



Why Don't You Want What I Want?: How to Win Support for Your Ideas without Hard Sell, Manipulation, or Power Plays

Rick Maurer

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Rick Maurer introduces you to a high integrity process that engages you and the other person in creating outcomes you both fully support. He shows you how to turn resistance into support and use 6 principles of engagement to help you persuade while you build the relationship and get your ideas put into action.

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