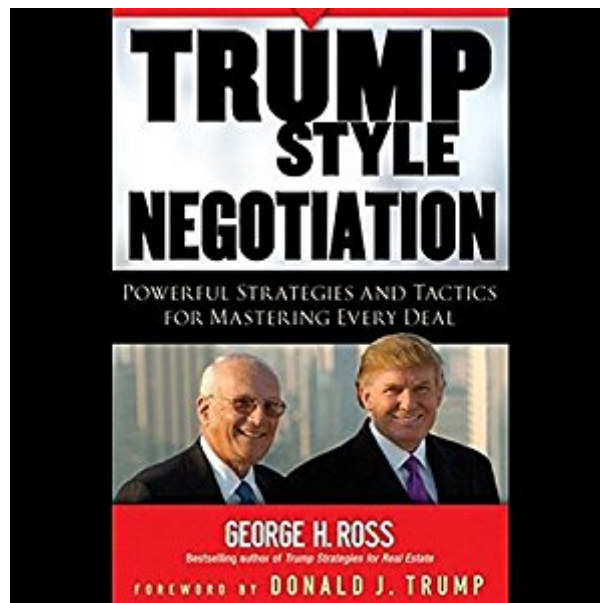


The book was found

Trump Style Negotiation: Powerful Strategies And Tactics For Mastering Every Deal



Synopsis

Ever since he wrote *The Art of the Deal*, Trump has been the world's most famous negotiator—even though he didn't reveal his actual deal-making secrets. Now, George Ross explains the tactics that took Trump to the top and how you can use those same tactics and strategies in your daily negotiations. A practical, real-world negotiation playbook, this is the ultimate guide for anyone who wants to negotiate like a proven winner. --This text refers to an out of print or unavailable edition of this title.

Book Information

Audible Audio Edition

Listening Length: 8 hours and 16 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Audible Studios

Audible.com Release Date: December 23, 2009

Language: English

ASIN: B0031TQDTO

Best Sellers Rank: #62 in Books > Business & Money > Management & Leadership > Negotiating
#552 in Books > Audible Audiobooks > Business & Investing #636 in Books > Business & Money > Skills

Customer Reviews

This is a very useful book. George gave detailed disciplines, techniques and examples on negotiation. The style of this book alone is very attractive. You can feel it is written by a lawyer, based on how logical and succinct it is. I bought both the audio version and kindle version. I have listened several times. Every time I listen to it, I can learn something new, refresh the skills, and reflect on my own practice in negotiating. I borrowed the structure of the deal book in planning my own work. Also, I love the words and structure of the book. The narrator of audible did a good job in sounding like an experienced lawyer. Audible version is highly recommended.

Reading this book opened my eyes into the psyche of Donald Trump. A hard hitting book which explains why Trump is a good negotiator. George Ross explains in some detail, the deals, the negotiations and the solid, proven tactics Trump has used to make himself successful in business. Every real estate agent should read this book.

Great book so far! I've only read the first little bit, but already have taken some things in. I tend to read books as I need them and I don't need this at moment. But when I do, I'll return to it and I'm sure to find more gems. This guy has a ton of experience and you would be hard pressed not to learn something from a man like this!

I loved this book and its message. It is hard to find a more experienced negotiator than George Ross. His insights are invaluable to the entrepreneur who negotiates sometimes hourly in the world of business, let alone the constant negotiations in everyday life and personal situations. This book applies to all of the above. He shows that being a nice person and yet a skilled negotiator do indeed go hand in hand. As a bonus, you get a view into the mind of Donald Trump and his philosophies on doing business, and highlighting his skill at big picture strategic thinking and complex deal making. It is also an excellent testimony to the team approach to business, with Mr. Trump providing the vision and relationship building, and Mr. Ross providing the execution of the plan including negotiation. One thing is certain when you read this book. You will always appreciate the power of creativity and never giving up.

We all negotiate daily whether we realize it or not, this book just gives us the insight to negotiate better. This is the thought I am left with after reading this great book for the second time. Anyone in sales NEEDS this book but I would recommend it to everyone. Many people are intimidated by negotiation so much so that they leave money on the table daily, or walk away from opportunity. George's book helps cut through the layer of discomfort and leaves you with the feeling that you are able to negotiate scaling the Chrysler Building (coincidentally a property he purchased for an employer early in his long career - story is in the book). Your first negotiation will more than pay for the book - grab it!

Good info in this book, a lot of repeating the same but changing it up. Probably could have been reduced by have as far as take a way info.

4.5 Stars in my honest opinion but I rounded up to 5 for the sake of the rating. I enjoyed this book and I have used some of the advice given in this book as far as POST and the Deal Book. I wish there were a few more actual tactics but overall I found this book to be very insightful. At the end of it all you have to find your own style but be flexible in any situation and I felt this book gave me

some examples and ideas on how to do so. Also if you read this book thoroughly you will pick up on your own weaknesses and the weaknesses of others which has really just made me laugh at myself and others. You may also punch yourself when you think back to negotiation situations and how you responded. This is a great book if you are ready to learn from a veteran and improve in your own business life.

Good Deal. Came on time. Everything as promised. Strong book!!

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