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Beyond Dealmaking: Five Steps to Negotiating Profitable Relationships

By Melanie Billings-Yun

John Wiley and Sons Ltd. Hardback. Book Condition: new. BRAND NEW, Beyond Dealmaking: Five Steps to Negotiating Profitable Relationships, Melanie Billings-Yun, Praise for Beyond Dealmaking "Every potential rainmaker and savvy competitor needs Melanie Billings-Yun's GRASP method for negotiation. You'll never have to search for leads again. I highly recommend this book." - Jeffrey J. Fox, author, How to Be a Rainmaker, Rain, and How to Be a Fierce Competitor "Stepping back from the details of the deal, Beyond Dealmaking focuses on the bigger picture - engaging people to work together in an authentic way to resolve issues. Dr. Billings-Yun's accessible approach offers negotiators more than merely how to 'get to yes' but, more importantly, how to stay there." - Carol Frohlinger, coauthor, Her Place at the Table: A Woman's Guide to Negotiating Five Key Challenges to Leadership Success, and co-founder of Negotiating Women, Inc. "The concepts advocated in Beyond Dealmaking are spot on, particularly for global negotiations and joint ventures such as ones I routinely dealt with in mergers and acquisitions. Attention to productive relationships is one element that consistently crosses cultures and geographies. Dr. Billings-Yun captures the essence of a complicated topic concisely, with concrete examples that bring it...



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