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The next book in the 2020 alternative reading list is "The Leader's Guide To Negotiation: How To Use Soft Skills To Get Hard Results" by Simon Horton. The book, published by the Financial Times

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conducting successful and positive negotiations.

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As a leader, it is intelligent to understand both your own emotions and those of the other person. Keep in mind, emotions influence thinking and can easily jeopardise a negotiation when they spin out of control. To keep the meeting under control, inspire the emotions of the other contributor—and control yours.

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Final Focus Questions for Leader's Guide to Negotiation. 1. Focus Questions for The Leader's Guide To Negotiation.

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These focus questions are intended to aid you in the active reading of Simon Horton's "The Leader's Guide To Negotiation: How To Use Soft Skills To Get Hard Results," one of the books selected by the faculty of the Syracuse University College of Law to help prepare you for your time studying law.

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as the “chief troublemaker,” is a pioneer  
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### **Get What You Want: The Woman's Guide To Negotiation**

Coalition leaders and other entities negotiating with US military leaders often operate from this assumption.<sup>5</sup> Every DOD leader must be cognizant of this mind-set. Second, the ability to coerce gives the military leader a powerful and simultaneously danger-laden option when it comes to a negotiating strategy.

### **Dr. Stefan Eisen Jr. Colonel, USAF, Retired**

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