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Effective Legal Negotiation and Settlement

Craver, Charles B.

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Effective Legal Negotiation 4th Ed

Yijin Wang



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Effective Legal Negotiation and Settlement Charles B. Craver, 2005 *Effective Legal Negotiation* Gerald R. Williams, 1978 *Searching the Law, 3d Edition* Frank Bae, Edward Bander, Francis Doyle, Joel Fishman, Paul Richert, 2021-12-13 **Pretrial** , **The Mediator's Handbook** John W. Cooley, 2006 **Legal Writing and Other Lawyering Skills** Nancy L. Schultz, 2004 **The Intelligent Negotiator** Charles Craver, 2010-04-07

Nearly every professional interaction you have during your career will involve a negotiation of some sort Whether you re closing a million dollar deal with a client bargaining over your own terms of employment or delegating duties among your coworkers the key to successful negotiation is possessing intelligence But intelligence doesn t mean just having smarts It means knowing your opponents inside and out how they respond under stress what tricks they try to pull to catch you off guard and how to negotiate a fair deal that makes both sides happy It means knowing what they will ask for before they ask what they are willing to give before they give and where they will draw the line before they walk away from the table The Intelligent Negotiator is your complete and practical guide to understanding and mastering effective negotiating skills Author and negotiation expert Charles Craver goes beyond the basic principles of negotiation and gets down to the nitty gritty steps of the process including what kinds of clothes to wear to help you succeed where to sit in a room during an important negotiation what questions to ask how to listen and watch effectively how to present your offers and most importantly when to give and when to take Mr Craver has taught the ins and outs of effective negotiation to more than 60 000 professionals from around the globe over the past 25 years In this easy to use book he reveals his never fail techniques that will give you the confidence and persuasiveness of a seasoned pro You ll discover how to Identify the different types of negotiating techniques when to use each one and how to counter them Close a deal properly to avoid last minute demands Walk away from a deal without losing your cool Prepare for the unexpected master the mental game and avoid psychological entrapment Understand the different stages of the negotiation process and what to do in each And much much more Packed with interactive exercises insightful anecdotes from the author s own career and invaluable lessons on building a personal negotiating style this is your complete guide to bargaining and deal making the right way with intelligence

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Current Publications in Legal and Related Fields, 2002 Dispute Resolution Journal, 2003-02 *American Jurisprudence Trials*, 1964 An encyclopedic guide to the modern practices techniques and tactics used in preparing and

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