



Negotiating Skills for Virgins

Bob Etherington

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Following on from the success of his first two books (Presentation Skills for Quivering Wrecks and Cold Calling for Chickens, 2007), Bob Etherington provides another quick-read instructional book, this time packed with anecdotes and advice for all those people who are generally terrible at negotiating and would like to do it better! Based on several years of practical and successful negotiating around the world, the approach adopted by the author in this book will help anyone (with little or no experience or confidence in negotiation) seal deals on favourable terms. Written in Bob Etherington's distinctive style (a combination of highly practical advice told in an entertaining fashion), Negotiating Skills for Virgins is all you need to ensure you don't lose out in your next negotiation.

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