



Negotiation Evolved: Increase rapport, trust, value, understanding, agreement, commitment and satisfaction

Filip Hron, Steve York, Ladislav Blažek

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“If you only wanted to read one book on negotiation, and in the process achieve the greatest possible improvement in your negotiation skills, then what would that book be?”

Negotiation Evolved offers a comprehensive approach to negotiation and influence that can be applied in every situation, from large commercial deals to romantic partnerships and even hostage crises. Reading this book will equip the reader with the mindset, insights and tools to increase rapport, trust, value, understanding, agreement, commitment and satisfaction in every negotiation. And when do we negotiate? All the time, and in every single interaction we have!

Much of the writing on negotiation asks “which style of negotiation is best?”; our central question as experienced negotiators and educators has evolved to “how can you become the best negotiator you can be?”

Negotiation Evolved was written by Filip Hron together with former heads of police hostage negotiation Steve York (Australia) and Ladislav Blažek (Czech Republic).

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