

## Negotiation Genius Chapter Summaries

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[Chapter 14: The Path to Genius](#) [Genius in negotiation requires knowledge, understanding, and mindful practice. This book can give you the first and help you with the second, but the third will be largely up to you. We end by considering what happens when you turn the last page and head back into the real world.](#)

### [Negotiation Genius—Chapter Descriptions](#)

[Negotiation genius is about adjusting and adding more information. When to Make The First Offer](#) [The advantage of making the first offer is that you anchor the price, while receiving the first offer gives you more information about the other party.](#)

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[Introduction: Becoming a Negotiation Genius PART I: THE NEGOTIATOR ' S TOOLKIT](#) [Chapter 1: Claiming Value in Negotiation](#) [Chapter 2: Creating Value in Negotiation](#) [Chapter 3: Investigative Negotiation PART II: THE PSYCHOLOGY OF NEGOTIATION](#) [Chapter 4: When Rationality Fails: Biases of the Mind](#) [Chapter 5: When Rationality Fails: Biases of the Heart](#)

### [CONTENTS](#)

[The following is a summary of Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond by Deepak Malhotra & Max Bazerman. Pre-negotiation. Exhaust all pre-negotiation sources of information. Identify your assumptions as well as what you do not know.](#)

### [Negotiation Genius \(Book Summary\) — SellingSherpa](#)

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[Negotiation Genius Review and Analysis of Malhotra and Bazerman's Book](#) <https://www.mustreadsummaries.com/summary/negotiation-genius/> [9782511019658](#) [39](#) [EBook application/pdf](#) [BusinessNews Publishing](#) [The must-read summary of Deepak Malhotra and Max Bazerman ' s book: " Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Tables and Beyond " . This complete summary of the ideas from Deepak Malhotra and Max Bazerman ' s book " Negotiation Genius " shows ...](#)

### [Negotiation Genius—Must Read Summaries](#)

[Summary](#) [What Is " Negotiation Genius " ?](#) [Negotiation geniuses are able to overcome marked obstacles and achieve striking success. You might be tempted to think that they are really talented at negotiation – and that it is a talent someone either has or doesn ' t have.](#)

### [Negotiation Genius Free Summary by Deepak Malhotra and Max ...](#)

[Chapter 3: INVESTIGATIVE NEGOTIATION. Seven principles of investigative negotiation: 1. Don ' t just ask what- ask why 2. Seek to reconcile interests, not demands 3. Create common ground with uncommon allies 4. Interpret demands as opportunities 5. Don ' t dismiss anything as " their problem " 6. Don ' t let negotiations end with a rejection of your offer 7.](#)

### [Negotiation Genius —Key Takeaways | Notes and To-Dos from ...](#)

[What sets negotiation geniuses apart? They are the men and women who know how to: > Identify negotiation opportunities where others see no room for discussion > Discover the truth even when the other side wants to conceal it > Negotiate successfully from a position of weakness > Defuse threats, ultimatums, lies, and other hardball tactics](#)

### [Negotiation Genius—The Book](#)

[Chapter 1](#) [The Nature of Negotiation. Reasons why negotiations occur: To agree on how to share/divide a limited resource, such as land/property/time To create something new that neither party could do on their own To resolve a problem/dispute between the parties](#)

### [Chapter 4—Summary Essentials of Negotiation—BUS 476AA ...](#)

[Definition and Overview \(should not be in the map\): Negotiation is an activity, usually in form of a dialogue with the aim of resolving differences in interests between or among existing parties. Negotiation is what we do in works of life ranging from domestic, business, social and political relationships.](#)

### [Group 4 Blog: Summary on the Essentials of Negotiation](#)

[Two themes: How to maximize value in ANY Negotiation](#) [How to negotiate with liars :\) See more at](#) <http://firemeibegyou.com>

### [What I learned from Negotiation Genius—Deepak Malhotra ...](#)

[Getting to Yes \(1981\) is a classic of negotiation literature. William Ury and Roger Fisher, the authors, shifted the way the Western world thinks and teaches negotiation tactics and techniques, helping to go from a model of pure strength and power, to one of collaboration and win-win.](#)

### [Getting to Yes: Summary + PDF | The Power Moves](#)

[Getting to Yes is largely credited with spurring a broad popular interest in negotiation and conflict resolution since its initial publication in 1981, and it remains one of the most widely-read books in its genre. Other prominent books on negotiation include G. Richard Shell ' s Bargaining for Advantage: Negotiation Strategies for Reasonable People and Deepak Malhotra ' s Negotiation Genius ...](#)

### [Getting to Yes Study Guide | Literature Guide | LitCharts](#)

[It is a brilliant chapter that shows how to eliminate your negotiating partner ' s temptation to lie \(e.g., signal your ability to obtain information, ask less threatening questions, don ' t lie ...](#)

### [Negotiation Genius: A Book Review | Psychology Today](#)

[Whether you ' ve " seen it all " or are just starting out, Negotiation Genius will dramatically improve your negotiating skills and confidence. Drawing on decades of behavioral research plus the experience of thousands of business clients, the authors take the mystery out of preparing for and executing negotiations—whether they involve multimillion-dollar deals or improving your next salary offer.](#)

### [Negotiation Genius: How to Overcome Obstacles and Achieve ...](#)

[Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond. From two leaders in executive education at Harvard Business School, here are the mental habits and proven strategies you need to achieve outstanding results in any negotiation.](#)

### [Negotiation Genius: How to Overcome Obstacles and Achieve ...](#)

[Introduction](#) [This course explores negotiation strategies through theory and practice. It emphasizes a hands-on, personal skill-building approach underpinned by foundational and cutting-edge research. Applications in government, business, nonprofit, multicultural, and interpersonal settings are examined.](#)

### [Introduction—MIT Department of Urban Studies and Planning](#)

[analysis has been applied to comparatively evaluate different tactics. The course will introduce decision analysis and various ways to maximize overall utility in negotiations. It is an art because negotiations involve real people with emotions, imperfect information and different senses of what is fair and right.](#)

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