

Negotiation & influencing skills:

Recommended reading

HIGHLY RECOMMENDED:

Getting to Yes *Negotiating Agreement without Giving In*

Roger Fisher & William Ury
Random House Business Books
ISBN-10: 1844131467

Influence: *the Psychology of Persuasion*

Robert Cialdini
HarperCollins Publishers
ISBN-10: 006124189

Difficult Conversations: *How to Discuss What Matters Most*

Bruce Patton, Douglas Stone & Sheila Heen
Penguin Books
ISBN-10: 014027782X

Brilliant NLP: *What the Most Successful People Know, Do and Say*

David Molden & Pat Hutchinson
Prentice Hall Books
ISBN-10: 0273732552

Getting Past No: *Negotiating With Difficult People*

William Ury
Random House Business Books
ISBN-10: 0712655239

Beyond Reason: *using Emotions as You Negotiate*

Roger Fisher & Daniel Shapiro
Random House Business Books
ISBN-10: 1905211074

What Every Body Is Saying: *an Ex-FBI Agent's Guide to Speed-reading People*

Joe Navarro
HarperCollins Publishers
ISBN-10: 0061438294

ROBERT MARSHALL
& ASSOCIATES

management development | negotiation | communications

Rose Cottage – Rose Lane – Elmswell – Suffolk – IP30 9EB – UK | +44 (0)1359 242685
www.robertmarshall.co.uk | robert@robertmarshall.co.uk