

Project Negotiation Leadership And Team Building

Diplomacy, Funding and Animal Welfare is a practical guide to the best diplomatic and negotiation practices needed to convince governments and international institutions to effectively protect animals, which also introduces new approaches to fundraising. A prepared for speaking to diplomats and government officials in any setting, and to combatants in war zones. The book mainly focuses on approaching local and national governments, the United Nations system, the international Red Cross movement and systems organizations that can help animals, often in surprising ways. The reader will learn the rules of "diplomatic protocol", and much about the rules and procedures of major international bodies. To provide balance and real world relevance, the guide draws on a collection of activities across a range of development, animal welfare, emergency management and climate issues in government and in the NGO world, as well as interviews with scholars and officials from NGOs, diplomatic missions, the United Nations, the Red Cross, and Project Management LeadershipBuilding Creative TeamsJohn Wiley & Sons

A must-have resource for anyone preparing for the version 2.0 of the CBAP exam As organizations look to streamline their production models, the need for qualified and certified business analysts is growing. The Certified Business Analyst Professional (CBAP) for this growing field and this study guide is an essential step towards preparation for the CBAP exam. With this resource, you'll benefit from coverage of both the CBAP as well as the CCBA (Certification in Competency in Business Analysis) exam. Each chapter includes standards and best practices and includes a list of exam topics covered, followed by in-depth discussions of those objectives. Real-world, hands-on scenarios help take the learning process a step further. Covers Version 2 of the Business Analyst Body of Knowledge preparation for both the CBAP and CCBA exams Includes a list of exam topics and presents detailed discussions of each objective Features real-world scenarios, best practices, key terms, and a wide range of helpful topics that will prepare you for taking the exam Includes topic summaries, and exam tips and tricks, all aimed at providing a solid foundation for achieving exam success This valuable study guide provides you with the preparation you need to confidently take the CBAP and CCBA exams.

Annotation People are the backbone of projects and the most important resource in a project. To survive and grow in the twenty-first century, project managers must learn and use appropriate human skills to motivate and inspire all those involved in the project. This book provides guidelines that can be used to develop and implement the human skills appropriate to project management: communication, motivation, negotiation, conflict resolution, conflict and stress management, and leadership. This book is Volume Two of The Human Side of Project Management

Inspiring Leadership in Teens

Half-Price Negotiating

Identifying and Managing Project Risk

Public Health Reports

Negotiating Skills in Engineering and Construction

Interior, Environment and Related Agencies Appropriations for 2011, Part 4, February 2010, 111-2 Hearings

This book provides a comprehensive review of the state-of-the-art on the adaptive and maladaptive functions of humor. Humor is inescapable in our daily interactions - also at the work place. Affiliative, self-enhancing, self-deprecating and aggressive humor can all occur at work and have unique and sometimes ambiguous effects. The volume presents humor research on five important workplace topics: teams, leadership, negotiation, learning, and health. It combines and integrates research from a range of fields, including work and organizational psychology, social psychology, communication, linguistics and sociology. In highlighting research gaps and stating future research questions, the book provides a sufficient starting point for further research on humor in relation to the aforementioned topics. For practitioners, recommendations are provided specific to each area.

Expertly blending theory and practice, this accessible and up-to-date textbook offers a clear and comprehensive introduction to international business negotiation. The book draws on the practical experiences of managers, consultants and entrepreneurs who have successfully conducted business negotiations around the world, offering practical and realistic guidelines for improving negotiation practice in a wide range of international and cross-cultural contexts. It covers the key negotiation theories, concepts, strategies and practices needed to succeed in contemporary business negotiations. Thoroughly updated throughout, this edition contains new content on ethical, cross-border M&A, and international joint ventures negotiations. With engaging pedagogy and rigorous coverage of key theories and research findings, this textbook is an essential companion for modules in negotiation and international negotiation at undergraduate, postgraduate and MBA levels. It is also suitable for managers and practitioners who are interested in, or participate in, international negotiation.

Start with No offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years now, win-win has been the paradigm for business negotiation. But today, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. Start with No introduces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: * aren't interested in "yes"—they prefer "no" * never, ever rush to close, but always let the other side feel comfortable and secure * are never needy; they take advantage of the other party's neediness * create a "blank slate" to ensure they ask questions and listen to the answers, to make sure they have no assumptions and expectations * always have a mission and purpose that guides their decisions * don't send so much as an e-mail without an agenda for what they want to accomplish * know the four "budgets" for themselves and for the other side: time, energy, money, and emotion * never waste time with people who don't really make the decision Start with No is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.

