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Many people find it is easier to close a deal if they set a deadline to do so. Negotiations tend to fall into place at the last minute. Having a deadline is like having a referee at the bargaining table. Remember, every deal has time constraints, so establishing a deadline can help the negotiation come to a smooth end.

Recognizing When to Close a Negotiation - dummies

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Negotiate to Close

The easiest way to deal with this is to just move forward with the deal and leave this one issue aside to negotiate at a later point in time. This works especially well if you're the seller and the

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prospective buyer wants to get a lower price. How to negotiate with someone who keeps requesting more and more

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Negotiate to Close helps level that playing field. Knowing the technology of selling isn't enough--you also need to know the technology of making a successful deal. There was some excellent information here that didn't appear in any of the other negotiating books.

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Negotiate to Close How to Make More Successful Deals In this book the author uses the salesperson relationship of the buyer and seller to discuss negotiation. The author identifies the sources of

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power that a seller has when negotiating, and the tactics used by buyers to get what they want. ã Â ã ã Â ã ã Â ã ã Â ã ã Â ã ã ã ã ...

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