



GETABSTRACT REVIEW OF

# Getting (More of) What You Want

How the Secrets of Economics and Psychology Can Help You Negotiate Anything in Business and in Life

The art of negotiation stands as a crucial skill. However, individuals often view negotiation prowess more as a cultivated personality trait rather than a skill set to actively develop and refine.

## STEP 1

Have your team read the [getAbstract summary](#).

## STEP 2

Schedule a team meeting to discuss the questions below.

## STEP 3

Have a discussion with your team.

## Discussion Questions

1. What new understanding of negotiation concepts you might not have thought about prior to reading this summary?
2. In the future how will you approach the three kinds of negotiation issues highlighted by the authors?
3. Think of a negotiation opportunity that is coming up. What tools from the authors will you use to prepare yourself?
4. What are some strategies to put your yourself in a powerful frame of mind?
5. What is the most valuable takeaway from the summary?

*“A successful negotiation is one in which you get more of what you want – not one in which you just arrive at an agreement.”*

**Getting (More of) What You Want**

Margaret A. Neale and Thomas Z. Lys

## Additional resources



Negotiation

