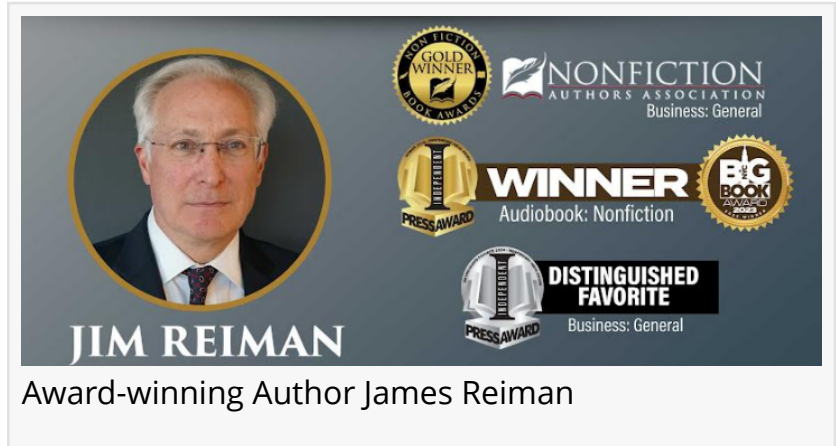


# Reiman's 'Negotiation Simplified' Wins Fourth Book Award with Effective Negotiation Strategies That Anyone Can Use

*Reiman's framework to think about and prepare for negotiations gains award attention; and a process that, if used, results in superior negotiation results.*

BROOKLYN, NY, UNITED STATES,  
September 19, 2024 /  
EINPresswire.com/ -- Arbitrator,  
mediator, board director and executive  
educator James Reiman invites all  
those who want to achieve better  
results to adopt his framework and process outlined in his book "Negotiation Simplified".



Reiman asserts that the process and analytical framework he presents can greatly benefit all who are engaged in negotiations as part of their professional or personal lives. Anyone, from CEO, business executive, lawyer, or stay-at-home parent, can use "Negotiation Simplified" to gain a better outcome in their everyday negotiations.

“

Jim has eloquently laid out a framework and process that anyone can easily benefit from to achieve success in negotiating. This is a must-have guide, and I strongly recommend 'Negotiation Simplified'”

*Ted Olczak, Publisher of the  
Independent Press Award  
magazine*

Reiman has worked with these luminaries, who agree, and have provided real life negotiation stories to illustrate the principles and process Reiman sets out in "Negotiation Simplified":

David Rank, former Acting US  
Ambassador to China

Amb. (ret.) David Huebner, former US  
Ambassador to New Zealand and Samoa

Victor do Prado, Director of Council

and Trade Negotiations, World Trade Organization

Tom Manning, former CEO,  
Dun & Bradstreet

Barbara Weston, Director of Global  
Trend &  
Design at Bed Bath & Beyond

Prof. James Shein, Kellogg School of  
Management, Northwestern  
University

Valerie White, Executive Director,  
Local Initiative Support Corp

Catherine Dixon, Director General,  
Chartered Institute of Arbitrators

"The book's action plans are memorable thanks to their concise, orderly presentations, in which procedures like the five steps of strategic planning, methods of communicating, and the factors to consider during preparation are clearly outlined...the valuable business guidebook *Negotiation Simplified* introduces the tools and skills that are necessary to get there."

- Foreword Reviews

"In *Negotiation Simplified*, Jim Reiman transforms theory into digestible and straightforward lessons for newcomers and experienced negotiators. His seamless prose and memorable examples make it easy to retain the lessons. And the chapters' 'takeaways' provide the framework to implement these lessons quickly. You will return to this book as you would return to a wise mentor."



Author James Reiman, Esq., FCI Arb, Q. Arb



*Negotiation Simplified: A Framework and Process for Understanding and Improving Negotiating Results* by Jim Reiman

- Prof. Anthony Daimsis, FCI Arb – University of Ottawa, Director National Program and Moot Program, co-author - *The Investor-State Dispute Settlement System: Reform, Replace or Status Quo?* and *Dispute Resolution: Readings and Case Studies* (4th Ed)

Readers of this book will find it pragmatic without being overly simplistic. Throughout the pages, Jim does an exquisitely good job of providing an analytical framework of strategies for boosting one's negotiation prowess.

