

Three counterpunches to:
“I can get the same thing cheaper.”

B2B STREET FIGHTING

Change the negotiation
conversation from the price
of products to the value
of solutions.

By Brian J. Dietmeyer
with a foreword by Dr. Max
Bazerman of the Harvard
Business School

Updated for 2022!

B2b Street Fighting Three Counterpunches To Change The Negotiation Conversation

Brian Dietmeyer



B2b Street Fighting Three Counterpunches To Change The Negotiation Conversation:

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regardless of our own perceived ability to negotiate we must have the courage to engage because bargaining plays a crucial role in every aspect of our lives We negotiate boundaries with our parents and partners bedtimes with our kids and even with ourselves every time we make a pros and cons list to weigh a major decision Negotiation is how we problem solve and how we find our voice With eye opening and empowering stories throughout Bring Yourself helps readers gain the confidence they need to achieve their goals in work and in life Timely and provocative this paradigm shifting book can transform our world and the way we work together

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