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In 1980, Cohen wrote You Can Negotiate Anything, which was originally published by Bantam Books and stayed on the New York Times' Best Seller List for nine months. In 2006, he authored Negotiate This! .

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You Can Negotiate Anything is a self-help book on negotiation by Herb Cohen. Cohen used story-telling to help explain the various concepts and strategies behind the art of negotiation. The 1982 book spent nine months on the New York Times bestseller list. See also [ edit ]

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Herb Cohen is the author of YOU CAN NEGOTIATE ANYTHING, which was on the New York Times Bestseller List for almost one year and finally after two decades his latest book, Negotiate This! By Caring! But Not T-H-A-T Much.

**You Can Negotiate Anything: The World's Best Negotiator ...**  
You Can Negotiate Anything: The World's Best Negotiator Tells You How to Get What You Want by Herb Cohen. Herb Cohen believes the world is a giant negotiating table and, like it or not, you're a negotiator.

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About the author. You Can Negotiate Anything (1980) shows that negotiations occur in every walk of life and that it is vital to have the skills and understanding to deal with those situations. The book outlines the key factors affecting negotiation success, as well as ways of negotiating for win-win solutions.

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No matter who you're dealing with, Cohen shows how every encounter is a negotiation that matters. With the tools and skill sets he has devised, honed, and perfected over countless negotiations, the power of getting what you deserve is now a practical necessity you can fully master. "Flawlessly organized." —Kirkus Reviews

**You Can Negotiate Anything: The World's Best Negotiator ...**  
Unlike "Getting to YES," which is a guidebook based on theory and extensive research, "You Can Negotiate Anything" is the memoir of the immensely experienced negotiator. Throughout 250 pages, Herb convinces that you may play a greater role in your life by talking to people on every occasion when it's beneficial to you.

**Read Download You Can Negotiate Anything PDF - PDF Download**  
You Can Negotiate Anything is written by the very famous person in the business world. Herb Cohen is basically an American negotiator. Not just the negotiator but he is strategy consultant as well. He has done many things in his life including the translation of the foreign book on the subject of business, to the English language as well.

**You Can Negotiate Anything by Herb Cohen - Blinkist**  
1. Be Aware That You're Negotiating Every Day. 2. Get as Much Information as Possible about The Person You Want to Negotiate With. 3. Don't Negotiate While in an Hurry! 4.

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Host Michael Stoler sits down with author Herb Cohen as they discuss his new best selling book "You Can Negotiate Anything". They discuss the art of negotiating, how Mr. Cohen came to be a master ...

**You Can Negotiate Anything - Wikipedia**  
Tap into sources of power to negotiate successfully. Negotiations often depend on the sources of power each party has at their disposal. An example of the power of authority in negotiations is a boss who has the power to reward or punish his employees through the assignment of different types of tasks.

**BuildingNY: Herb Cohen, author, "You Can Negotiate Anything," Pt. 1 of 2**  
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Regardless of who you are or what you want, you can negotiate anything promises Herb Cohen, the world's best negotiator. From mergers to marriages, from loans to lovemaking, the #1 bestseller You Can Negotiate Anything proves that "money, justice, prestige, love—it's all negotiable."

**Herb Cohen (negotiator) - Wikipedia**  
You Can Negotiate Anything shows that negotiations occur in every walk of life and that it is vital to have the skills and understanding to deal with those situations. The book outlines the key factors affecting negotiation success, as well as ways of negotiating for win-win solutions.