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Your Own Terms: A Woman's Guide to Taking Charge of Any Negotiation

Yasmin Davidds

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Yasmin Davidds : Your Own Terms: A Woman's Guide to Taking Charge of Any Negotiation before purchasing it in order to gage whether or not it would be worth my time, and all praised Your Own Terms: A Woman's Guide to Taking Charge of Any Negotiation:

1 of 2 people found the following review helpful. great book for everyone to readBy blgreat book for everyone to read.1 of 1 people found the following review helpful. Playbook for negotiations!By CustomerBest way to describe it is as a playbook on negotiations. Dr. Davidds provides concrete examples about the stages and tactics in negotiations.

The definitions of the various types of negotiation styles allows the reader to learn about their own preferences, as well as styles they can incorporate when necessary. The tools including the backwards mapping serve to thoroughly prepare for negotiations. The topics covered in substantial detail make this a book to reference as part of any preparation for negotiations. It helped me realize so much of negotiations are about who you are, how you present yourself and what expectations you have going into them. I simply can't stop talking about this book! 2 of 2 people found the following review helpful. *****TEN STARS*****By Horse loverHow can I tell when a book is going to be wonderful? I buy one for a friend! I can't put this book down, it's refreshing and powerful. Easy to read and inviting me to know more about myself. I'm buying the audio cd as well to take full advantage of the information. I will say this to all, can we as women not afford to learn how to effectively negotiate? I know some men that have not asked themselves the topics in this book cover.

When it comes to negotiation, there is an ugly double standard. As women, if we make concessions to further a deal, we're viewed as weak. But if we play hardball, we can be seen as overly aggressive; and the strategy backfires. No wonder most women hate negotiating. In *Your Own Terms*, negotiation expert Yasmin Davidds helps women strike a balance, merging our natural strengths (collaboration, relationship building, listening) with a firm grasp of established tactics. Guidelines, stories, and exercises illuminate the psychology of negotiation and reveal how women can: Control how they are perceived; Eliminate self-sabotaging beliefs and behaviors; Discover their personal negotiation style; Envision the ideal outcome and map backwards; Build leverage; Understand an opponent's approach and adjust theirs in response; Deploy persuasion and redirection tactics; And much more; Set the bar high and negotiate to get there. With this empowering book, women learn the skills to win on their own terms; and open doors they never knew were shut.

The book is filled with examples, exercises, tips and advice that make it a must-read for any woman entrepreneur. --Web.com Foreword s' 2015 INDIEFAB Book of the Year Award Finalist, Business Economics Foreword s' 2015 INDIEFAB Book of the Year Award Finalist, Career From the Back Cover Are you ready to move up in your career? Of course! But do you know how to get there; without being labeled pushy or mean, or worse? Whether yours;re aiming for a better salary, promotion, or deal of any kind, *Your Own Terms* merges time-honored tactics of the negotiation table with women's; people skills and collaborative strengths. Tips, strategies, exercises, examples, dialogues, and more mix with encouragement and inspiration to help you: Navigate through double standards and avoid backlash; Create a strong presence that earns respect, yet puts others at ease; Figure out and leverage your natural style (avoider, accommodator, compromiser, competitor, or collaborator); Achieve ambitious goals using "backwards mapping"; Counter overt and subtle offensive maneuvers that men frequently use; Handle difficult people with targeted power moves; Become a masterful persuader; Put the new science of gender intelligence to your advantage; Redefine the rules of negotiation and find win-win solutions that work for everyone. Advance Praise for *Your Own Terms* "Your Own Terms goes beyond just leaning in; and shows you how to take command of situations. If yours;re ready to develop win-win negotiating skills, this book provides the know-how yours;ll need to ensure successful outcomes." Alfred E. Osborne, Jr., PhD, Senior Associate Dean and Professor, UCLA Anderson School of Management "As a woman, you can get what you want; with the right negotiation strategies. Dr. Davidds teaches you how to do so in *Your Own Terms*." Honorable Rosario Marin, 41st Treasurer of the United States "Your Own Terms teaches us that we need not compromise our femininity or our ability to be nurturing and collaborate with others, to reach our goals. This book is a win-win." Carmen Rad, President, National Association of Women Business Owners; Los Angeles Yasmin Davidds, PsyD, is founder and CEO of the Women's; Institute of Negotiation (WIN) and the Latina Global Executive Leadership Program. She has trained thousands of corporate leaders across the globe. Facebook: DrYasminDavidds Twitter: @YasminDavidds Ann Bidou is a writer and coauthor of *Career Match* and *Personality Power*. About the Author YASMIN DAVIDDS, PSY.D., is founder and CEO of the Women's; Institute of Negotiation (WIN) and the Latina Global Executive Leadership Program. She has trained thousands of corporate leaders across the globe. ANN BIDOU is a writer and the coauthor of *Career Match* and *Personality Power*.