

Getting (More of) What You Want

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Synopsis

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Almost every interaction involves negotiation, yet we often miss the cues that would allow us to make the most of these exchanges. In *Getting (More of) What You Want*, Margaret Neale and Thomas Lys draw on the latest advances in psychology and economics to provide new strategies for anyone shopping for a car, lobbying for a raise, or simply haggling over who takes out the trash. *Getting (More of) What You Want* shows how inexperienced negotiators regularly leave significant value on the table - and reveals how you can claim it.

Reader's comments

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