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# BEYOND DEALMAKING



five steps to negotiating  
**PROFITABLE RELATIONSHIPS**

MELANIE BILLINGS-YUN

# Beyond Dealmaking Five Steps To Negotiating Profitable Relationships

**LTL (Leader to Leader)**



## **Beyond Dealmaking Five Steps To Negotiating Profitable Relationships:**

Beyond Dealmaking Melanie Billings-Yun,2009-12-09 Getting to yes is not the same as getting results In Beyond Dealmaking international negotiation expert and mediator Melanie Billings Yun shows that the key to winning unbeatable long term results in today s complex economic landscape is to negotiate solid long term relationships Traditionally negotiation has been approached as an isolated activity separate from the business relationship But those who focus only on getting the deal closed often find their victory doesn t translate into sustainable profits Any deal is as fragile as the paper it s written on Countless disputes arise and deals easily collapse when the negotiation process leaves one party unhappy feeling forced into unfair terms or even disgruntled at a change in circumstances In five clear steps Billings Yun takes the pain and fear out of negotiation with her proven GRASP method showing how to Understand the Goals of all parties beyond the immediate deal Develop Routes to maximize mutual benefit and promote synergy among the parties Build openness trust and common understanding through valid Arguments Benchmark Substitutes to keep relationships from growing stale or one sided Increase your Persuasion through empathetic communication and genuine care Filled with real life examples of negotiations that have gone right and wrong this groundbreaking book shows how fairness honesty empathy flexibility and mutual problem solving lead to sustainable success By following the powerful five step GRASP negotiation process anyone can learn to negotiate in a way that is positive exciting and rewarding Most importantly they will learn that the greatest victories come not through fighting battles but through building alliances

Beyond Dealmaking Melanie Billings-Yun,2010-01-26 Getting to yes is not the same as getting results In Beyond Dealmaking international negotiation expert and mediator Melanie Billings Yun shows that the key to winning unbeatable long term results in today s complex economic landscape is to negotiate solid long term relationships Traditionally negotiation has been approached as an isolated activity separate from the business relationship But those who focus only on getting the deal closed often find their victory doesn t translate into sustainable profits Any deal is as fragile as the paper it s written on Countless disputes arise and deals easily collapse when the negotiation process leaves one party unhappy feeling forced into unfair terms or even disgruntled at a change in circumstances In five clear steps Billings Yun takes the pain and fear out of negotiation with her proven GRASP method showing how to Understand the Goals of all parties beyond the immediate deal Develop Routes to maximize mutual benefit and promote synergy among the parties Build openness trust and common understanding through valid Arguments Benchmark Substitutes to keep relationships from growing stale or one sided Increase your Persuasion through empathetic communication and genuine care Filled with real life examples of negotiations that have gone right and wrong this groundbreaking book shows how fairness honesty empathy flexibility and mutual problem solving lead to sustainable success By following the powerful five step GRASP negotiation process anyone can learn to negotiate in a way that is positive exciting and rewarding Most importantly they will learn that the greatest victories come not through fighting battles but through

