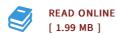




## Beyond Dealmaking: Five Steps to Negotiating Profitable Relationships

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...



## Reviews

It becomes an awesome publication that I actually have actually read. It really is writter in simple terms and not difficult to understand. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Talia Cormier

This pdf can be worth a read through, and a lot better than other. I really could comprehended everything using this written e book. I am just pleased to explain how this is actually the very best book i have read through in my individual lifestyle and can be he very best publication for actually.

-- Jaclyn Price