



Bare-Knuckle Negotiation: Savvy Tips and True Stories from the Master of Give-and-Take

Raoul Felder

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In *Bare-Knuckle Negotiation*, Felder shares his wit and wisdom about the tactics and strategies of effective negotiation, so laypeople can get what they want when it's time to cut a deal. He covers diverse topics from how to read opponents' nonverbal cues to unnerving your opponent through displays of seemingly irrational behavior. He reveals the importance of never making a threat you can't back up and how to be crafty without being dishonest. Citing anecdotes, cases, and stories from his long career in the legal trenches—tales that are often outrageous, shocking, and strange—Felder lets you in on the secrets that have made him such a feared and respected negotiator.

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