

## 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

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