"Written for everyday practitioners, Reiman who is a business executive, public and private company board director, commercial lawyer, and educator, delivers insights from his own lived experiences and those of others. Having honed his negotiation skills over his entire professional life, he believes that the average everyday person, whether it be with our spouses, partners, children, friends, professional colleagues, or such, are regularly involved in some form of negotiation."

-[MichaelPReads](#)

In excerpts from his sitdown with the President of the INDEPENDENT PRESS AWARD® Gabby Olczak during a GAB TALKS Podcast, Reiman explains:

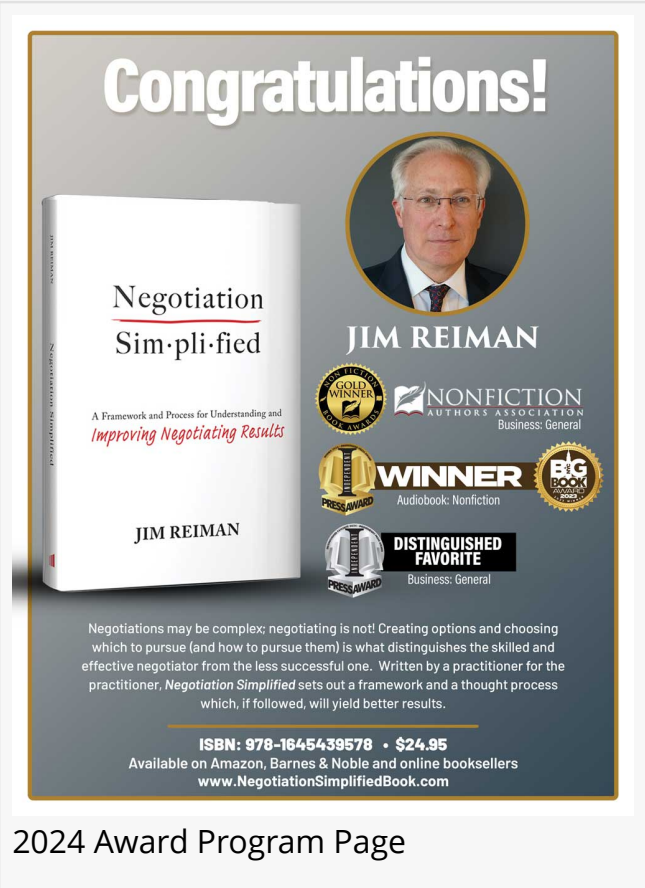
A Good Deal Verses a Great Deal: <https://youtube.com/shorts/oakPeAeNuN8>

What makes "Negotiation Simplified" unique?: <https://youtube.com/shorts/2FfiRhr0j64>

In the interview, Reiman emphasized the approach to negotiation is paramount. In his book, Reiman asserts negotiations may be complex; negotiating is not! Creating options and choosing which to pursue (and how to pursue them) is what distinguishes the skilled and effective negotiator from the less successful one. This book provides both the tools and the analytical framework to identify and pursue one's options, achieve better results, and improve your negotiation skills.

Reiman simplifies without being simplistic.

You too can benefit. Reiman is available for interviews, features, book events, speaking engagements, and appearances. <https://negotiationsimplifiedbook.com/contact/>



**Congratulations!**

**Negotiation**  
**Sim·pli·fied**

A Framework and Process for Understanding and  
*Improving Negotiating Results*

JIM REIMAN

**JIM REIMAN**

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Business: General

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**DISTINGUISHED FAVORITE**  
Business: General

Negotiations may be complex; negotiating is not! Creating options and choosing which to pursue (and how to pursue them) is what distinguishes the skilled and effective negotiator from the less successful one. Written by a practitioner for the practitioner, *Negotiation Simplified* sets out a framework and a thought process which, if followed, will yield better results.