This book describes how international negotiations can be conducted in a structured, professional and effective manner. It also offers recommendations based on examples of successful negotiations from both economically leading countries such as the USA, China and Japan, as well as smaller countries such as the Netherlands, Israel and Morocco. Providing practically relevant experiences from middle and top management positions in different business sectors, the contributors focus on all elements of negotiations, spanning from preparation, execution, strategies and tactics to non-verbal communication and psychological factors. Moreover, the chapters offer detailed introductions to more than 25 countries around the globe, which can be used as a reference guide to doing business in the specific contexts.

Group Activities to Foster Integrity, Responsibility, and Compassion

Diplomacy, Funding and Animal Welfare

Power, Performance and Promotion

Managing Politics and Conflict in Projects

Developing Holistic Leadership

Principles and Practice

Contracting for Services in State and Local Government Agencies: Best Practices for Public Procurement, Third Edition provides state-of-the-art tools for best practice in the procurement of services at state and local levels, throughout the procurement cycle. Including lively case studies and research conducted with state and local agencies across the United States, this award-winning book provides management advice and tips on compliance to reduce costs, select the best-qualified contractors, manage contractors' performance, and prevent corruption and waste. Utilizing the results of new research across states, cities, counties, and institutes of higher learning, this third edition offers 18 all-new best-practice documents as well as updated methodologies and templates including but not limited to: a full-length and short form request for proposal (RFP), a full-length and short form pro forma contract (PFC), a letter contract, a sample estimate at completion, a contract amendment template, and a form for evaluation of proposals. Special consideration is given to obtaining services and products during states of emergency. Several additional resources for instructors and professionals are available online, including templates and PowerPoint slides. The roadmap and templates contained in this book and available online to readers will prove essential to state and local government agency contracting professionals and other officials and employees called upon to participate in the drafting of solicitations, writing sole source justifications, writing scopes of work, serving on advance contract planning and source selection teams, recommending award of contracts, or assisting in the management of those contracts.

Winner of the Project Management Institute's David I. Cleland Project Management Literature Award 2010 It's no wonder that project managers spend so much time focusing their attention on risk identification. Important projects tend to be time constrained, pose huge technical challenges, and suffer from a lack of adequate resources. Identifying and Managing Project Risk, now updated and consistent with the very latest Project Management Body of Knowledge (PMBOK)® Guide, takes readers through every phase of a project, showing them how to consider the possible risks involved at every point in the process. Drawing on real-world situations and hundreds of examples, the book outlines proven methods, demonstrating key ideas for project risk planning and showing how to use high-level risk assessment tools. Analyzing aspects such as available resources, project scope, and scheduling, this new edition also explores the growing area of Enterprise Risk Management. Comprehensive and completely up-to-date, this book helps readers determine risk factors thoroughly and decisively...before a project gets derailed.

This book communicates the latest developments and thinking on the coaching subject worldwide. It presents insights into coaching in the management and engineering field on an international and transnational scale. The chapters contain innovative models, processes, strategies and uses, as well as the most recent research activities relating to coaching. This book highlights key issues and uses related to coaching for managers and engineers.

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement.

Interior, Environment, and Related Agencies Appropriations for 2011

International Business Negotiation

The Negotiating Tools that the Pros Don't Want You to Know

Human Resource Skills for the Project Manager

Start with No

Project Management Theory and Practice

Part of the "Research on Managing Groups and Teams" series, this title examines the particular challenges, opportunities, and dynamics that confront groups engaged in negotiation. It is of interest to readers and scholars from management, psychology, sociology, communications, law, political science, and public policy.

