether you are a new manager eager to develop and broaden your business skills, or an experienced executive. To induce people to follow your lead, you must be a good negotiator. The five attributes of Leader-Negotiator that Sylvester so insightfully presents are something every manager must possess." --Gordana Dobrijevi, Univerzitet Singidunum

From the Back Cover How do leaders become better negotiators? Much has been written about leadership, and negotiating skills have long been the subject of academics and business consultants. This book brings negotiation and leadership together for the first time, building separate insights about them into practical, applied lessons and tools that can be used immediately. Leaders will find unique cases, examples, and insights for high-stakes and routine negotiations alike. Mixing a readable, non-jargon approach with real-world stories and wide applicability, the author's use of 50+ years of experience as a business owner, negotiation consultant, and teacher to convey the fundamental logic and strategies underlying negotiations. The results are more than convincing.

About the Author Dr. Sylvester has more than 40+ years of experience as a leadership and management consultant and professional negotiator in the areas of business, production, law, education, government, and the non-profit sector. He has consulted and negotiated for organizations such as Microsoft, Google, the National Basketball Association (NBA), the National Football League (NFL), Boeing, the National Collegiate Athletic Association (NCAA), the U.S. Attorney's Office, Nike, Mercy Corps, Coca-Cola, Edison Electric, Samsung, various government agencies, and others. While President of Organization Strategy Institute, Inc., from 1988 - 2013, he worked with several international businesses - including those in Canada, France, Germany, Britain, Wales, Belgium, Ireland, Scotland, Austria, Italy, Greece, Hungary, Poland, Czech Republic, Russia, Beijing, Shanghai, Hong Kong, Japan, South Korea, Taiwan, Argentina, Brazil, Columbia, Peru, Venezuela, Ecuador, Philippines, Australia, New Zealand, and Mexico. Dr. Sylvester educational background includes a Doctorate in Leadership and Management, Seattle University; Master of Science in Organizational Systems and Management, Pacific Lutheran University; Executive degree, Operational Management and Production, Stanford University; Bachelor of Science in Health and Education, Pacific University.