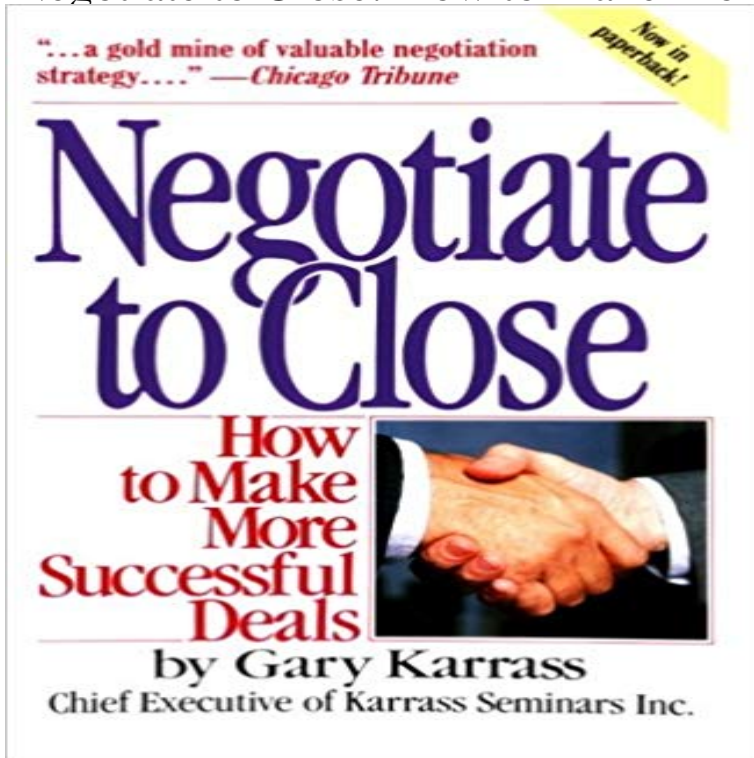


# Negotiate to Close: How to Make More Successful Deals



Karrass teaches that the salesperson or business executive is in a stronger position than he or she may have thought and highlights the specific skills and techniques that lead to more closings and better profits. ... a gold mine of valuable negotiation strategy.--Chicago Tribune.

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