building alliances      **Leader to Leader (LTL), Volume 59, Winter 2011** LTL (Leader to Leader), 2010-12-28      **Leader to Leader (LTL), Volume 57, Summer 2010**, 2010-07-06 Get insightful articles on leadership management and strategy written by today's leaders with this award winning journal Brought to you by the Frances Hesselbein Leadership Institute Leader to Leader brings together a peerless selection of world class executives best selling management authors top consultants and respected social thinkers Leader to Leader poses provocative questions that challenge your leadership assumptions and provides compelling evidence powerful enough to change your leadership thinking while offering thoughtful analysis of complex leadership issues      *Nice Girls Just Don't Get It* Lois P. Frankel, Carol M. Frohlinger, 2011-04-27 Offering indispensable strategies and tactics for how to become happier and more successful in every aspect of your life By the time you've finished reading this book you'll be transformed from a nice girl to a winning woman forever Have you ever felt invisible Taken advantage of Reluctant or unable to articulate what you really want If so join the club The nice girls club Nice girls are those who behave the way others want them to sacrificing their own needs Winning women on the other hand aren't afraid to stand up to difficult people set appropriate boundaries and consider their own needs as well as the needs of others Which would you rather be In 2004 Lois P Frankel's bestselling book *Nice Girls Don't Get the Corner Office* blew the lid off our long held ideas about gender and success Now Lois has teamed up with negotiation expert Carol Frohlinger to take this advice beyond the boundaries of the workplace and provide a broader set of knowledge and skills that any woman can use with anyone anywhere at any time By the time you've finished reading *Nice Girls Just Don't Get It* you'll have learned how to Get your family to do their share of the housework Send back a meal that isn't prepared the way you ordered it Politely decline when asked to do an unreasonably large favour Confront a colleague who is shirking responsibility or taking credit for your work And much more      **Nice girls don't get what they deserve** Lois P. Frankel, Carol M. Frohlinger, 2025-05-07 Het nieuwe boek van de auteur van de carrièrerebestseller *Nice girls don't get the corner office* vol bruikbare tips over hoe je zowel op je werk als daarbuiten kunt krijgen wat je verdient Ontdek onder andere hoe je je kunt ontworstelen aan een verstikkende omgeving verwachtingen los kunt laten en relaties op kunt bouwen die voor jou werken Hoe zou je leven eruitzien als je zou stoppen met ja zeggen als je nee bedoelt Als je je minder onzichtbaar zou voelen Er zeker van zou zijn dat je ideeën ertoe doen En je de verwachtingen van anderen zou kunnen loslaten Veel vrouwen zitten vast in culturele stereotypen die ze ervan weerhouden hun stem te laten horen hun behoeften te vervullen en het leven te leiden dat ze willen In *Nice girls don't get what they deserve* vind je praktische adviezen om het respect te krijgen dat je verdient het succes dat je toekomt en het leven dat je wilt Verander jouw innerlijke nice girl in een sterke vrouw die voor zichzelf opkomt respect afdwingt haar grenzen aangeeft gezonde relaties opbouwt en als resultaat gelukkiger en succesvoller is op elk gebied van haar leven Over de boeken van Lois P Frankel De lessen uit *Nice girls don't get the corner office* zijn onverminderd relevant Eva Jinek Lieve meisjes komen niet ver Stop dus met ploeteren met aardig en behulpzaam zijn En hou eens op je zo vaak te

verontschuldigen En nooit huilen op je werk Maar daar is met dit handboek straks ook geen enkele reden meer voor Trouw Frankel maakt korte metten met behaagzucht conflictvermijndend gedrag en over je heen laten lopen Happinez

*Interactions Between State and Non-state Actors in Resource Governance* Sary Mom, 2018 Sary Mom takes a deep and methodical look at the inner workings of Community Protected Areas in Cambodia Through careful analysis of the local dynamics of the people living in the Toul Korki commune in the Peam Krasaop Wildlife Sanctuary Sary Mom astutely assesses why some Community Protected Areas succeed while others fail to live up to their promises Her insightful observations and recommendations offer hope that mangrove conservation can indeed coexist with secure and sustainable local livelihoods

Page 4 of cover **Negociación internacional. enfoque estratégico** Luis Alfonso Gómez Domínguez, 2016-07-25 La preparaci n de los profesionales del siglo XXI como sujetos propositivos al participar en negociaciones de transacciones nacionales e internacionales es precisamente la finalidad de este escrito de tal manera que cuenten con las pautas claves desde el punto de vista de conveniencia del negocio que se vaya a celebrar para asegurar que la transacci n acordada est blindada contra cualquier inconveniente que luego pueda afectar las relaciones entre las empresas o las ganancias proyectadas En la b squeda de mejores tratos con personas de otros pa ses el factor cultural cumple un papel preponderante raz n por la cual se encuentra presente a lo largo del texto Negociación internacional Luis Alfonso Gómez

