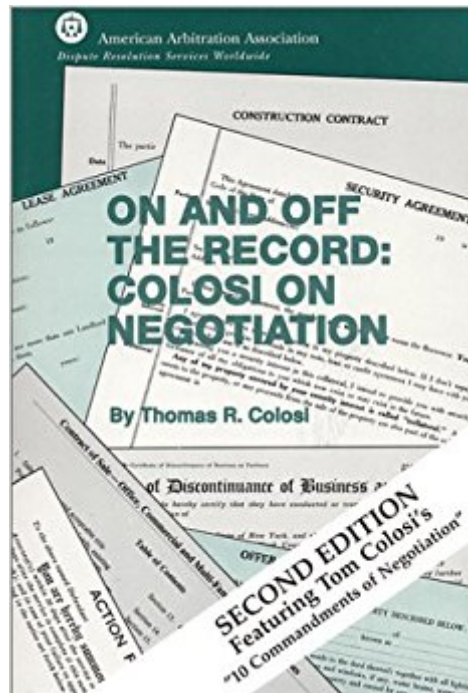


The book was found

On And Off The Record: Colosi On Negotiation, 2nd Edition



Synopsis

Do you know how to conduct an effective negotiation where you and the other party or parties get what you want? It's not simply by knowing how to influence people. It's by understanding the process, structure, and management of negotiation that you will negotiate more successfully. **ON AND OFF THE RECORD: COLOSI ON NEGOTIATION** clearly details how to identify, understand, and manage the many relationships and angles that come into play as part of the negotiation process. (And it also teaches you how to influence people!) This latest edition of the classic handbook on negotiation is revised and updated with new statistics and additional innovative sections. **ON AND OFF THE RECORD** will assist you not only in business situations but in personal ones as well.

Book Information

Paperback: 121 pages

Publisher: Amer Arbitration Assn; 2 edition (December 1, 2001)

Language: English

ISBN-10: 0943001552

ISBN-13: 978-0943001555

Product Dimensions: 0.5 x 6 x 8.8 inches

Shipping Weight: 8 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars [See all reviews](#) (2 customer reviews)

Best Sellers Rank: #468,624 in Books (See Top 100 in Books) #63 in [Books > Law > Business > Arbitration, Negotiation & Mediation](#) #437 in [Books > Business & Money > Management & Leadership > Negotiating](#) #1233 in [Books > Law > Rules & Procedures](#)

Customer Reviews

Tom Colosi's book takes a pragmatic look at negotiation dynamics and strategies. While it parallels in content and conclusions academic works, this book is drawn primarily from years of first hand experience in a variety of negotiating environments. Colosi's presentation is nevertheless organized and straightforward: it's an instruction book. "On and Off the Record" can be read by novices, but its insights resonate particularly well with those with moderate to advanced negotiating experience. As a negotiation practitioner, I've read several books on theory, application, and strategies of negotiation. "On and Off the Record" is by far the best of them. Don't ignore the others: there is insight and value in most. But you'll find yourself returning time and time again to Colosi's text.

Great book had to read for class. Came on time and in excellent condition

[Download to continue reading...](#)

On and Off the Record: Colosi on Negotiation, 2nd edition Off the Record (The Record Series Book 1) Living Off The Grid And Loving It: 40 Creative Ways To Living A Stress Free And Self-Sustaining Lifestyle (Simple Living, Off Grid Living, Off The Grid Homes, DIY Survival Guide, Prepping & Survival) El Super Deportista Científico / Sports Science: Anota, gana y rompe un record en tu deporte favorito/ Note, gain and break the record of your favorite sport (Spanish Edition) Goldmine Record Albums Price Guide (Goldmine Record Album Price Guide) For the Record (The Record Series Book 3) On the Record (The Record Series Book 2) Great British Bake Off: Celebrations (The Great British Bake Off) Effective Legal Negotiation and Settlement, Eighth Edition Dispute Resolution: Negotiation Mediation & Other Processes, Sixth Edition (Aspen Casebook) Lawyer Negotiation: Theory Practice & Law Second Edition (Aspen Casebook) Deliverance and Submission: Evangelical Women and the Negotiation of Patriarchy in South Korea (Harvard East Asian Monographs) Negotiation and Settlement Advocacy: A Book of Readings (American Casebook Series) Negotiation Analysis: The Science and Art of Collaborative Decision Making Negotiation and Dispute Resolution Psychology for Lawyers: Understanding the Human Factors in Negotiation, Litigation and Decision Making Patent Licensing and Selling: Strategy, Negotiation, Forms Legal Negotiation: Theory and Practice (American Casebook Series) Lawyer Negotiation: Theory, Practice, and Law (Aspen Casebook) Improvisational Negotiation: A Mediator's Stories of Conflict About Love, Money, Anger -- and the Strategies That Resolved Them

[Dmca](#)