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From Negotiation Press. Available through Baker Taylor : Negotiating with Giants: Get What You Want Against the Odds by Peter D. Johnston (April 15 2008) before purchasing it in order to gage whether or not it would be worth my time, and all praised Negotiating with Giants: Get What You Want Against the Odds by Peter D. Johnston (April 15 2008):

2 of 2 people found the following review helpful. Now I see what I've been doing wrong!By Alex J. CaffariniEach negotiating tactic and each example Johnston discussed triggered memories of past negotiations in my career - job offers, salary negotiations, business contracts, even past purchases and relationships - that went horribly awry and for which I felt I got the short end of the stick. And I realized as I read - and re-read - the examples Johnston provided what I might have done differently to have achieved happier outcomes.4 of 4 people found the following review helpful. Interesting book, with unusual insights you won't find elsewhereBy CustomerHaving been a startup entrepreneur and tried to convince large companies to invest/partner/become a customer, I can relate to many of the lessons in this book and wish I had read it then. It is somewhat repetitive and some of the examples chosen aren't quite apt, but many of the insights related to business negotiations are spot-on and useful. Not that they are easy to put in practice necessarily --- that is a different ball game. Overall a great read, definitely worth it --- it'll likely make you think, and has insights that I don't recall reading/seeing in other books on negotiation. The anecdote on the photographer and the US government was particularly well chosen.2 of 2 people found the following review helpful.

Useful By Verdant Green I was able to use his lessons immediately while negotiating my job in a hospital. A large hospital is definitely a faceless Goliath, but I was able to bring the hospital down to size based on their needs and mine.

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