Domínguez, 2016-04-01 La preparaci n de los profesionales del siglo XXI como sujetos propositivos al participar en negociaciones de transacciones nacionales e internacionales es precisamente la finalidad de este escrito de tal manera que cuenten con las pautas claves desde el punto de vista de conveniencia del negocio que se vaya a celebrar para asegurar que la transacci n acordada est blindada contra cualquier inconveniente que luego pueda afectar las relaciones entre las empresas o las ganancias proyectadas En la b squeda de mejores tratos con personas de otros pa ses el factor cultural cumple un papel preponderante raz n por la cual se encuentra presente a lo largo del texto **Negotiating Life J.**

Salacuse, 2013-09-04 A complement to the successful *The Global Negotiator Making Managing and Mending Deals Around the World in the Twenty First Century* Palgrave 2003 Salacuse s new work is a comprehensive and easy to understand look at negotiation in everyday life Drawing from his extensive experience around the world Salacuse applies such large scale examples as the Arab Israeli conflicts or those in Berlin and shows us how to use such strategies in our own lives from family and home life to business and the workplace even to our own thoughts as we negotiate compromises and agreement with ourselves Arguing that life is really a series of negotiations deal making and diplomacy Salacuse gives readers the tools to make the most of any situation *Communication Beyond Boundaries* Payal Mehra, 2014-07-01 This handy book on intercultural communication is ideal for the busy executive frequent international business traveler expatriate and student of international business communication It offers insights into the finer nuances of intercultural communication and assists in decision making problem solving and adjusting to other cultures Lucid and practical in its approach the book is replete with

numerous examples that illustrate business beyond boundaries It goes beyond a mere laundry list approach to one that enumerates the underlying phenomena that characterize international meetings presentations and negotiations It offers a unique South Asian perspective on cross cultural communication and is a must read for those preparing to sign international deals in the near future Beyond Dealmaking , The Wiley Blackwell Handbook of Judgment and Decision Making, 2 Volume Set Gideon Keren, George Wu, 2016-02-16 A comprehensive up to date examination of the most important theory concepts methodological approaches and applications in the burgeoning field of judgment and decision making JDM Emphasizes the growth of JDM applications with chapters devoted to medical decision making decision making and the law consumer behavior and more Addresses controversial topics from multiple perspectives such as choice from description versus choice from experience and contrasts between empirical methodologies employed in behavioral economics and psychology Brings together a multi disciplinary group of contributors from across the social sciences including psychology economics marketing finance public policy sociology and philosophy 2 Volumes **New York Magazine** , 1993-09-06 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and quickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine s consistent mission has been to reflect back to its audience the energy and excitement of the city itself while celebrating New York as both a place and an idea **Forthcoming Books** Rose Army, 1990 *Negotiation Excellence* Michael Benoliel, 2011 Nearly 300 years ago Francois de Callieres a French diplomat famously observed that the fate of the greatest states depends on the quality of their negotiators His observation appears to have stood the test of time as the fate of modern organizations in today s increasingly competitive global economy still depends largely on the skill and conduct of its negotiators To illustrate the critical role of skilled negotiators one has to look no further than at the dismal record of recent high profile mergers and acquisitions In numerous deals deal makers have wiped out significant value off their market capitalization through failures in the deal making process In contrast successful serial deal makers have long recognized the value of negotiation and invested in building individual and institutional negotiation capabilities *Negotiation Excellence Successful Deal Making* was written by the leading negotiation experts from top rated universities in the USA and in Asia and its objective is to introduce the readers to the theory and the best practices of effective negotiation The book includes chapters ranging from preparing and planning well for successful negotiations building relationships and establishing trust between negotiators negotiating creatively to create mutual value and win win understanding and dealing with negotiators from different cultures to managing ethical dilemmas In addition to emphasizing the link between theory and practice *Negotiation Excellence Successful Deal Making* includes deal examples such as Renault Nissan alliance mega merger between Arcelor and Mittal Steel Kraft Foods acquisition of Cadbury PLC Walt Disney Company negotiation with the Hong Kong government and Komatsu a Japanese firm negotiation with Dresser an American firm

