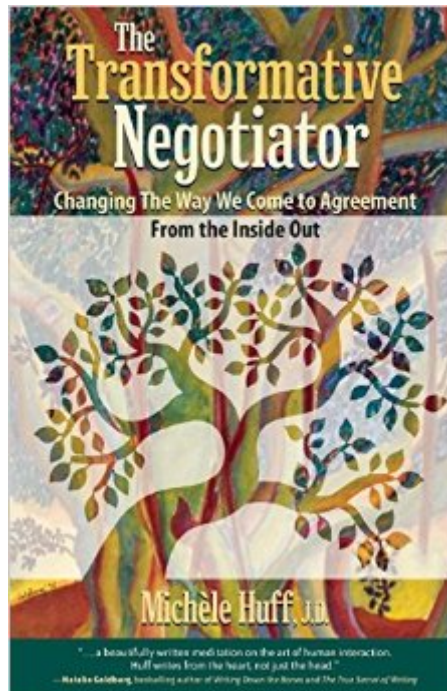


The book was found

# The Transformative Negotiator: Changing The Way We Come To Agreement From The Inside Out



## Synopsis

This innovative book presents a transformative approach to negotiation that weaves together the spiritual and the strategic. You'll learn a profoundly effective way of communication that will help you move past the ordinary mechanics of negotiations and achieve realistic goals and positive, lasting outcomes. This holistic, mindful method will change the way you interact with people in all areas of your life. Attorney Michèle Huff has negotiated on behalf of Fortune 500 companies, startup companies, and government entities as well as hundreds of individual clients. She is currently the University of New Mexico's lawyer for research, technology, and intellectual property. The Transformative Negotiator is a beautifully written meditation on the art of human interaction. Huff writes from the heart, not just the head. The book is easy to read, with practical advice and an engaging wide range of stories about how to come to agreement. •Natalie Goldberg, bestselling author of Writing Down the Bones, Wild Mind, and The True Secret of Writing

## Book Information

Paperback: 173 pages

Publisher: Unhooked Books (April 7, 2015)

Language: English

ISBN-10: 1936268809

ISBN-13: 978-1936268801

Product Dimensions: 5.5 x 0.6 x 8.4 inches

Shipping Weight: 8 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars See all reviews (11 customer reviews)

Best Sellers Rank: #506,249 in Books (See Top 100 in Books) #35 in Books > Law > Rules & Procedures > Alternative Dispute Resolution #465 in Books > Business & Money > Management & Leadership > Negotiating #620 in Books > Self-Help > Relationships > Conflict Management

## Customer Reviews

The skills covered in this precise volume will transform both negotiated outcomes and the participants themselves. Accomplished negotiator and attorney Michèle Huff draws from Buddhist concepts of mindfulness, her personal business experiences, and examples ranging from Nelson Mandela, Henry Kissinger, and the Dalai Lama to explain core techniques that work as well as those that do not. Simple exercises throughout illustrate key concepts readers can make their own. From awareness of physical aspects such as posture and breathing, to controlling anger, and the sophisticated practice of humility, these techniques will prove invaluable any time negotiation

partners need to come to agreement and in everyday life.âMarie Longserre, CEO Santa Fe Business Incubator, former Board Chair National Business Incubation Association&#147; Huff layers MBA level negotiation theory, lifelong experience, cross-cultural negotiation and practice of deeper wisdom in a series of clearly explained and immensely pragmatic examples. The Transformative Negotiator stresses the brain/body connection, our interdependence as human beings, as well as meditation techniques that lead to successful outcomes. It is a book you want to have handy in the midst of any negotiation from teenage kids to members of the board.âMiko Matsumura, Speaker, Silicon Valley Startup Advisor, Technology Evangelist&#147; A concise and pleasurable read, The Transformative Negotiator takes the well-known basic tenets of negotiation and goes beyond to showcase the importance of connection in successful negotiations. Drawing on historical examples and her personal experience, Huff creates a book that, along with a sprinkling of realistic exercises throughout, will push your awareness of self and your ability to negotiate successfully to the next level.âMichael B. Horn, author, Blended: Using Disruptive Innovation to Improve Schools, Co-Founder and Executive Director, Education, Clayton Christensen Institute, named one of the 100 most important people in the advancement of the use of technology in education by Tech & Learning magazine

Michelle Huff is an attorney who has negotiated on behalf of Fortune 500 companies, including Oracle Corporation, Sun Microsystems, and Canal+ and start-up companies, including Kalepa Networks and Cinnafilm. She has also negotiated on behalf of hundreds of individual clients and manages the Archer Law Group, a firm specializing in protecting and licensing creative properties. Since 2008, she has been the University of New Mexicoâs lawyer for research, technology and intellectual property. She negotiates agreements with industry, academic institutions, and governmental agencies on a regular basis. Michelle has taught intellectual property and licensing at the University of New Mexicoâs School of Law, and has led negotiation workshops for local community foundations, technology venture associations, and business incubators. In May, she co-presented a session on Transformative Negotiation at NBIAâs 28th International Conference on Business Incubation in New Orleans. She was named one of Albuquerque Business Firstâs 2014 Women of Influence.

[Download to continue reading...](#)

The Transformative Negotiator: Changing the Way We Come to Agreement from the Inside Out  
The Complete Prenuptial Agreement Kit (Book & CD-ROM) (Write Your Own Prenuptial Agreement)  
Patients Come Second: Leading Change by Changing the Way You Lead  
Microsoft Windows

Security Inside Out for Windows XP and Windows 2000 (Bpg--Inside Out) Microsoft®  
Windows® XP Inside Out (Bpg-Inside Out) Microsoft® Windows® XP Inside Out  
Deluxe (Bpg-Inside Out) Mindful Work: How Meditation Is Changing Business from the Inside Out  
(Eamon Dolan) Come Rain or Come Shine (A Mitford Novel) Come Rain or Come Shine South  
Sudan's Civil war: crisis from 2013 up to the current peace agreement How to Write Your Own  
Premarital Agreement Building a Parenting Agreement That Works: Child Custody Agreements Step  
by Step Kingpin Wifey's Season 3 part 2: The agreement Yoga Sequencing: Designing  
Transformative Yoga Classes The Promise of Mediation: The Transformative Approach to Conflict  
The Little Book of Transformative Community Conferencing: A Hopeful, Practical Approach to  
Dialogue (Justice and Peacebuilding) Awakening Shakti: The Transformative Power of the  
Goddesses of Yoga Astrology and the Rising of Kundalini: The Transformative Power of Saturn,  
Chiron, and Uranus Psychomagic: The Transformative Power of Shamanic Psychotherapy  
Summary - The Life Changing Magic of Tidying Up: By Marie Kondo -The Japanese Art of  
Decluttering and Organizing (The Life Changing Magic of Tidying Up ... Paperback, Audiobook,  
Audible, Japen)

[Dmca](#)