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I learned a lot from Stuart Diamond's book, *Getting More: How You Can Negotiate to Succeed in Work and Life*. While I'm unlikely to become a heavy negotiator of monetary items, the book is especially applicable to those in sale-related industries.

Getting More: How You Can Negotiate to Succeed in Work and

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Getting More: How You Can Negotiate to Succeed in Work and Life Paperback - Aug. 14 2012 by Stuart Diamond (Author) 4.5 out of 5 stars 312 ratings

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For instance, Diamond states, more than once (as with everything else he states) that the book is called "Getting More" not "Getting Everything" because it is central to his approach that one should do what they can to improve their chances of a successful negotiation, but accept that they cannot succeed in every instance.

Getting More : How You Can Negotiate to Succeed in Work ...

Buy Getting More: How You Can Negotiate to Succeed in Work and Life by Diamond, Stuart (ISBN: 9780307716903) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

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NINJA BOOK REVIEW: GETTING MORE: How You Can Negotiate To Succeed In Work & Life by Stuart Diamond. 5 out of 5 NINJA STARS. We have read and reviewed a lot of negotiation books here at Invoice Ninja, and we won't stop any time soon! That's because there's always some new amazing nugget of insight to learn from.

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Getting More: How You Can Negotiate to Succeed in Work and Life by Stuart Diamond "Getting More" is a fabulous practical guide on how to become a better negotiator. This book succeeds in providing readers with the tools necessary to get more out of work and life, and it works!

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