

## The Leaders Guide To Negotiation How To Use Soft Skills To Get Hard Results Financial Times Series

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And this 270-page "leader's guide to negotiation" "how to use soft skills to get hard results" by Simon Horton is up there with my favourites. It's stuffed full of research and useful insights from psychology. It provides a plethora of helpful personal communication skills within the context of a framework for managing complex negotiations.

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In a world full of sterile, cookie-cutter "how-to" guides for success in business, The Leader's Guide to Negotiation stands out as an innovative tool that's a must-read for those interested in tackling today's challenges in a new way. Gone are the days where we believe that we must fight to survive in a ruthless business world.

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In Shaping the Game: The New Leader's Guide to Effective Negotiating, Watkins draws from extensive research and practical consulting work to reveal four fundamental objectives that should guide new

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