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Diamond's Getting More model of negotiation focuses on finding and valuing the perceptions and emotions of others, rather than using the traditional tactics of power, logic, and leverage. The subject of his award-winning course at UPenn, the model is also the basis for his third book, Getting More, in which Diamond proposes a new model of human interaction.

~~Getting More: How to Negotiate to Achieve Your Goals in ...~~

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Getting More is a summary of the negotiation strategies Pulitzer prize-winning reporter and negotiation teacher Stuart Diamond has honed over the years around the world. In the book, which is based...

~~Have You Read This Harvard Negotiator's Handbook? Getting ...~~

Summary A fantastic introduction to negotiation and learning how to get more as a way of life. Diamond challenges the conventional wisdom of using power and logic to negotiate. Instead, he proposes that

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effective negotiation stems from understanding, valuing, and communicating with the person between you and your goals.

## ~~Getting More by Stuart Diamond: Summary & Notes - Calvin ...~~

Getting More is based on Professor Diamond's award-winning negotiations course at The Wharton Business School, where it has been the most sought-after course by students for 13 years. It contains a powerful toolkit that can be used by anyone in any situation: with kids and jobs, travel and shopping, business, politics, relationships, cultures, partners and competitors.

## ~~Getting More by Stuart Diamond - Excerpt | Persuasion ...~~

Professor Diamond's book on negotiations, *Getting More: How To Be A More Persuasive Person in Work and Life*, is a New York Times bestseller and #1 U.S. business bestseller on the Wall Street Journal and USA Today lists. Worldwide it has sold more than 1.2 million copies and has been translated into 19 languages.

## ~~Instructors » Getting More~~

Get More Everywhere The Getting More collaboration improves life in any area: business, job, kids, partner, travel, shopping and all of life's endeavors. "Made me a better parent," a common refrain. ... Stuart Diamond Ryan Vukelich Contact Contact us LinkedIn Twitter Facebook Google Plus. Register Private, secure, spam-free. ...

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Getting More: How You Can Negotiate to Succeed in Work and Life [Diamond, Stuart] on Amazon.com. \*FREE\* shipping on qualifying offers. Getting More: How You Can Negotiate to Succeed in Work and Life ... STUART DIAMOND is one of the world's leading experts on negotiation. He has advised executives and managers from more than 200 of the Fortune ...

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Stuart Diamond is an American Pulitzer Prize-winning journalist, professor, attorney, entrepreneur, and author who has taught negotiation for more than 20 years at the University of Pennsylvania's Wharton School of Business. He currently teaches the course at University of Pennsylvania School of Engineering and Applied Science as "Engineering Negotiation" and a Negotiations Course at Penn Law ...

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## ~~Getting More by Stuart Diamond | Audiobook | Audible.com~~

LEARN HOW TO GET MORE IN EVERY SITUATION FROM THE WORLD'S LEADING NEGOTIATOR We're always negotiating. Whether making a business deal, talking to friends or booking a holiday, negotiation is going on. And most of us are terrible at it. Wharton Business School Professor Stuart Diamond runs the most popular course at Wharton business school, he advises Google and the UN on how to make deals, and ...

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## Getting More

In this New York Times bestselling book, Diamond reveals the secrets behind getting more in any negotiation - whatever 'more' means to you. Getting More is accessible, jargon-free, innovative...and it works. 'Excellent' - Irish Independent 'From advising on how to negotiate with terrorists, to industrial disputes, to children, his twelve rules of negotiation promise to open new doors every day' - Radio 1 show more

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? Stuart Diamond, Getting More: How You Can Negotiate to Succeed in Work & Life. 2 likes. Like "First, here it is: THE GETTING MORE MODEL (aka the Four Quadrant Negotiation Model) Quadrant I—Problems & Goals 1. Goals: short/long term. 2. Problem(s): in reaching your goals. 3. Parties: List. Decision-maker.

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