

Former governor of New Mexico and US Ambassador to the United Nations Bill Richardson has engaged in high-stakes, face-to-face negotiations with Castro, Saddam, the Taliban, North Korea leaders, Slobodan Milosevic, and many other of the worlds crazy people - and done it so well hes been nominated for the Nobel Peace Prize three times. Now he tells these stories - from Washington, DC to the Middle East to Pyongyang - in all their intense and sometimes absurd glory. Readers also get a fine lesson in the art of negotiation: How to prepare, how to size up your opponent, understanding the nature of power in a standoff, how to give up only what is necessary while getting what you want, and many other strategies Richardson has mastered through at-the-table experience.

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Start by marking "How to Sweet-Talk a Shark: Strategies and Stories from a Master Negotiator" as Want to Read: See 1 question about How to Sweet-Talk a Shark. Bill Richardson, former Governor of New Mexico, former US ambassador to the UN, former Secretary of Energy, and.

28 Apr - 68 min - Uploaded by NHIOP Bill Richardson, former Governor of New Mexico, at the New Hampshire Institute of Politics on 3. The NOOK Book (eBook) of the How to Sweet-Talk a Shark: Strategies and Stories from a Master Negotiator by Bill Richardson, Kevin Bleyer. There are several negotiating skills tips in How to Sweet-Talk a Shark (Link to Buy) by Governor Bill Richardson. This book appears on several must-read list. 29 Oct - 64 min Eric Schmidt hosts Governor Bill Richardson at Google to talk about his new book, How to.

Publisher's Summary: Former governor of New Mexico and US Ambassador to the United Nations Bill Richardson has engaged in high-stakes, face-to-face.

How to Sweet-Talk a Shark: Strategies and Stories from a Master Negotiator [Hardcover] Bill Richardson (Author), Kevin Bleyer (Author).

A NEW MEXICO EXCLUSIVE! THIS WEEK: BILL RICHARDSON. Former Two- Term Governor of New Mexico. Former U.S. Ambassador To The.

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