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Dr. Chamoun-Nicol á s' book [Negotiate Like a Phoenician](#) introduces us to Tradeables TM as a Phoenician (Canaanite) business practice, showing that successful business practice based upon scientific principles has flourished over the centuries by nations around the world up to our times. The Phoenicians (Canaanites) were pioneers in that field over the ages. Dr. Chamoun was very successful in sorting out these principles from various sources and synthesizing them into a practical theory.

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What the experts are saying about the Book [Negotiate like a Phoenician](#) by Dr. Habib Chamoun-Nicolas in collaboration with Randy D. Hazlett Ever wondered what you might learn about negotiation by studying the Bible? As it turns out, according to Dr. Habib Chamoun, quite a lot. The Hebrew Scriptures actually offer negotiating texts – all derived from the Phoenician business model.

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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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### ~~Negotiate like a Phoenician—The Executive~~

Negotiate Like a Phoenician is an excellent book for laying out the essential skills of successful negotiations, both for new and experienced negotiators, and Tradeables TM happened to be just the revelation I was hoping to find to improve my company and my personal skills.

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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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Phoenicia (/ f ɒ n ɪ ˈ ɪ -, n i ˈ -/; from Ancient Greek: Φοινίκη, Phoiníkē) was an ancient Semitic-speaking thalassocratic civilization that originated in the Levant region of the eastern Mediterranean, primarily modern Lebanon. It was concentrated along the coast of Lebanon and included some coastal areas of modern Syria and Galilee (northern Israel), reaching as far north as ...

[Phoenicia - Wikipedia](#)

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