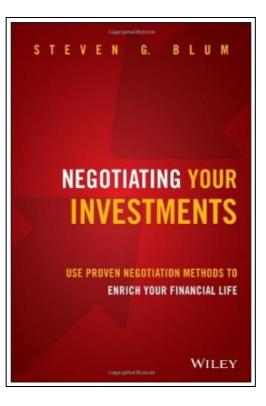
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John Wiley Sons Inc, United States, 2014. Hardback. Condition: New. Language: English . Brand New Book. Get smart about personal finance with the art and science of negotiation Negotiating Your Investments is an in-depth guide to applying the principles of negotiation to your personal finances. With expert insight into the before, during, and after of a successful negotiation, you II learn how to prepare for and conduct important financial discussions with an eye toward getting the best possible outcome. The book contains practical, actionable guidance toward pursuing what you really want, and tools that can greatly improve your chances of getting it. Clear, concrete advice describes how to influence the other side, avoid being taken advantage of, and direct the conversation to your advantage. As a rule, investors fail to negotiate over financial matters, to their great detriment. Improving returns, or reducing fees, by a mere 1 percent per year can make a remarkable difference in your bottom line. For example, a million dollar investment that returns 7.5 percent rather than 6.5 percent, over 30 years, will put an extra \$2.1 million dollars in your pocket. On the other hand, that much money could easily go straight into someone else s purse. With that much money at stake, good negotiating practices become extremely valuable. Negotiating Your Investments provides the skills and tools you need to hold your own at the negotiating table while offering advice you can put to work immediately. Topics include: The elements of negotiation identifying goals, interests, commitments, alternatives, and powerPreparation, information exchange, bargaining, and closing and commitment the four phases of negotiationAsymmetric information, conflicts of interest, professionalism, and whom to trustInvestment vehicles and the economic science that lies behind wise investingHard economic truths involving past results, rational market pricing, diversification, interest rates, and the effect of...

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