Project Management: Theory and Practice, Third Edition gives students a broad and real flavor of project management. Bringing project management to life, it avoids being too sterilely academic and too narrowly focused on a particular industry view. It takes a model-based approach towards project management commonly used in all industries. The textbook aligns with the latest version of the Project Management Institute's Project Management Body of Knowledge (PMBOK®) Guide, which is considered to be the de facto standard for project management. However, it avoids that standard's verbiage and presents students with readable and understandable explanations. Core chapters align with the Project Management Institute's model as well as explain how this model fits real-world projects. The textbook can be used as companion to the standard technical model and help those studying for various project management certifications. The textbook takes an in-depth look at the following areas important to the standard model: Work Breakdown Structures (WBS) Earned Value Management (EVM) Enterprise project management Portfolio management (PPM) Professional responsibility and ethics Agile life cycle The text begins with a background section (Chapters 1–9) containing material outside of the standard model structure but necessary to prepare students for the 10 standard model knowledge areas covered in the chapters that follow. The text is rounded out by eight concluding chapters that explain advanced planning approaches models and projects' external environments. Recognizing that project management is an evolving field, the textbook includes section written by industry experts who share their insight and expertise on cutting-edge topics. It prepares students for upcoming trends and changes in project management while providing an overview of the project management environment today. In addition to guiding students through current models and standards, Project Management: Theory and Practice, Third Edition prepares students for the future by stimulating their thinking beyond the accepted pragmatic view.

Macquarie Revision Guides is a series of study aids written and recommended by teachers in NSW. Each guide presents a clear and up-to-date review of coursework and skills needed to do well in exams. Students, tutors, teachers and parents will find the practical approach of this series an essential support to the competitive final years of school study.

Is your program falling apart, or perhaps missing every deadline? Does your program suffer from sticker shock well beyond what contract negotiations can solve? Or perhaps your product or project is missing the mark with your customers?

Feel powerless, like you're watching a slow-motion train wreck? Wondering how you could ever get your project back on track??Let's talk.First of all, you're not alone. Whether in Defense Acquisition or Business Program Management, the challenges are the same.Every program manager encounters almost insurmountable challenges that you have to overcome-set budgets, demanding schedules, unrealistic requirements, risks that threaten to derail. This book shows you how to reforge your pathway to victory.Every program management school teaches the basics, but the basics only let you build and monitor a program-someday you'll have to overhaul that program. This book gives you a framework for doing just that.Every program manager deals with multiple risks on a daily basis-most minor, but some existential. This book helps you leverage those risks to achieve exceptional results.Not a book for the faint in heart, nor for the beginner. This is a book for mid-career and veteran program managers who want to master their programs, to frame their own destiny, to make their mark, and to shape the destiny of their corporation or service.Ready to take the first step? Ready to achieve extraordinary results?Written in a relatable style, with several practical stories throughout, this short book shows program, project, and portfolio managers a higher, more effective way to negotiate the trouble spots and existential crises that happen to almost every program. From an absolute Defense Acquisition insider, Half-Price Negotiating distills the lessons learned from the author's decades of project management experience, captures the hard-won wisdom of several of the thought leaders he worked with, and provides a hands-on, practical set of principles that the reader can immediately leverage.

Contract Negotiation Handbook

Dealmaking: The New Strategy of Negotiauctions (First Edition)

CBAP / CCBA Certified Business Analysis Study Guide

A Practical Guide for Managing Transactions and Deals

ACCA P3 Business Analysis

Building Creative Teams

Every organization enters into agreements for purchase and supply of goods and services, and most managers have some involvement in negotiating. The Contract Negotiation Handbook explains how the need to negotiate arises and how to form a negotiating plan. It sets out a structured approach to negotiation through all its various stages - preparing to negotiate, the opening of negotiations and how these develop at the negotiating table, and the closing and recording of the bargain. The use and misuse of certain tactics in negotiation are also covered.This classic text has now been thoroughly updated and revised.

With so many organisations using projects to implement change, and easy-to-use computer packages greatly reducing the mechanistic aspects of project planning, project managers now require more highly developed leadership skills than even before. Managing Projects, Managing People draws on the theoretical aspects of managing and mitigating risks, motivational and leadership theory and excellent communication to provide the reader with the skills required for project management in today's business environment. In addition to the theoretical foundations, attention is given to PRINCE (Projects IN Controlled Environments) that supports and frames the application of projects to ensure conformance, compliance, adequate reporting procedures, due diligence and communication to all stakeholders. Managing Projects, Managing People takes a nontraditional approach to project management and is designed to facilitate the reader's understanding of the principles of managing a project. The book addresses most types of project, but particular emphasis is given to the non-manufacturing sector and, especially, the services sector. Chapters contain examples and relevant case studies to further demonstrate and support the foundations and skills addressed throughout. For academics prescribing this text, a comprehensive instructor's manual and power point presentations are provided on CD.

