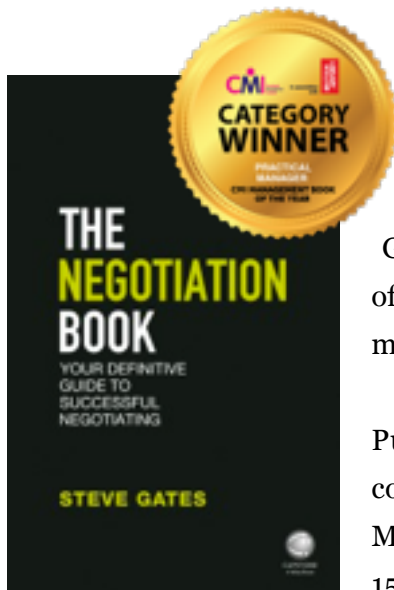




THE NEGOTIATION BOOK  
WINS GOLD AT THE CMI MANAGEMENT BOOK OF THE YEAR 2017



We are delighted to announce that Steve Gates' 'The Negotiation Book' has won gold at the CMI Management Book of the Year Awards in the 'Practical Manager' category. The Gold was awarded to the entry that, in the opinion of the judges, offers the best practical insights or guidance to help practising managers in their work or professional development.

Published by Wiley (Capstone), Steve's book beat off the competition at the Chartered Management Institute's (CMI) Management Book of the Year Awards last night from more than 150 books entered.

Now revised and updated, the second edition of The Negotiation Book looks at one of the most important skills in business. We all have to negotiate at some point; whether in the office or at home and good negotiation skills can have a profound effect on our lives – both financially and personally. No other skill will give you a better chance of optimising your success and your organisation's success.

The award, which is run in association with The British Library and sponsored by Henley Business School, is judged by a panel of leading business and management figures. The winning book was selected by Patrick Dunne CCMi (Chairman, EY Foundation), Andy Rubin (Chairman, Pentland Brands), Professor Rebecca Taylor (Executive Dean, Faculty of Business and Law at The Open University), Delroy Beverley (Chairman, Bradford University School of Management) and Diane Lees CBE (Director General, Imperial War Museums).

Launched in 2010, the CMI Management Book of the Year Awards help managers choose between the thousands of management books published every year. The winners are those easily accessible reads that offer practical lessons for managers that can be applied on an everyday basis.