



Shake Hands with the Devil: How to Master Life's Negotiations from Hell

By Frank L. Acuff

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Whether you're struggling to appease an unruly boss, bargaining with a slick real estate agent, or navigating a rock relationship with your teenaged son, life is teeming with what negotiation expert Frank Acuff calls hellish negotiations. In SHAKE HANDS WITH THE DEVIL, Acuff offers cool advice for taming the flames of common conflicts and reaching satisfying resolutions without getting burned. Acuff's sound methodology for calmly analyzing thorny confrontations in the workplace and in everyday life provides the tools you need to achieve your goals, build trust, and help others get what they want, too. You don't have to sell your soul to strike a deal with a tough negotiator, with SHAKE HANDS, you'll learn how to find common ground, make friends with the "enemy" and turn those negotiation demons into agreement angels.

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