

Works Cited

The Art and Science of Negotiation. 1982.

Carnegie, Dale. *How to Win Friends and Influence People*. 1936. Carnegie, Dale "How to Win Friends and Influence People" 1936

Title: Respect

The book is about how people like things and how they want to be treated in the world. This book is one of the many other books written by Dale Carnegie, Andrew Carnegie's brother. The book talks about people, and their thoughts and states that everyone wants basically the same things that everyone else wants, respect. "Don't criticize, condemn, or complain." or "Remember that a person's name is to that person the sweetest and most important sound in any language."

The Expert Negotiator. 2008_.

"5 Steps to Master the Art of Negotiation." *5 Steps to Master the Art of Negotiation*, Entrepreneur, 2015, www.entrepreneur.com. 5 Steps to Master the Art of Negotiation www.entrepreneur.com 2015

Topic: Negotiation

Entrepreneur.com wrote this to inform their readers about negotiation and how to win at negotiating. It has tips and suggestions that will help your tactics and strategies. It also will help you off how to start negotiating and also how to continue a good relationship with the opponent throughout the negotiation.

5 Tactics to Win a Negotiation According to an FBI Agent. TIME, 2016, time.com. 5 Tactics to Win a Negotiation From an FBI Agent www.time.com 2016

Topic:Negotiation

TIME.com wanted to inform the readers and also tell a story about an FBI agent when he was trying to get a gang out of a locked apartment. TIME wrote tips the FBI agent later told them and how he used them during the negotiation. Many of the tips are linked to the negotiation while others are linked to the arrival of the agent to the door to the apartment.

McCarthy, Alan. *Advanced Negotiation Techniques*. PDF ed., 2015.

The Pocket Small Business Owner's Manual Guide to Negotiation.

Roger Dawson's Secrets of Power Negotiating. 1995.

7 Tips to Win Any Negotiation. American Express, www.americanexpress.com. 7 Tips to Win Any Negotiation www.americanexpress.com 2016

Topic:Negotiation

American Express wrote this so the readers can be informed about tips of negotiation. American Express wrote about tips that will help to start a negotiation. The tips and suggestions continue to the middle of negotiation. The last tips and suggestions were how to end a negotiation and get the best deal.

Wikipedia. 2018, www.wikipedia.org. Accessed 2018. Negotiation www.wikipedia.com 2018

Topic:Negotiation

Wikipedia wrote this page to inform the readers. They talk about what negotiation is for and that we usually do it without knowing. They also write about the tactics and strategies. Then they describe each strategy and tactic under the strategies and tactics.