ISBN: 978-1645439578 • \$24.95  
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[www.NegotiationSimplifiedBook.com](http://www.NegotiationSimplifiedBook.com)

2024 Award Program Page

## WINNER OF MULTIPLE HIGHLY ACCLAIMED AWARDS

Nonfiction Authors Award: Gold

New York City Big Book Award: Winner

Independent Press Award: Winner

Independent Press Award: Distinguished Favorite

## PRAISE for "Negotiation Simplified"

"'Negotiation Simplified' does what its title states—it provides a clear, non-technical description of the thought processes and techniques successful negotiators use. It is a light and easy read, full of real-life anecdotes. It will make you more self-aware and help you improve your negotiation results."

--Prof. James B. Shein, Kellogg School of Management, Independent Director; Author of *Reversing the Slide: A Strategic Guide to Turnarounds and Corporate Renewal*

"The wisdom of 'Negotiation Simplified' rests in the practical lessons it distills from countless negotiations. Reiman sets forth in straightforward and simple terms these lessons so they can be adapted to the diversity of negotiating situations that arise in business and across all relationships."

--Allen Waxman, President & CEO, International Institute for Conflict Prevention & Resolution (CPR); Past General Counsel, Pfizer, at Eisai Inc.

"While the focus is on business negotiations, Reiman provides a useful and accessible framework for understanding the type of negotiations we all have every day with family, friends, at work, and in life.

Both a quick read and an informative one."

--Jon Lukomnik, Principal, Sinclair Capital LLC; Author of *Moving Beyond Modern Portfolio Theory: Investing That Matters*

You can hear the full interview at <https://thegabtalks.com/>. In addition, the interview is available now on GAB TALKS podcast streaming on iHeart Radio, Spotify, Apple Podcasts, and approximately 40 other streaming podcast services. For those who prefer to watch the video version, one can visit the Independent Press Award YouTube channel.

## BOOK SUMMARY

Written by a practitioner for the practitioner, "Negotiation Simplified" sets out a framework and a thought process that, if followed, will yield better results. He provides short takeaways and tools to examine your own processes. And, because there is no one correct path to a successful negotiating result, Reiman also poses questions to identify options and to learn and critically analyze information so that the best path may be identified and pursued.

Whether deciding who will take out the garbage or overseeing a multibillion-dollar acquisition

transaction, everyone negotiates. The stakes may differ, but all negotiations share four foundational elements: goal-setting, preparation, listening, and self-awareness. "Negotiation Simplified" demonstrates the use of these four skills through real-life negotiation anecdotes authored by eight world-renowned negotiators across many disciplines and industries. They share how their utilization of these skills resulted in better outcomes.

#### ABOUT THE AUTHOR

Jim Reiman is a business executive, public and private company board director, commercial lawyer, and educator. He is an arbitrator, mediator, speaker and author. He practiced law in Chicago, Illinois, law firms for nineteen years before commencing a business career, during which he served as CEO and Chairman of public and private companies. He currently serves as an arbitrator and mediator of complex domestic and international business disputes; teaches negotiation to senior executives, government officials, and professionals at executive education programs around the world, including the Oxford Programme on Negotiation at the University of Oxford's Saïd Business School; and teaches and qualifies senior attorneys in international arbitration.

As CEO and then Chairman, Jim turned around a failing chain of cell phone stores based in Shanghai, China, grew the company from 30 stores to over 300, took the company public on the London Stock Exchange's AIM market in 2005, and grew the company from \$2.25 million in revenue to over \$250 million in 2012.

Jim is also the co-inventor of technologies that have been awarded nineteen domestic and international patents.

You can find out more on Reiman on his website at <https://negotiationsimplifiedbook.com/about/> or see his arbitration/mediation website [www.ReimanADR.com](http://www.ReimanADR.com) and his negotiation consulting website [www.ReimanNegotiations.com](http://www.ReimanNegotiations.com).

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