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Summary A fantastic introduction to negotiation and learning how to get more as a way of life. Diamond challenges the conventional wisdom of using power and logic to negotiate. Instead, he proposes that effective negotiation stems from understanding, valuing, and communicating

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The Model » Getting More

About Stuart Diamond.

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Stuart Diamond is one of the world's leading experts on negotiation. He has advised executives and managers from more than 200 of the Fortune 500 companies, and taught 30,000 people in 45 countries, from country leaders and professionals to homemakers and...
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“When the other party realizes you care about their feelings, they will listen more, making them more persuadable.”.

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Stuart Diamond is an American Pulitzer Prize-winning journalist, professor, attorney, entrepreneur, and

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author who has taught negotiation for more than 20 years at the University of Pennsylvania's Wharton School of Business. He currently teaches the course at University of Pennsylvania School of Engineering and Applied Science as "Engineering Negotiation" and a Negotiations Course at Penn Law School. Diamond's widely

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acclaimed book on
negotiation, Getting
More, was a 2011 New
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Getting More is a
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situation, from finding
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Stuart Diamond's book, Getting More, is about how to negotiate for more - in business and other life situations. While he seemingly desires that everyone would emerge from a negotiation with a win-win, we all know that

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where I do feel like the
author's suggestions
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make up for any
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