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# The Negotiation Steve Gates

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Steve Gates is founder and CEO of The Gap Partnership, the world's leading negotiation consultancy. Since 1997 Steve has consulted with and supported global corporations from all business sectors facing the challenge of optimizing value from their many and varied negotiations. His interest in commerce, capitalism, and psychology continues to inspire his innovative flair and passion for greater insights into the art and science of negotiation.

**The Negotiation Book  
(Audiobook) by Steve Gates |  
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As Gates says, the “gift of the gab” is associated with the salesperson who has an enthusiastic answer for everything; negotiation is not. A skilled negotiator uses silence as well as talk.

Steve Gates, a negotiation

consultant, takes a balanced approach – exemplified in his conceptual tool, “ the negotiation clock face ” – that makes this manual valuable for negotiators with a wide range of skills and approaches. Gates is refreshingly honest.

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Steve Gates is the founder and CEO of The Gap Partnership, the world ' s leading negotiation

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consultancy. Founded in 1997, the company now has office worldwide. Steve and his team of negotiation consultants have advised and developed some of the world ' s leading organizations with their most difficult negotiations,...

The Negotiation Book : Steve Gates : 9781119155461

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We are delighted to announce that “ The Negotiation Book ” by The Gap Partnership ' s CEO Steve Gates has been shortlisted for this year ' s Management Book of the Year award by the Chartered Management Institute (CMI) and the British Library. Chapter 2 The Negotiation Clock Face - The Negotiation

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The review on “ The Negotiation Book: Your Definitive Guide to Successful Negotiating ” by Steve Gates. The book purpose: to provide you with the best manual has been ever written for gaining more value during every negotiation you involve in.

The Negotiation Book Free Summary by Steve Gates

In his ‘ The Negotiation Book ’ , Steve Gates takes us through every aspect of the skill negotiating. Full of experience, examples, and theories. This book was £ 12.99 and about 205 pages. It contains around 70,000 words which would take the average reader about 5.8 hours to read, with 60% comprehension.

Book Review: ‘ The Negotiation Book’ by Steve Gates ...

Drawing on his own practical experience in negotiating with some of the world ' s largest

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corporations, the author, Steve Gates, helps readers to understand the psychology, tactics and behaviours of negotiation.

The Negotiation Book: Your Definitive Guide to Successful

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Steve Gates, founder and CEO of The Gap Partnership, the world's leading negotiation consultants, helps you to understand the dynamics and strategies of commercial negotiation, and tap into the psychology, tactics and behaviors that will give you the advantage in any negotiation situation.

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