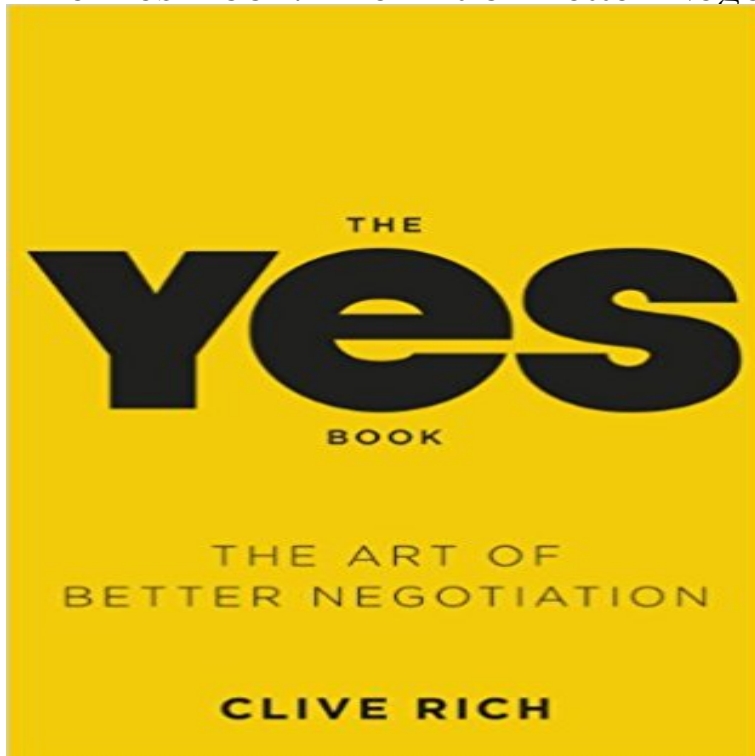


The Yes Book: The Art of Better Negotiation



Negotiation is fundamental to our lives; whether its getting your kids to eat their greens, making your case for a pay rise, or trying to secure a multi-million pound deal for your company. However, negotiation has changed. Its no longer about confrontation where there are winners and losers. Collaboration is now the name of the game. YouGov research commissioned for this book shows UK PLC is losing ?9 million per hour from poor negotiating ?17 billion per year. Can you afford to be without a modern framework for deal-making?In The Yes Book, Clive Rich provides a method for generating success based on years of experience working for or with major organisations and super brands including Sony, Yahoo, Apple, the BBC, Tesco, and Simon Cowells Sycos, during a negotiating career in which he has brokered more than ?10 billion worth of deals. By breaking negotiation into its three key elements of Attitude, Behaviour and Process, he helps you learn how to shape, create and close deals. You will discover what your negotiating style is, and how you can apply it to influence others and give yourself the edge.This is the ultimate guide to using the power of negotiation to get more of what you want, in both business and life outside the office.

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