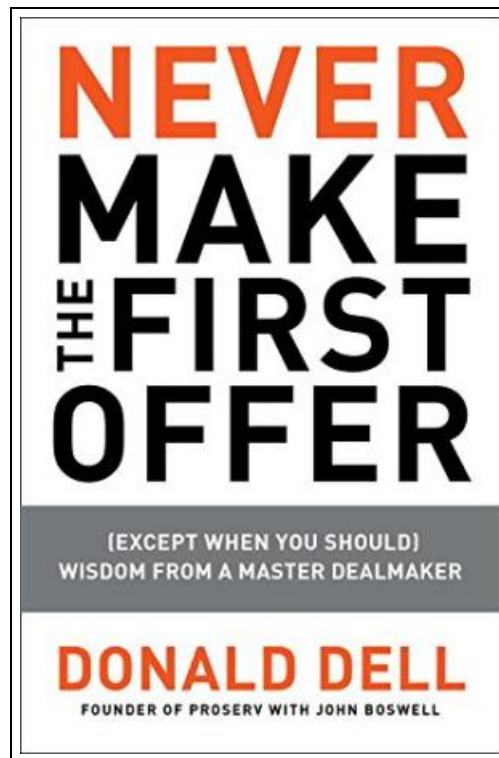


Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker



Filesize: 6.45 MB

Reviews

This sort of publication is almost everything and taught me to hunting forward and much more. Yes, it is actually play, continue to an amazing and interesting literature. I am pleased to tell you that this is basically the best book we have read through inside my individual life and could be he finest book for ever.

(Enrique Ritchie Sr.)

NEVER MAKE THE FIRST OFFER: (EXCEPT WHEN YOU SHOULD) WISDOM FROM A MASTER DEALMAKER



To save **Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker** eBook, remember to click the hyperlink beneath and save the ebook or have access to additional information which might be in conjunction with NEVER MAKE THE FIRST OFFER: (EXCEPT WHEN YOU SHOULD) WISDOM FROM A MASTER DEALMAKER ebook.

Penguin Putnam Inc, United States, 2011. Paperback. Book Condition: New. Reprint. 212 x 138 mm. Language: English . Brand New Book. On a handshake, I've trusted Donald Dell with my life. -Arthur Ashe, U.S. Open champion Good negotiators know the rules. Great negotiators know when to break those rules. And then there are the true master dealmakers, like the pioneering sports lawyer Donald Dell. Over the last four decades, he has fought for some of the biggest stars in the world-Michael Jordan, Jimmy Connors, Patrick Ewing, Andy Roddick, Stan Smith, and dozens of others. Dell is tough enough to look the general manager of the L.A. Lakers in the eye and say, We can talk about the weather or the movies or your sex life, whatever you want, but we're not going any further until you make an opening offer. On the other hand, he's shrewd enough to know when the managing partner of the Chicago Bulls was about to lowball Michael Jordan by \$40 million-unless Dell could grab the advantage by naming his number first. Now Dell reveals the advanced strategies and tactics that he has developed over a lifetime of high-stakes deals. Whether you're making endorsement deals for superstars, negotiating your next salary, or just trying to sell your old car, Dell's wisdom will help you get every possible advantage.



[Read Never Make the First Offer: \(Except When You Should\) Wisdom from a Master Dealmaker Online](#)



[Download PDF Never Make the First Offer: \(Except When You Should\) Wisdom from a Master Dealmaker](#)

Relevant Kindle Books



[PDF] On Becoming Baby Wise, Book Two: Parenting Your Five to Twelve-Month Old Through the Babyhood Transition

Access the web link listed below to get "On Becoming Baby Wise, Book Two: Parenting Your Five to Twelve-Month Old Through the Babyhood Transition" file.

[Read ePub »](#)



[PDF] Short Stories Collection I: Just for Kids Ages 4 to 8 Years Old

Access the web link listed below to get "Short Stories Collection I: Just for Kids Ages 4 to 8 Years Old" file.

[Read ePub »](#)



[PDF] Short Stories Collection II: Just for Kids Ages 4 to 8 Years Old

Access the web link listed below to get "Short Stories Collection II: Just for Kids Ages 4 to 8 Years Old" file.

[Read ePub »](#)



[PDF] Short Stories Collection III: Just for Kids Ages 4 to 8 Years Old

Access the web link listed below to get "Short Stories Collection III: Just for Kids Ages 4 to 8 Years Old" file.

[Read ePub »](#)



[PDF] Your Pregnancy for the Father to Be Everything You Need to Know about Pregnancy Childbirth and Getting Ready for Your New Baby by Judith Schuler and Glade B Curtis 2003 Paperback

Access the web link listed below to get "Your Pregnancy for the Father to Be Everything You Need to Know about Pregnancy Childbirth and Getting Ready for Your New Baby by Judith Schuler and Glade B Curtis 2003 Paperback" file.

[Read ePub »](#)



[PDF] A Smarter Way to Learn JavaScript: The New Approach That Uses Technology to Cut Your Effort in Half

Access the web link listed below to get "A Smarter Way to Learn JavaScript: The New Approach That Uses Technology to Cut Your Effort in Half" file.

[Read ePub »](#)