



How to Sweet-Talk a Shark: Strategies and Stories from a Master Negotiator

By Bill Richardson

Audible Studios on Brilliance, 2016. CD-Audio. Condition: New. Unabridged. Language: English . Brand New. Sharks are not evil. But they re single minded and very, very hungry. On land, they take the form of bosses, businesspeople, colleagues, family, and sociopathic neighbors. In the world of former governor of New Mexico and US ambassador to the United Nations Bill Richardson, they have taken the form of the most powerful people in the world. He s engaged in high-stakes, face-to-face negotiations with Castro, Saddam, the Taliban, two generations of North Korean leadership, and many more of the world s most infamous dictators and done it so well he was known as the Undersecretary of Thugs while with the Clinton administration. Now the 5-time Nobel Peace Prize nominee tells these stories from Washington, DC, to the Middle East to Pyongyang in all their intense and sometimes absurd glory. How to Sweet-Talk a Shark is a rare, candid, and entertaining glimpse into an insider s world of high-stakes negotiation showing Richardson s successes and failures in some of the world s least friendly places. Meanwhile, listeners get frank lessons in the art of negotiation: how to prepare, how to size up your opponent, how...



READ ONLINE
[9.2 MB]

Reviews

This publication is definitely worth buying. It can be loaded with wisdom and knowledge I am easily could possibly get a satisfaction of looking at a composed publication.

-- **Rhiannon Steuber**

Very helpful to all type of individuals. It really is rally interesting through looking at time. Its been designed in an extremely basic way which is just soon after i finished reading this pdf through which basically modified me, change the way i believe.

-- **Tyshawn Brekke**