**The Negotiation Workbook** Jacqueline Twillie, 2020-05-25 Don't Leave Money on The Table workbook is the companion to the best selling book Don't Leave Money on The Table Negotiation Strategies for Women Leaders in Male Dominated Industries Inside the workbook are the 5 proven steps to develop a winning negotiation strategy LATTE The LATTE framework was created by Jacqueline Twillie after successfully coaching women to negotiate over 500K in salary and benefits packages This proven strategy lays the easy to use formula out for any women who is about to enter a negotiation The five steps in the LATTE method are Look at the details Anticipate the challenges Think about the walk away point Talk it through Evaluate options This negotiation workbook is a guide that provides concepts to establish best practices in achieving success in negotiations no matter how big or small Who will benefit from this collection of strategies Women who work in traditionally male dominated industries As well as negotiators sales organizations and sales professionals business owners job seekers and anyone involved in negotiating and dealmaking Buy this guide study it and keep it with you There are many compelling techniques that you'll never remember them all Once you become familiar with Twillie's easy to understand negotiation strategies you'll never negotiate without this workbook again Quantum Negotiation Karen S. Walch, Stephan M. Mardyks, Joerg Schmitz, 2017-12-11 Master the art of getting what you need with a more collaborative approach to negotiation Quantum Negotiation is a handbook for getting what you need using a mindset and behaviors based on a refreshingly expansive perspective on negotiation Rather than viewing every negotiation as an antagonistic and combative relationship this book shows you how to move beyond the traditional pseudo win win to construct a deal in which all parties get what they need By exploring who we are as negotiators in the context of social conditioning this model examines the cognitive psychological social physical and spiritual aspects of negotiation to help you produce more sustainable prosperous and satisfying agreements We often think of negotiation as taking place in a boardroom a car dealership or any other contract centered situation in reality we are negotiating every time we ask for something we need or want Building more robust negotiation behaviors that resonate beyond the boardroom requires a deep engagement with others and a clear mindset of interdependence This book helps you shift your perspective and build these important skills through a journey of discovery reflection and action Rethink your assumptions about negotiations your self perception your counterpart and the overall relationship Adopt new tools that clarify what you want why you need it and how your counterpart can also get what they want and need Challenge fundamental world views related to negotiation and shift from adversarial to engaging and satisfying Understand the unseen forces at work in any negotiation and prevent them from derailing your success In the interest of creating an environment that elevates everyone's participation and assists them in reaching their full potential Quantum Negotiation addresses the reality of hardball and coercion with a focus on engaging the human spirit to create new opportunities and resources Negotiate Successfully Bloomsbury Publishing, 2022-10-27 A clear explanation of the art of negotiation with practical advice on how to prepare how to keep cool under pressure and how body language can be used to

your advantage All of us negotiate every day in different ways whether that s in a work setting using professional partners or even at home But for many people it s a nerve wracking experience that leaves them feeling awkward tongue tied and at a disadvantage This book will explain the dynamics of a successful negotiation allowing you to understand the full process and apply the guidance to your own situations It will help you to build your confidence and allow you to find the results that are right for you with practical advice on the basic principles of negotiation how to prepare how to keep cool under pressure and how to understand and use body language to achieve your goals Negotiate Successfully contains a quiz to assess strengths and weaknesses step by step guidance and action points top tips to bear in mind for the future common mistakes and advice on how to avoid them as well as summaries of the key points *Beyond Wins* Mala Subramaniam, 2020-03-17 A compelling guide to success in negotiations using Eastern wisdom for Western business It steers you away from immediate gains and shows you how to achieve business results and relationships that last Do you feel the pain of dealing with the same customers vendors employees and bosses every day to get your job done If so you may not be aware that your career depends on how well you negotiate in these situations If this thought stresses you out it s because you are programmed to think that each negotiation ends when one side wins This view is flat out wrong Experience the new mindset for success in *Beyond Wins* Mala Subramaniam who negotiated for twenty years in global companies to achieve transformational projects and taught negotiations for ten years reveals *The Chakra of Negotiation Principles* a wheel with eight principles for success *The Communications Signal* a method for understanding business problems The seven behaviors that will set you up for success The cultural differences that derail your negotiations

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