



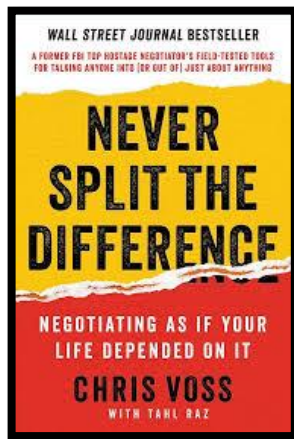
**Michigan Professional Firefighters Union
Educational Seminar October 28 & 29, 2024**



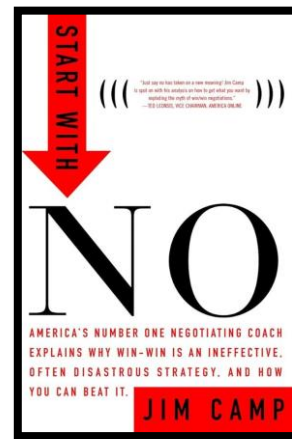
Negotiation Strategies and Tactics

Below are a list of books which the MPFFU Education Committee recommends for those interested in building strong negotiation skills. This is by no means a complete list of the many great books on negotiations; however, this will be a great place to start your journey into becoming a negotiation powerhouse!

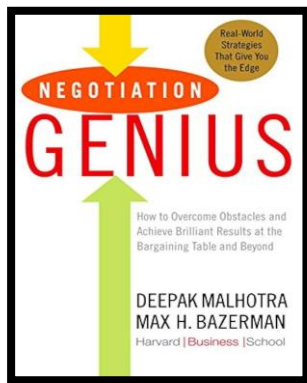
Chris Voss – *Never Split the Difference*



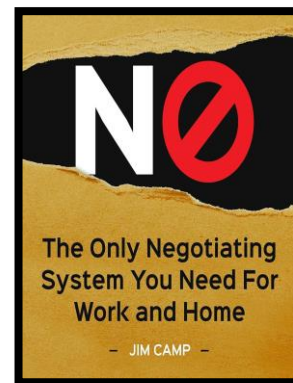
Jim Camp – *Start with No*



**Deepak Malhotra & Max H. Bazerman
(Harvard Business School)- *Negotiation
Genius***



**Jim Camp - *No the only negotiation System
you need at work and home***



Remember, there is no wrong way to learn! If you do not have the time to sit down and read a book, these are all available on Audible so you can listen to them while you are mowing the lawn, driving to work, or on a long road trip!