

Getting More How You Can Negotiate To Succeed In Work And Life

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Cover your mouth and nose with a mask when around others. This helps reduce the risk of spread both by close contact and by airborne transmission. Wash your hands often with soap and water. If soap and water are not available, use a hand sanitizer that contains at least 60% alcohol.

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Getting (More of) What You Want shows how inexperienced negotiators regularly leave significant value on the table—and reveals how you can claim it. Learning the Art of Negotiation Margaret Neale and Thomas Lys at a Stanford Webinar discuss the finer points of negotiation.

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