



# The Negotiation Coach (Teach Yourself)

*Peter Fleming*

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## **The Negotiation Coach (Teach Yourself)** Peter Fleming

For anyone who wants to think more deeply about how they negotiate, to get better results, this book will help you to have new skills and knowledge, and be fully ready to use it in a specific negotiation

With a combination of practical tried-and-tested advice, and unique interactive exercises done in your own time, at your own pace, this book will help you achieve your goals.

By the end of this book you will have be ready to lead at a higher level:

- Understand your negotiating style
- Develop your weaknesses into strengths
- Develop plans for key specific negotiations
- Focus on results, not effort
- Make a positive impact on your business

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