

## Negotiate Like A Phoenician

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from various sources and synthesizing them into a practical theory.

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The Phoenicians were the only civilisations that conquer economically the ancient world without a war. They actually did it through peace by negotiating with their enemies from different cultures and religions. They were not the powerful ones, so they had to negotiate with the powerful ones for their existence.

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In his new book, Negotiate Like a Phoenician, Dr. Habib Chamoun sounds like he lived with those masters of the seas and professional negotiators, and went with them from harbor to harbor and negotiated the traded goods. This book is not only about negotiation, but it is a part of a new domain in history known as the history of daily life.

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The Phoenicians believed that the fair and ethical approach to negotiating a deal was far more important than making money.

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Etymology. The name Phoenicians, like Latin *Poenī* (adj. *poenicus*, later *pūnicus*), comes from Greek Φοινίκη (*Phoínikē*). The word φοῖνιξ *phoînix* meant variably "Phoenician person", "Tyrian purple, crimson" or "date palm." Homer used it with each of these meanings. ( The mythical bird phoenix also carries the same name, but this meaning is not attested until centuries later.)

## **Phoenicia - Wikipedia**

He is the author of many articles on negotiation and the books: "Desarrollo de Negocios", in its 3rd edition and "Trato Hecho-Guía para una Negociación sin Fallas" 2nd edition and Deal 3rd edition. Negotiate Like a Phoenician, 2008 and Transcend Quo Vadis Negotiator, 2016.

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