Real-World Strategies That Give You the Edge

NEGOTIATION GENIUS

"Insightful...with clear, practical, and ingenious recommendations."
—William Ury, coauthor of *Getting to Yes*

How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond

DEEPAK MALHOTRA
MAX H. BAZERMAN
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More Praise for *Negotiation Genius*



"Shortly after I sat down with *Negotiation Genius,* I reached for pen and pad and began to make notes. Thirty-five years in the space with hundreds of major negotiations, and this work still has something to teach me. It's the rare book that I would recommend to people at any experience level. With its engaging blend of real-world stories, intelligent tools, and emphasis on ethics and integrity, it is must reading for all who wish to excel."

—Brian McGrath, Global Vice President, Chief Procurement Officer, Johnson & Johnson Consumer Companies

"Malhotra and Bazerman are offering a heck of a deal: for a handful of dollars, you can buy a book that invites you into a classroom conversation at the Harvard Business School—an experience that would normally cost fistfuls. This is a classic win-win bargain. No wonder they write so well about 'negotiation genius.' "

—David Gergen, former U.S. presidential adviser; Director, Center for Public Leadership, John F. Kennedy School of Government

"Invaluable. Whether in business, politics, or the nonprofit sector, leaders must rely on the power to persuade, and Malhotra and Bazerman unlock the secrets of how to do so strategically, ethically, and successfully."

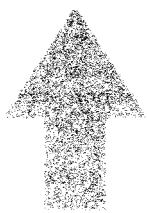
—Bill Shore, Founder and Executive Director, Share Our Strength

"Whether your passion is sports, politics, or business, negotiations are an integral part of your world. *Negotiation Genius* offers an insightful and entertaining perspective on the negotiation process, plus—even more important—highly effective and relevant advice for conducting negotiations day-to-day."

—Andy Wasynczuk, former Chief Operating Officer, three-time Super Bowl champion New England Patriots

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