



Everything is Negotiable: 4th Edition

Gavin Kennedy

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Whether you need to ask for a raise at work, request a better hotel room while you're on holiday, or even debate with your stubborn teenager at home, you can learn effective and powerful negotiation skills to help you get the best deal every time.

In this fully revised and updated fourth edition of the worldwide success *Everything is Negotiable*, expert negotiator Gavin Kennedy walks you through all the techniques and tricks you need to get the best deal in any situation. With chapters on such subjects as making your offer count, dealing with intimidation and getting it in writing, as well as self-assessment tests to help chart your progress, *Everything is Negotiable* is a one-stop shop for anyone who wants to improve their negotiation skills. Superbly practical and insightful, this essential guide will make sure you come out top in any negotiation.

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