

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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*Bring Yourself* Mori Taheripour,2020-03-24 A look at how relationships can drive successful negotiation from an award winning faculty member at the Wharton School of Business Contrary to conventional wisdom about what makes a good negotiator namely being aggressive and unemotional in Bring Yourself Taheripour offers a radically different perspective In her own life and in her more than 15 years of experience teaching negotiation she s found that the best negotiators are empathetic curious and present The essence of bargaining isn t the transaction but the conversation and human connection It is when we bring our whole authentic selves to the table that we can advocate for ourselves fearlessly and find creative solutions that benefit everyone Taheripour has seen the power of this mindset shift firsthand In her consulting her classes at Wharton and in her work teaching negotiation for the Goldman Sachs 10 000 Small Businesses program her students and clients experience personal breakthroughs as they face the fears and false narratives that held them back Bring Yourself explains how our pressure points personal experience and even our cultural expectations can become roadblocks to finding common ground and it offers essential strategies to move beyond them and open our minds Taheripour argues that

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

Delve into the emotional tapestry woven by Emotional Journey with in Experience **B2b Street Fighting Three Counterpunches To Change The Negotiation Conversation**. This ebook, available for download in a PDF format (\*), is more than just words on a page; it is a journey of connection and profound emotion. Immerse yourself in narratives that tug at your heartstrings. Download now to experience the pulse of each page and let your emotions run wild.

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