Presents a comprehensive approach to developing student leadership. It serves as a field guide for conducting leadership classes in schools, camps, and retreats. By participating in group leadership activities and building on their newly learned skills, students gain the confidence needed to become leaders in school activities, athletic programmes, and clubs.

This book examines the central role of negotiation in gaining, exercising, and retaining leadership within organizations, large and small, public and private. Its aim is to instruct readers on the way to use negotiation to lead effectively. For far too long conventional wisdom has proposed that strong leaders refuse to negotiate, viewing negotiation as a sign of weakness. Leading people requires charisma, vision, and a commanding presence, not the tricks for making deals. For many executives, negotiation is a tool to use outside the organization to deal with customers, suppliers, and creditors. Inside the organization, it's strictly "my way or the highway." Salacuse explains that leaders can increase their effectiveness by using negotiation in each of the three phases of the leadership lifecycle: 1) leadership attainment, 2) leadership action; and 3) leadership preservation and loss. Drawing on experience in a wide variety of settings, including the author's own leadership positions, the book will examine high profile leadership cases such as the rise and fall of Carly Fiorina at Hewlett-Packard, the skillful negotiations by Warren Buffet to save Salomon Brothers from extinction, and the successful efforts by the partners at Goldman Sachs to negotiate a new vision and direction for that financial giant. Leaders and managers should pick up this book to learn how effective negotiation is essential to both gaining and exercising leadership and to overcoming threats to a leader's position.

Negotiating Agreement Without Giving in

A Toolbox for Sustainable Peacebuilding

Transforming New Technologies into Cash Flow

Getting to Yes

Gaining, Using, and Keeping the Power to Lead Through Negotiation

Making Peace Last

This book is about the personal skills which engineers use in negotiations. It covers the different negotiating skills needed during all three phases of a contract: to secure it, during its lifetime, and to settle outstanding matters afterwards. The book also shows how to respond to negotiators from other styles and cultures. It is a handbook of methods: ways to prepare, to establish a climate, to plan and control. It discusses the processes of bargaining and settling, and how to select the most appropriate course for the changing relationships between the parties of the contract, all backed by examples and anecdotes. It will be of inestimable value to engineers who are beginning to negotiate and take responsibility for major contracts, senior engineers will find new insights to broaden their experience, and young engineers will gain essential grounding from the wealth of practical detail.

As an expansion of the book " Construction Dispute Research " published in 2014, this book presents further contributions and breaks into three new research foci in construction dispute studies. Part A discusses the conceptualization and minimization of biases in construction dispute decisions; Part B examines other impediments against settlement such as inequity, power asymmetry and loss aversion. Part C focuses on really check of construction dispute negotiation conditions such as market competition, interdependence of contracting parties and dispute avoidance function of construction incentivization. This book showcases new ideas in construction dispute research. It offers research studies that are theory rich and conducted with robust methodologies. The research implications are practical and implementable. The international community invests billions annually in thousands of projects designed to overcome poverty, stop violence, spread human rights, fight terrorism and combat global warming. The hope is that these separate projects will 'add up' to lasting societal change in places like Afghanistan. In reality, these initiatives are not adding up to sustainable peace. Making Peace Last offers ways of improving the productivity of peacebuilding. This book defines the theory, analysis and practice needed to create peacebuilding approaches that are as dynamic and adaptive as the societies they are trying to affect. The book is based on a combination of field experience and research into peacebuilding and conflict resolution. This book can also be used as a textbook in courses on peace-building, security and development.

Making Peace Last is a comprehensive approach to finding sustainable solutions to the world's most pressing social problems.

The Project Management as Change Agent examines the often overlooked role of the project manager. It is not enough to rely on the relationship between manager and project team. The authors collective experience widens our view beyond this stage to that of relationships with indirect influences such as owners, sponsors, resource providers and consumers. In fact, anyone whose lives are affected by the project ""s work and outcome. This radical re-evaluation is a comprehensive preparation and guide for any project manager wanting to maximize strategic and successful change as an integral part of their project objective.

