



How to Negotiate Like a Child: Unleash the Little Monster Within to Get Everything You Want

Bill Adler Jr.

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Anyone who's ever argued with a child knows that they can be incredible little negotiators. "How to Negotiate Like a Child" mixes lighthearted, tongue-in-cheek humor with eminently practical real-world strategies to show readers how to turn the tide in any adult negotiation by using kids' tactics. From throwing a tantrum, to taking your toys and going home, this unique book will make readers smile while opening their eyes to remarkably effective negotiating strategies they've never before thought to use. Techniques can be used effectively in all aspects of business, from getting a job to closing a deal and even in non-business situations - everything from trying to get an airline seat, to dealing with customer service at the phone company.



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