

The Real Deal

Words of *wisdom* from the
Scotwork Negotiation Blog.

Compiled by Alan Smith, Stephen White and Robert Copland.



Defining negotiation

Scotwork (n) negotiation

The Real Deal Words Of Wisdom From The Scotwork Negotiation Blog

**Dominick J. Misino, Jim DeFelice, James
DeFelice**



The Real Deal Words Of Wisdom From The Scotwork Negotiation Blog:

Once Upon a Deal... Vol. 2 Horace McDonald, 2025-05-12 Once Upon a Deal brought us a collection of stories that revealed how the principles of negotiation play out in everyday life Now this new volume published to mark Scotwork's 50th anniversary as the world's leading negotiation skills training company brings even more entertaining up to the minute stories drawn from the team's extensive and rich experience across many sectors and situations Negotiation is everywhere discover how to do it well Conflict is a constant in all areas of commerce politics and society As one of the most important ways to resolve conflict having an understanding of negotiation is vitally important and whilst we believe improving capability is best done in a classroom physical or virtual this book will help the reader understand some of the core principles of negotiation through the lens of Scotwork's 8 Step Framework Whether you're negotiating the price of your house extension or a major commercial or trade deal the insights from these stories will help you get a better deal Get ready to rethink negotiation and discover practical tips and tricks along the way to build your skill and confidence Celebrating SCOTWORK's 50th year in developing capability in negotiation A new up to date set of stories drawn from the team's extensive and deep experience in negotiation across many sectors and negotiation contexts *How to Say It: Negotiating to Win* Jim Hennig Ph.D., 2008-08-05 A no nonsense guide to closing the deal that makes sense to everyone Jim Hennig's winning negotiating philosophy is based on finding and meeting the real needs of the other party through the use of questions effective listening honesty integrity sincere caring and building partnerships His approach is predicated on the idea that when people like you they want to work with you are likely to concede more often become more sensitive to your needs and are more inclined to meet them Through dozens of proven strategies tips power words phrases and real life dialogues *How to Say It Negotiating to Win* will help readers bring every negotiation to a happy close and meet their bottom line while cultivating repeat clients who'll enjoy doing business with them [Jagged Rocks of Wisdom-negotiation](#) Morten Lund (Lawyer), 2011 **Negotiate and Win** Dominick J. Misino, Jim DeFelice, James DeFelice, 2004 In this text a former NYPD hostage negotiator combines proven advice with riveting real life stories to cover every vital aspect of a successful negotiation **Jagged Rocks of Wisdom-negotiation** Morten Lund, 2011 There are numerous books in negotiation This book is based in actual real world experience and offers practical usable advice In addition Lund offers new insights on old advice He goes into detail for example on how appeasement can be used as a powerful tool Lund explains how it was Hitler who appeased Chamberlain not vice versa Another example is Lund's use of The Salami to explain death by a thousand cuts in negotiation With more than a decade of experience in law practice at a national law firm plus years coaching new attorneys Lund's no nonsense advice on negotiation perfectly complements the advice in the first two Jagged Rocks of Wisdom books

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