

A cartoon illustration of a man with blonde hair, wearing a green polo shirt and blue jeans, leaning against the hood of a red classic car. The car is a two-door coupe with a white stripe along the side. The man has his arms crossed and is looking towards the left.

HOW TO OUTNEGOTIATE ANYONE

(Even a Car Dealer!)

LEO REILLY

How To Outnegotiate Anyone Even A Car Dealer

Steven M. Gelber



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whose origins lie in the history of horse trading Bartering and bargaining were the norm in this predominantly male transaction with both buyers and sellers staking their reputations and pride on their ability to negotiate the better deal Gelber comments on this point of sale behavior and what it reveals about American men Gelber's highly readable and lively prose makes clear how this unique economic ritual survived into the industrial twentieth century in the process adding a colorful and interesting chapter to the history of the automobile

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