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The Truth About Negotiations

Leigh L. Thompson



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"The 53 Truths provide incredible insight into the art and science of negotiating. This is a must read for sales professionals but is equally beneficial to all who wish to be better negotiators." -CHRIS WEBER, Vice President, West Region Enterprise, Microsoft Corporation

"Negotiation skills can and must be learned. In her new book, Leigh provides the framework. A must read for negotiators at all levels of ability."

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"A superbly presented summary of practical tools and techniques for negotiating in all types of situations, and creating win-win solutions that result in enduring business relationships. Provides substantiated evidence of what works successfully–and pitfalls to avoid–in the game of negotiation." –RUSSELL D'SOUZA, International Credit Manager, Hallmark Cards, Inc.

You can learn to be a world-class negotiator and get what you want!

- The truth about how to prepare within one hour
- The truth about negotiating with friends, colleagues, and spouses
- The truth about the win-win litmus test

This book reveals 53 PROVEN NEGOTIATION PRINCIPLES and bite-size, easy-to-use techniques that work.

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