



Black Belt Negotiating: Become a Master Negotiator Using Powerful Lessons from the Martial Arts

Michael Lee, Sensei Grant Tabuchi

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The best martial artists know what they want when they enter the arena, they know how to get it, and they're not afraid to go after it. The same could be said of great negotiators. This book uses the principles of martial arts to guide readers step-by-step, from basic techniques through advanced strategies, all the way to achieving their "black belt" in negotiating. Packed with quizzes, scripts, checklists, and even a Negotiating Rating Sheet for continual self-assessment, the book trains readers in martial arts--based negotiation fundamentals, including: Don't Fear the Blow - Black belts aren't afraid of being hit or they would never step onto the mat. Get over your fear of bargaining, and the fight is already won. Identify Vital Striking Points - Weaken others' positions by identifying what's most important to them...and bring down even the biggest opponent. Read Your Opponent - Counter an opponent's moves by honing in on what technique they're using - and hit them with the perfect response. Grounded in authentic martial arts tactics, this book turns novice bargainers into black belt negotiators who can get whatever they want out of any situation.

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