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key factors affecting negotiation success, as well as ways of negotiating for win-win solutions.

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presidents on everything from domestic policy to hostage crises to combating internal terrorism. His advice: “Be patient, be personal, be informed—and you can bargain successfully for anything.”

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You might remind your boss, for example, that a raise will be a well-deserved reward for your ongoing hard work and commitment to the company. This is easier done in certain situations. When negotiating the sale price of a guitar, for example, a \$50 loss by the seller is a \$50 gain by the pawnbroker.

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You Can Negotiate Anything is a self-help book on negotiation by Herb Cohen. Cohen used story-telling to help explain the various concepts and strategies

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behind the art of negotiation. The 1982  
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Published on Dec 12, 2011 Host Michael Stoler sits down with author Herb Cohen as they discuss his new best selling book "You Can Negotiate Anything". They

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discuss the art of negotiating, how Mr....  
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## **BuildingNY: Herb Cohen, author, "You Can Negotiate Anything," Pt. 1 of 2**

In this video, we will be talking about how to negotiate anything. This video has been influenced by the book "NEVER SPLIT THE DIFFERENCE" by Chris Vass

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