Contracting for Services in State and Local Government Agencies

Reframing Defense Acquisition Program Management to Achieve Extraordinary Results

Managing for Quality and Performance Excellence

The Female Leadership Paradox

Interior, Environment, and Related Agencies Appropriations for 2011: Justification of the budget estimates: related agencies

Construction Dispute Research Expanded

The book provides new theoretical concepts and knowledge to existing leadership theory. Through in-depth international case studies, it develops a new leadership theory of practitioners who promote strategic knowledge creation activities to achieve business innovation and new practical insights.

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Create market-focused strategies that make maximum use of your company's technologies What separates the best from the rest among professional managers? The ability to constantly create, rethink, and revamp strategies by creating and applying powerful new concepts. But a major problem for managers in technology-intensive companies is how to successfully integrate their choice of technologies into competitive market strategies. Transforming New Technologies into Cash Flow develops and applies a simple but powerful new set of concepts to help managers in technology-intensive companies integrate their technology choices with marketing strategies that drive profits high and keep cash flowing. This unique book helps managers map and plan new strategic paths that successfully integrate bundles of technologies, product functionalities, end-user segments, and market networks to create market-focused strategies and competitive differentiation. The book uses case examples and provides a "Management Application Toolkit" of simple and tested maps, worksheets, and interactive cash flow spreadsheets to connect strategic path choices to long-term net cash flow that results in real financial success. Transforming New Technologies into Cash Flow examines: a management process perspective the importance of creating market focus strategic paths; integrating technology choices organizing management teams around strategic paths major management problems with new technologies strategic path mapping, analysis, and integration managing the technology development and adoption processes integrating strategic path bundles: managing transformation processes creating powerful competitive differentiation creating "hot" zones on strategic paths driving cash flow with strategic paths the critical role of pricing and much more! Transforming New Technologies into Cash Flow is an essential professional resource for senior and middle multifunction managers in technology-intensive companies, technical, R&D, and engineering managers, and managers in executive education workshops. This book is part of The Foundation Series in Business Marketing, which also includes Fundamentals of Business Marketing Research and Fundamentals of Business Marketing Education: A Guide for University-Level Faculty and Policymakers (Series Senior Editor: J. David Lichtenhal, PhD, MBA, Zicklin School, Baruch College, City University of New York).

Real Leaders Negotiate!

Successful Packaged Software Implementation

Macquarie Guide: HSC Information Processes & Technology

Humor at Work in Teams, Leadership, Negotiations, Learning and Health

Project Management Leadership

A Source of Business Innovation

Although there are numerous project management resources available, most are either too academic, focus too heavily on IT, or provide quick-fix advice without the theory required to understand why the solutions work. Following and expanding on PMI's Project Management Body of Knowledge (PMBOK®), Project Management Theory and Practice provides students with a complete overview of project management theory—in language they can easily understand. This classroom-tested textbook translates the abstract model vocabulary and processes from A Guide to the Project Management Body of Knowledge (PMBOK® Guide), Fourth Edition into accessible discussions complete with contemporary views and projections for the future. The text integrates the organizational environment that surrounds a project to supply students with the well-rounded knowledge of theories, organizational issues, and human behavior needed to manage real-world projects effectively. Providing a clear picture of the state of the art in project management, it details numerous project-related frameworks, including: Enterprise project management Project portfolio management Work breakdown structures Earned value management Professional responsibility Project team productivity The text reaches beyond traditional core project management topics to include discussions on enterprise maturity, virtual and outsourced organizations, project management offices, operational governance, and multi-project management. Filled with numerous end-of-chapter questions, scheduling and budgeting problems, scoping projects, and sample worksheets that illustrate various analytical tools and management decisions, this is the ideal text for classroom use and essential reading for anyone seeking project management certification.

Project Management Leadership is a comprehensive guide to the human factors involved in Project Management, in particular the leadership skills required to ensure successful implementation of current best practice. It provides the latest insights on team building, motivation, collaboration, and networking skills, and the way these can be harnessed to manage a successful project. Exercises and worked examples are provided throughout.

