

Reviews

For anyone looking for an excellent book with a systemic approach to how to make a living and in all kinds of negotiations: The successful negotiator's method is the book you're looking for! Here you will find splendid synthesis, practical application and solid research on negotiation and human behavior. Raul Howe will motivate you to think about emotions and intelligence in a more attractive and much more profitable way. What are you waiting for? Connect to... The successful negotiator method and start the adventure."

Dr. Andrés Roemer,
author of The Game of Negotiation and the book "Move UP".

You can't stop reading this book! The successful negotiator's method is based on principles such as trust, empathy and respect. It is an excellent reading to hone skills that we unconsciously employ and we should consciously use it to negotiate more successfully. Raul Howe demonstrates how, by helping others achieve their ends, you achieve yours more successfully. Reading makes it clear that we are emotional beings and that this is not removed and is precisely based on the emotions that conflicts are resolved. Now I know that, knowing how to give in, I earn more."

Manuel Garcia,
CEO. La Morena

You negotiate with the beings around your life, with whom you love and, moreover, with yourself. It's all a negotiation! With this book we can move away from the unattainable or profound of subjectivity and manage to land strategies to connect and negotiate with those of who we really have to; always seeking understanding and the common well. The successful negotiator method contains excellent recommendations and learnings for business and life itself. I highly recommend it!

Edgar Casal,
Ceo at Audi de México

Raúl Howe is one of the best theorists and specialists on negotiation in Mexico. His courses have helped hundreds of entrepreneurs and business leaders to understand human nature, find cooperation and make their business flourish. Successful negotiators like Raul know that first of all, the central thing is to build emotional intelligence that facilitates cooperation and business prosperity. You have in your hands a practical guide to be a more influential leader.

Dr. Luis Carlos Ugalde
Managing Partner, Integralia Consultants

The successful negotiator method does work.

Sandra Rábago
Author's Wife