



The Game of Negotiating: Caring...But Not That Much: The Complete Seminar

Herb Cohen

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"Care...but not that much" has become Herb Cohen's mantra. In the 25 years since the classic *You Can Negotiate Anything* was published, negotiating has become a way of life. In both personal and business relationships, Cohen has taught the world how to give and take, realize what is really important in the bargaining process, and be able to win - or compromise - with the most effective strategies ever conceived.

This live seminar covers relationships: between husbands and wives, children and their parents, and employers and employees. Those who have learned to play the negotiating game well relieve tensions, substantially improve communications, and solve many day-to-day problems. With his trademark humor and irreverent style, Cohen uses stories, metaphors and real-life examples to inspire listeners to reflect upon their own personal behavior and experience to take charge of negotiating anything!

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