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The Manager as Negotiator. Describes the principles of effective negotiation and shows how managers can use these techniques to sustain agreements, and obtain authority or resources.

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So if you want to become a better manager, become a better negotiator. Categories: Management Thinking. About The Author. Simon Horton. Simon Horton is the author of "Negotiation Mastery: Tools for the 21st Century Negotiator". He has taught hostage negotiators, some of the largest law firms in the world and some of the largest banks in the world.

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Yet "The Manager as Negotiator" transcends its roots in game theory and decision analysis, asking broader more realistic questions and addressing its exceptionally clear prose to a much wider audience. This book will give managers and negotiators invaluable advice.

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