Managing Politics and Conflict in Projects is an easy-to-read, no-nonsense guide that walks you through the "soft" issues of project management, including communicating, negotiating, and influencing skills that are vital to your project success. Understand your organization's political climate and culture and ascend the corporate ladder to the next level as a project manager. Learn how to deal with political issues requiring complex organizational and interpersonal skills, using valuable review points, tips, and a fictional narrative illustrating the book's main points. •Improve and develop your leadership, interpersonal, and communications skills •Negotiate your political environment •Acknowledge and overcome challenges inherent in project management •Enhance your career by effectively utilizing politics and conflict •Recognize and interpret the barriers of communication •Be prepared to enter into a negotiation •Overcome cultural challenges

Successful Packaged Software Implementation guides IT departments through the selection and implementation of packaged software, pointing out potential pitfalls and how to avoid them. Offering a step-by-step approach, this volume begins with an assessment as to whether packaged software is the correct solution. It then analyzes the product selectio

Diplomacy and Negotiation for Humanitarian NGOs

Managing Projects, Managing People

Creating Market-Focused Strategic Paths for Business-to-Business Companies

The Project Manager as Change Agent

Gower Handbook of Project Management

Diplomacy and Funding for Humanitarian Non-Profits is a practical guide to best practices in diplomacy and negotiation for non-profits (NGOs) who work to convince governments and international institutions to effectively protect humans through disaster assistance, sustainable development and the protection of cultures. The volume proposes a holistic approach to humanitarian assistance by integrating non-traditional and traditional humanitarian partners. Users of the book will be prepared to speak to diplomats and government officials in any setting, including war zones. The book mainly focuses on approaching local and national governments, the United Nations system, the international Red Cross movement and other international organizations. The reader will learn the rules of "diplomatic protocol", and much about the rules and procedures of major international bodies, as well as how to leverage media and knowledge management for planning, establishing, and managing a humanitarian initiative. To provide balance and real world relevance, the guide draws on a compilation of the extensive activities of both authors across a range of development, emergency management, knowledge management, and climate issues in government and in the NGO world, as well as interviews with a broad range of scholars and officials from NGOs, diplomatic missions, the media, the United Nations, the Red Cross, governments and corporations.

This Handbook was the first APM Body of Knowledge Approved title for the Association for Project Management. Over the course of five editions, Gower Handbook of Project Management has become the definitive desk reference for project management practitioners. The Handbook gives an introduction to, and overview of, the essential knowledge required for managing projects. The team of expert contributors, selected to introduce the reader to the knowledge and skills required to manage projects, includes many of the most experienced and highly regarded international writers and practitioners. The Fifth Edition has been substantially restructured. All but two of the authors are new, reflecting the fast-changing and emerging perspectives on projects and their management. The four sections in the book describe: ◊ Projects, their context, value and how they are connected to organizational strategy; ◊ Performance: describing how to manage the delivery of the project, covering scope, quality, cost, time, resources, risk and sustainability ◊ Process: from start up to close down ◊ Portfolio: the project and its relationship to the organization The discrete nature of each chapter makes this Handbook a wonderful source of advice and background theory that is easy to consult. Gower Handbook of Project Management is an encyclopaedia for the discipline and profession of project management; a bible for project clients, contractors and students.

The best-kept secret in corporate life is the vanishing act of women on their way to the top. Despite massive attention to the issue the number of women in top positions remains shockingly low. This book shows what women themselves can do to optimize their careers and how this can bring benefits to the companies and organizations they work for.

"Packed with transformative insights, Dealmaking will help a new generation of business leaders get to yes."—William Ury, coauthor of Getting to Yes Informed by meticulous research, field experience, and classroom-tested strategies, Dealmaking offers essential insights for anyone involved in buying or selling everything from cars to corporations. Leading business scholar Guhan Subramanian provides a lively tour of both negotiation and auction theory, then takes an in-depth look at his own hybrid theory, outlining three specific strategies readers can use in complex dealmaking situations. Along the way, he examines case studies as diverse as buying a house, haggling over the rights to a TV show, and participating in the auction of a multimillion-dollar company. Based on broad research and detailed case studies, Dealmaking brings together negotiation and auction strategies for the first time, providing the jargon-free, empirically sound advice professionals need to close the deal. Originally published in hardcover under the title Negotiauctions.

Best Practices for Public Procurement

Leadership, Influence and Negotiation

Essential Tools for Failure-Proofing Your Project

Coaching for Managers and Engineers

Project Management Theory and Practice, Third Edition

Successful International Negotiations