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Gain the Edge!: Negotiating to Get What You Want

By Latz, Martin

St. Martin's Griffin, 2005. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: "Few seize the brass ring in business or in life without topnotch negotiation skills. Martin Latz's Gain the Edge! will empower you to achieve that kind of success. Read it. Make it your own. You'll close more deals and get more favorable terms in all your negotiations." --Harvey Mackay, author of the #1 New York Times bestseller *Swim With The Sharks Without Being Eaten Alive* "Martin Latz's Gain the Edge! is the best book I've ever read on negotiation strategy. If you negotiate for a living or only occasionally, Latz gives you the tools and tactics to succeed before you sit down at the table. Whether it's negotiating Randy Johnson's contract or the purchase of your next car, Gain the Edge! is clear, concise, and unfailingly useful." --Jerry Colangelo, Chairman and CEO, Arizona Diamondbacks and Phoenix Suns "Anyone who's tried to push a bill through Congress knows the importance of negotiation. In Gain the Edge! Martin Latz has condensed his enormous font of negotiating wisdom into a book that's accessible, readable, and eminently usable in politics, business, and everyday life." --U.S. Senator...



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