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- Harness the power of emotion in hammering out agreements
- Use time to your advantage

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Preparation accounts for 90% of negotiating success. The more and better prepared you are prior to a negotiation, the more likely it is that the outcome of the negotiation will be satisfactory for all parties involved. Preparation requires you do two things. First get all the information that you can about the upcoming negotiation.

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Throughout his career, success expert Brian Tracy has



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negotiated millions of dollars worth of contracts.

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Like all of Brian Tracy's books, Negotiation is full of common sense. It didn't bring me anything that I didn't already know but it reminded me to implement the techniques that work best for whoever I am dealing with. I thought it was very good and would highly recommend. One person found this helpful

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