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This work offers a summary of the book "EVERYTHING IS NEGOTIABLE: How To Negotiate and Win" by Gavin Kennedy. "Everything is negotiable". That is what Gavin Kennedy, one of the world's

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When it comes down to negotiation a deal with practical examples, there is NO other book that EVERYTHING IS NEGOTIABLE. If you can put a dollar value on what's to be negotiated, this is the book you wanna read and study. Personally, i found the following topics the most valuable; - on accepting the first offer

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EVERYTHING IS NEGOTIABLE How To Negotiate and Win GAVIN KENNEDY Main Idea Everything is negotiable. If you automatically assume this until circumstances prove otherwise, you'll be amazed at the bargains you can strike - even in unexpected areas. When you assume that anything is unnegotiable, simply because the other party has not yet indicated a

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1. The worst mistake you can do is accept the first offer they make. They know that you could negotiate, so the first offer is never their best offer. They also worry that they've made a bad ...

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