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A negotiation genius goes a step further, by using strategies specifically targeted at uncovering lies and deceptions, then using other strategies to overcome them with the best outcome in mind. This book provides those strategies. Chapter 11: Negotiating from a Position of Weakness. We've all had to negotiate from a position of weakness.

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While Negotiation Genius is a textbook, it does not really read like one. The thought process behind negotiation strategy is laid out very effectively. The work begins with an introduction to value creation and capturing, explores the psychology of negotiation including non-rational behaviour, and tackles key real life issues including negotiating from weakness, handling liars etc.

### **Amazon.com: Negotiation Genius: How to Overcome Obstacles ...**

Albeit not strictly about negotiation, Covey's best-seller deserves a place in any best negotiation book lists for one of its seven habits. And that habit is: Think win-win. Plenty of studies have shown that negotiating with a win-win mindset and being ready to make concessions lead to better outcomes and results.

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