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[Herb Cohen \(negotiator\) - Wikipedia](#)

Herb Cohen is an American negotiation expert. Cohen is a corporate and government negotiator and strategy consultant in areas of commercial dealings and crisis management. He is the author of the New York Times bestseller *You Can Negotiate Anything*

[Negotiate This!: By Caring, But Not T-H-A-T Much: Herb ...](#)

In *NEGOTIATE THIS!* buoyed by his signature humorous and self-deprecating style Herb Cohen explains how readers can learn powerful yet subtle negotiating ploys to help them in their businesses, careers, and even family relationships. As Herb says, Negotiation is the game of life.

[Negotiate This!: By Caring, But Not T-H-A-T Much: Herb ...](#)

[Negotiate This!: By Caring, But Not T-H-A-T Much \[Herb Cohen\] on Amazon.com. "FREE" shipping on qualifying offers.](#) With his extensive negotiating experience and unique presentation style, Herb Cohen is internationally renowned as someone who can quickly grasp both sides of an issue and get the most for his client out of a difficult negotiation.

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[Negotiate This! By Caring, But Not T-H-A-T Much by Herb Cohen](#) I had the pleasure of attending one of Herb Cohen's speeches several years ago on becoming a master of persuasion, and perfecting the art of meaningful negotiation.

[Negotiate This!: By Caring, But Not T-H-A-T Much by Herb Cohen](#)

[Negotiate This!](#) has 230 ratings and 23 reviews. Ivan said: Quite an entertaining journey through the perils of negotiations. Herb Cohen is a smooth opera

[Herb Cohen - Official Site](#)

Herb Cohen is the author of *YOU CAN NEGOTIATE ANYTHING*, which was on the New York Times Bestseller List for almost one year and finally after two decades his latest book, *Negotiate This! By Caring! But Not T-H-A-T Much*. For more than three decades, HERB COHEN has been a practicing negotiator, intimately enmeshed in some of the world's headline

[Herb Cohen: Master Negotiator - CBN.com](#)

Herb Cohen differentiates between morality and propriety. Matters of morality, like the Ten Commandments and the Sermon on the Mount, are not negotiable. But proprietary matters, all things that are not moral matters, are

negotiable. These are things like how long your child wants to wear his hair.

THE KEY TO SUCCESSFUL NEGOTIATING - HERB COHEN - HOW TO NEGOTIATE

Negotiating, whether we like it or not, for all of us is the game of life. And I'd like you to see it that way: as a game. Because a game is where you care -- really care -- but not that much. And

Biography - Herb Cohen on Negotiating and Selling
Biography - BIOGRAPHY of HERB COHEN - For more than three decades, Herb Cohen has been a practicing negotiator, intimately enmeshed in some of the world's headline dramas from hostile takeovers to hostage negotiations.

Books by Herb Cohen (Author of You Can Negotiate Anything)

Herb Cohen has 22 books on Goodreads with 5404 ratings. Herb Cohen's most popular book is Walking in Two Worlds.

You Can Negotiate Anything - Snapdeal.com

Herb Cohen has been called "the world's best negotiator." He's internationally renowned as a corporate and governmental consultant on negotiating strategy, commercial dealings and crisis management. As a U.S. presidential advisor, he has helped to formulate policy on hostage negotiations and terrorism.