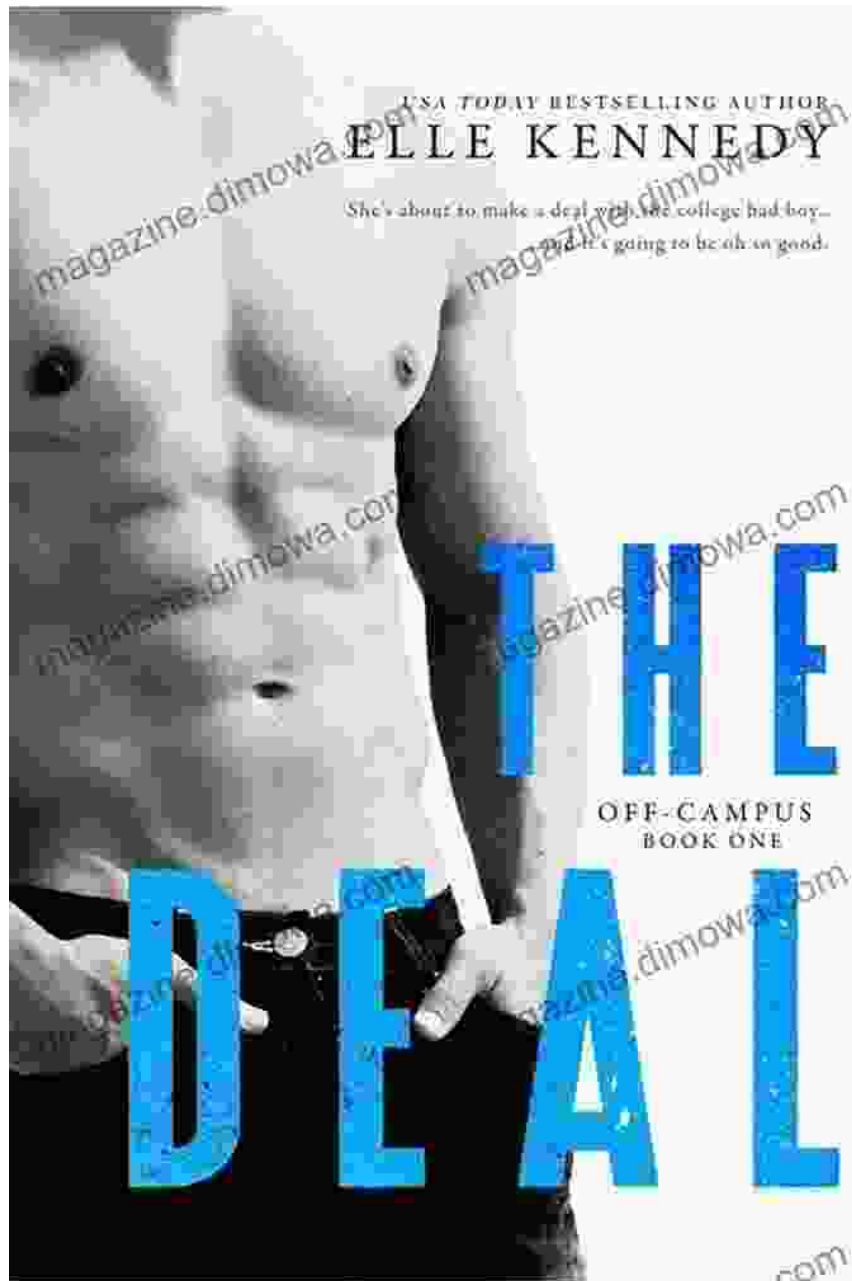


Drive the Deal: The Ultimate Guide to Negotiating and Closing Successful Business Deals



Drive the Deal! by John Kenda

★★★★☆ 4.6 out of 5

Language : English



File size	: 8213 KB
Text-to-Speech	: Enabled
Enhanced typesetting	: Enabled
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Print length	: 158 pages
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Screen Reader	: Supported
Grade level	: Kindergarten - 2
Library Binding	: 24 pages
Reading age	: 1 - 5 years
Lexile measure	: 540L



Are you ready to drive the deal? In this groundbreaking book, renowned negotiation expert John Kenda provides a step-by-step framework for achieving the best possible outcomes in any negotiation. Whether you're a seasoned negotiator or just starting out, Drive the Deal will give you the tools and strategies you need to succeed.

Based on Kenda's years of experience negotiating billion-dollar deals, Drive the Deal is packed with practical advice and real-world examples. You'll learn how to:

- Prepare for any negotiation
- Build rapport and trust
- Identify and leverage your bargaining power
- Make creative concessions
- Close the deal and get what you want

With its clear and concise writing style, Drive the Deal is an essential resource for anyone who wants to improve their negotiation skills. Whether you're a business owner, salesperson, lawyer, or simply someone who wants to get better at negotiating in everyday life, this book will help you achieve your goals.

What others are saying about Drive the Deal:

"Drive the Deal is the definitive guide to negotiation. John Kenda has distilled his years of experience into a practical and easy-to-follow framework that will help you achieve success in any negotiation." - Brian Tracy, author of Eat That Frog!

"John Kenda is a master negotiator. In Drive the Deal, he shares his secrets for success, providing readers with the tools and strategies they need to close deals and get what they want." - Jack Canfield, co-author of Chicken Soup for the Soul

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Available in hardcover, paperback, and e-book formats, Drive the Deal is a must-have for anyone who wants to improve their negotiation skills. Free Download your copy today and start driving the deal!

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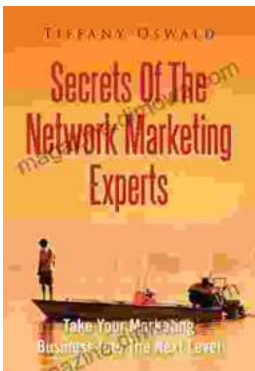


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