# Negotiating to Win: Strategies and Skills for Every Situation (Collection)

*Richard Templar, Jonathan J. Herring, Leigh Thompson, Terry J. Fadem*

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**Negotiate and communicate to get what you want—no matter who's on the other side of the table!**

Four great books show you how to negotiate, persuade, influence…get what you want! In *How to Get What You Want…Without Having to Ask*, best-selling author Richard Templar brings his inimitable blend of originality, imagination, wisdom, and straight talk to the challenges of getting people to say "yes" to you! Templar offers up to 100 clever, simple, pain-free techniques for becoming the kind of person people *want* to support…helping people say yes…saying just the right thing if you *do* need to ask! Next, in *How to Argue*, leading lawyer Jonathan Herring reveals the secrets and subtleties of making your case and winning hearts and minds. Herring covers everything from making your point more crisply to keeping your cool in heated situations. In *The Truth About Negotiations*, Leigh L. Thompson teaches 53 proven negotiation principles and bite-size, easy-to-use techniques that *work*. You'll learn how to prepare *within one hour*…negotiate with friends, colleagues, and spouses…master the win-win litmus test…become a truly world-class negotiator. Finally, in *The Art of Asking: Ask Better Questions, Get Better Answers,* Terry J. Fadem reveals the core questions that every manager needs to master...shows how to avoid the mistakes business questioners make most often...identifies ten simple rules for asking every question more effectively. You'll learn how to ask tough questions and take control of tough situations... use questions to promote innovation, drive change, identify hidden problems, and get failing projects back on track!

*From world-renowned leaders in business negotiation and communication, including* **Richard Templar, Jonathan Herring, Leigh L. Thompson,** and **Terry J. Fadem**

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