

Enlightened Negotiation: 8 Universal Laws to Connect, Create, and Prosper

Mehrad Nazari Ph.D.

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Enlightened Negotiation: 8 Universal Laws to Connect, Create, and Prosper Mehrad Nazari Ph.D. Enlightened NegotiationTM is a guide to real-world, mindful negotiation practices drawing on the principles of Eastern wisdom traditions. In the realm of business where self-styled experts teach haggling rather than negotiation, people drink in harmful practices on a daily basis. Mehrad Nazari is here to undo that damage. Each of his eight universal laws presented can be engaged for conflict resolution and negotiation in both the workplace and our personal lives.

Dr. Nazari teaches how to assess your environment from a spiritual perspective, evaluate risks, and exhaust every potential for mutually beneficial collaboration. Dr. Nazari shows how to receive guidance through intuition and insight and channel creativity into a catalyst for harmony and prosperity. By listening and presenting your message clearly, he teaches readers to take responsibility and understand their needs by being flexible, being mindful, and reflecting.



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